



2026–2027 New York State Competitive Events

High School



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Changes for the 2026–2027 Membership Year

Overall Changes

- Knowledge Areas and Objectives updated in specific events.
- Minor event guidelines and rating sheets updates to improve clarity, consistency, and alignment with event objectives
- NYS FBLA is now offering Financial Statement Analysis.

Tests with Knowledge Area and Objective Updates

- | | | |
|-------------------------------|--|---|
| • Accounting | • Hospitality and Event Management | • Introduction to Parliamentary Procedure |
| • Advanced Accounting | • Human Resource Management | • Intro to Supply Chain Management |
| • Advertising | • Insurance & Risk Management | • Journalism |
| • Agribusiness | • International Business | • Organizational Leadership |
| • Banking & Financial Systems | • Introduction to Business Communication | • Parliamentary Procedure |
| • Business Communication | • Introduction to Business Procedures | • Securities & Investments |
| • Business Law | | • Sports & Entertainment Management |
| • Entrepreneurship | | |
| • Healthcare Administration | | |

Specific Guidelines Updates

- **Chapter Business Display:** name change to Chapter Business Exhibit; maximum size change to 3' x 4' horizontal and 4' vertical
- **Chapter of the Year:** update to #17 and #25 and total points
- **Computer Applications:** Production tests may be completed using no more than two personal devices, including one primary device and one external screen (laptop, tablet, or monitor).
- **Outstanding New Chapter of the Year:** update to #15 and #20 and total points
- **Parliamentary Procedure Individual:** a maximum of two entries from each chapter including State Parliamentarian officer candidates
- **Parliamentary Procedure Team:** presentation is 10 minutes
- **Sales Presentation:** Restricted item added: musical Instruments
- **Presentation Event Rating Sheets:** 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.



2026–2027 New York State Competitive Events

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FBLA Events At-a-Glance

Competitive Event	Team Size	Eligible Grades	Category	Event Elements								Test Info		Timing Info				Entries Per Chapter	
				Objective Test	Production	Prejudge	Presentation	Topic	Speech	Interview	Role Play	Internet Access	# of Questions	Test Time	Set Up Time	Prep Time	Present Time		Q & A
Accounting	1	9-12	Objective Test	X								X	100	50					2
Advanced Accounting	1	9-12	Objective Test	X								X	100	50					2
Advertising	1	9-12	Objective Test	X								X	100	50					2
Agribusiness	1	9-12	Objective Test	X								X	100	50					2
Banking & Financial Systems	1-3	9-12	Role Play	X			X				X	X*	100	50		20	7		1
Broadcast Journalism	1-3	9-12	Presentation				X	X				X			3		7	3	1
Business Communication	1	9-12	Objective Test	X								X	100	50					2
Business Ethics	1-3	9-12	Presentation	X		X	X	X				X*	100	50	3		7	3	1
Business Law	1	9-12	Objective Test	X								X	100	50					2
Business Management	1-3	9-12	Role Play	X			X				X	X*	100	50		20	7		1
Business Plan	1-3	9-12	Presentation			X	X								3		7	3	1
Career Portfolio	1	9-12	Presentation				X					X			3		7	3	1
Chapter Business Exhibit	NA	9-12	Chapter Event																1
Chapter of the Year	NA	9-12	Chapter Event			X				X									1
Coding & Programming	1-3	9-12	Presentation			X	X	X				X			3		7	3	1
Community Service Project	1-3	9-12	Chapter Event			X	X								3		7	3	1
Computer Applications	1	9-12	Production		X							X	2 hours						1
Computer Game & Simulation Programming	1-3	9-12	Presentation			X	X	X				X			3		7	3	1
Computer Problem Solving	1	9-12	Objective Test	X								X	100	50					2
Customer Service	1	9-12	Role Play	X			X				X	X*	100	50		20	7		1
Cybersecurity	1	9-12	Objective Test	X								X	100	50					2
Data Analysis	1-3	9-12	Presentation				X	X							3		7	3	1
Data Science & AI	1	9-12	Objective Test	X								X	100	50					2
Digital Animation	1-3	9-12	Presentation			X	X	X				X			3		7	3	1
Digital Video Production	1-3	9-12	Presentation			X	X	X				X			3		7	3	1
Economics	1	9-12	Objective Test	X								X	100	50					2
Entrepreneurship	1-3	9-12	Role Play	X			X				X	X*	100	50		20	7		1
Event Planning	1-3	9-12	Presentation				X								3		7	3	1
Financial Planning	1-3	9-12	Presentation				X	X							3		7	3	1
Financial Statement Analysis	1-3	9-12	Presentation				X	X							3		7	3	1
Future Business Educator	1	9-12	Presentation			X	X								3		7	3	1
Future Business Leader	1	9-12	Presentation	X		X	X			X			100	50			10		1
Graphic Design	1-3	9-12	Presentation				X	X							3		7	3	1
Healthcare Administration	1	9-12	Objective Test	X								X	100	50					2
Hospitality & Event Management	1-3	9-12	Role Play	X			X				X	X*	100	50		20	7		1
Human Resource Management	1	9-12	Objective Test	X								X	100	50					2
Impromptu Speaking	1	9-12	Presentation				X		X							20	7		1
Insurance & Risk Management	1	9-12	Objective Test	X								X	100	50					2
International Business	1-3	9-12	Role Play	X			X				X	X*	100	50		20	7		1
Introduction to Business Communication	1	9-10	Objective Test	X								X	100	50					2
Introduction to Business Concepts	1	9-10	Objective Test	X								X	100	50					2
Introduction to Business Presentation	1-3	9-10	Presentation				X	X							3		7	3	1
Introduction to Business Procedures	1	9-10	Objective Test	X								X	100	50					2



2026–2027 New York State Competitive Events

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Competitive Event	Team Size	Eligible Grades	Category	Event Elements								Test Info		Timing Info				Entries Per Chapter	
				Objective Test	Production	Prejudge	Presentation	Topic	Speech	Interview	Role Play	Internet Access	# of Questions	Test Time	Set Up Time	Prep Time	Present Time		Q & A
Introduction to Decision Making	1	9-10	Role Play								X					10	5	3	1
Introduction to Emerging Business Issues	1-3	9-10	Presentation				X	X							3		7	3	1
Introduction to FBLA	1	9-10	Objective Test	X								X	100	50					2
Introduction to FBLA Creed Speaking	1	9-10	Presentation				X		X								30 sec	5	1
Introduction to Information Technology	1	9-10	Objective Test	X								X	100	50					2
Introduction to Marketing Concepts	1	9-10	Objective Test	X								X	100	50					2
Introduction to Parliamentary Procedure	1	9-10	Objective Test	X								X	100	50					2
Introduction to Programming	1-3	9-10	Presentation			X	X	X				X			3		7	3	1
Introduction to Public Speaking	1	9-10	Presentation				X	X	X								5	2	1
Introduction to Retail & Merchandising	1	9-10	Objective Test	X								X	100	50					2
Introduction to Social Media Strategy	1-3	9-10	Presentation				X	X				X			3		7	3	1
Introduction to Supply Chain Management	1	9-10	Objective Test	X								X	100	50					2
Job Interview	1	9-12	Presentation			X	X			X							10		1
Journalism	1	9-12	Objective Test	X								X	100	50					2
Local Chapter Annual Business Report	1-3	9-12	Chapter Event			X	X								3		7	3	1
Marketing	1-3	9-12	Role Play	X			X				X	X*	100	50		20	7		1
Mobile Application Development	1-3	9-12	Presentation			X	X	X				X			3		7	3	1
Network Design	1-3	9-12	Role Play	X			X				X	X*	100	50		20	7		1
Networking Infrastructures	1	9-12	Objective Test	X								X	100	50					2
Organizational Leadership	1	9-12	Objective Test	X								X	100	50					2
Outstanding New Chapter	NA	9-12	Chapter Event			X				X									1
Outstanding New FBLA Member (9 th & 10 th Grade)	1	9-12	Presentation			X	X			X									1
Parliamentary Procedure Individual	1	9-12	Objective Test	X									100	50					2
Parliamentary Procedure Team	4-5	9-12	Role Play	X			X				X		100	50		20	10		1
Personal Finance	1	9-12	Objective Test	X								X	100	50					2
Project Management	1	9-12	Objective Test	X								X	100	50					2
Public Administration & Management	1	9-12	Objective Test	X								X	100	50					2
Public Service Announcement	1-3	9-12	Presentation				X	X				X			3		7	3	1
Public Speaking	1	9-12	Presentation				X	X	X								5	2	1
Real Estate	1	9-12	Objective Test	X								X	100	50					2
Retail Management	1	9-12	Objective Test	X								X	100	50					2
Sales Presentation	1-3	9-12	Presentation				X								3		7		1
Securities & Investments	1	9-12	Objective Test	X								X	100	50					2
Social Media Strategies	1-3	9-12	Presentation				X	X				X			3		7	3	1
Sports & Entertainment Management	1-3	9-12	Role Play	X			X				X	X*	100	50		20	7		1
Supply Chain Management	1-3	9-12	Presentation				X	X							3		7	3	1
Technology & Support Service	1	9-12	Role Play	X			X				X	X*	100	50		20	7		1
Visual Design	1-3	9-12	Presentation				X	X							3		7	3	1
Website Coding & Development	1-3	9-12	Presentation			X	X	X				X			3		7	3	1
Website Design	1-3	9-12	Presentation			X	X	X				X			3		7	3	1

X* = internet access provided only for the objective test



2026–2027 New York State Competitive Events

High School



Accounting

Accounting challenges competitors to demonstrate their understanding of fundamental accounting principles through an objective test. This event introduces members to key concepts such as financial statements, journal entries, & the accounting cycle, encouraging exploration of careers in accounting & finance.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

This event is designed for students who are in the early stages of learning accounting. To be eligible, members must have completed no more than two traditional semesters of high school accounting instruction, or the equivalent of one full year under a block schedule, by January 15.

Knowledge Areas

- Foundations of Accounting
- Standards and Compliance
- The Accounting Cycle
- Accounts Payable and Receivable
- Tax Accounting
- Financial Reports
- Technology and Accounting
- Career Opportunities

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure. **Competitors who placed in the top ten in Accounting I at a previous NLC are not eligible to compete in this event.**
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- A transcript showing course work must be uploaded with registration by January 15, 2027

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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Advanced Accounting

Advanced Accounting allows members to demonstrate their knowledge of higher-level accounting concepts through an objective test. This event covers topics such as corporate accounting, managerial accounting, & financial analysis, preparing members for advanced study & careers in the accounting field.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- Foundations of Accounting
- Standards and Compliance
- The Accounting Cycle
- Inventory
- Payroll
- Financial Statements
- Managerial Accounting

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure. **Competitors who placed in the top ten in Accounting II at a previous NLC are not eligible to compete in this event.**
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Advertising

Advertising challenges members to demonstrate their understanding of advertising principles & strategies through an objective test. This event explores topics such as media planning, branding, consumer behavior, & promotional techniques used to effectively reach target audiences.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- | | | |
|-------------|-----------------------------|------------------------------|
| • Branding | • Advertisement | • Design Principles |
| • Promotion | • Develop Marketing Content | • Sales-Promotion Activities |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Agribusiness

Agribusiness allows members to demonstrate their understanding of business principles as they apply to the agriculture industry through an objective test. This event covers topics such as agricultural marketing, economics, finance, & supply chain management, encouraging members to explore careers in agribusiness.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- | | | |
|-----------------------------------|--------------------------|------------------------------|
| • Safety Procedures & Regulations | • Business Law | • Operations & Management |
| • Nature of Agribusiness | • Ethics | • Finance & Marketing |
| | • Agribusiness Economics | • Natural Resources & System |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Banking & Financial Systems

Banking & Financial Systems challenges members to demonstrate their understanding of how financial institutions function & their impact on both business & personal finance. This event includes an objective test & a role play scenario, allowing members to apply knowledge in areas such as banking services, regulatory compliance, & financial decision-making.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Role Play Event

Event Elements: Objective Test & Interactive Role Play

Objective Test: 50 minute, 100-multiple choice questions

Role Play Time: 20-minute preparation (warning with one minute left), 7-minute presentation (warning with one minute left)

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Objective Test
 - Internet access
 - Test login information provided at test site
- Role Play
 - Two notecards per competitor & pencils
 - Role play scenario

Knowledge Areas

- | | | |
|---|--|---|
| <ul style="list-style-type: none"> • Fundamental Principles of Money • Financial Institutions & Markets • Financial Analysis & Decision Making | <ul style="list-style-type: none"> • Regulatory Compliance in Finance • Banking Services & Daily Operations • Loans & Credit • Customer Relations in Banking | <ul style="list-style-type: none"> • Professional Development in Banking |
|---|--|---|

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- Competitors may only compete in one of the following events:

◦ Banking & Financial Systems	◦ Hospitality & Event Management	◦ Sports & Entertainment Management
◦ Business Ethics	◦ International Business	◦ Technology & support services
◦ Business Management	◦ Marketing	
◦ Entrepreneurship	◦ Network Design	
- All members of a team must consist of individuals from the same chapter.
- Competitors cannot be replaced or substituted between the objective test & role play time.

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 two phases: objective test & interactive role play.
- Objective Test
 - This event consists of an online objective test that is proctored and completed onsite at the SLC.
 - No reference or study materials may be brought to the testing site.
 - Competitors on a team must test individually, starting within minutes of each other. Individual test scores will be averaged for a team score.
 - Personal calculators are not allowed; online calculators will be available within the testing platform.



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- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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.
- Interactive Role Play Presentation
 - Presentations are not open to conference attendees.
 - Competitors will be provided with a single copy of a banking & financial systems–related scenario or problem at the beginning of their assigned preparation time. This copy must be shared among team members & 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
 - In team presentations, all members must actively participate in the delivery of the presentation
 - Judges may ask questions during the presentation as part of the interactive role play format
 - Competition ethics demand that competitors do not discuss or reveal the role play until the event has ended.

Scoring

- Objective test 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.
- The team-averaged objective test score determines the top 5 teams advancing to role play round.
- Judges must break ties in the role play presentation. 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



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High School



Banking & Financial Systems Role Play Presentation Rating Sheet

Banking & Financial Systems Role Play Presentation Rating Sheet					
Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Demonstrates understanding of the role play & defines problem(s) to be solved	No description or role play synopsis provided; no problems defined	Describes & provides role play synopsis OR defines the problem(s)	Describes & provides role play synopsis & defines the problem(s)	Demonstrates expertise of role play synopsis & definition of the problem(s)	
	0 points	1-6 points	7-8 points	9-10 points	
Identifies alternatives & the pro(s) & con(s) of each	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	1-9 points	10-16 points	17-20 points	
Identifies logical solution & aspects of implementation	No solution identified	Solution provided, but implementation plan not developed	Logical solution & implementation plan provided & developed	Feasible solution & implementation plan developed, & necessary resources identified	
	0 points	1-9 points	10-16 points	17-20 points	
Demonstrates knowledge & understanding of the event knowledge areas: Fundamental Principles of Money/ Financial Analysis & Decision-Making Regulatory Compliance in Finance/ Banking Services & Daily Operations/ Loan & Credit/ Customer Relations in Banking/ Professional Development in Banking	No knowledge areas demonstrated	One or two knowledge areas are demonstrated	Three knowledge areas are demonstrated	Four or more knowledge areas are demonstrated	
	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	Unable to answer questions	Does not completely answer questions	Completely answers questions	Interacted with the judges in the process of completely answering questions	
	0 points	1-6 points	7-8 points	9-10 points	
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (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

High School



Broadcast Journalism

Broadcast Journalism challenges members to showcase their communication, storytelling, & production skills by creating & delivering a professional news broadcast. Competitors will research, script, & produce a cohesive news segment, culminating in a live presentation evaluated by a panel of judges.

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 with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Judges' Table

2026–2027 Topic: Spotlight on Success: How Local Businesses Strengthen Communities

Create a broadcast news story highlighting how a local business is making a positive impact in your community through innovation, workforce development, or community involvement. Plan your coverage like a real journalist by researching the business, interviewing an owner, employee, or community member, capturing video footage, and presenting a compelling story that informs and engages your audience. How does this business contribute to the local economy and improve the community it serves? Use your reporting to showcase the business's impact and inspire viewers to recognize the important role local businesses play in building strong communities. **The prerecorded story must be no longer than two minutes.**

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA events).
- 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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- Technology
 - 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).



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High School



- Electricity/power 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 judges table.
 - 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.
- Event Specific Information: Competitors should incorporate the following aspects in response to the topic:
 - **Broadcast News Segment**
 - Present a prerecorded news segment that meets the topic requirements
 - Prerecorded content must not exceed 2 minutes in total
 - Segment should be played during the live presentation
 - **Presentation:** The rest of the presentation time should include the following information:
 - Research, Accuracy & Ethical Reporting: Explain how news stories were researched & verified, emphasizing credible sources, factual accuracy, & ethical journalistic standards.
 - Production Techniques & Tools: Describe the technologies, tools, & editing methods used to create the segment, highlighting key creative & technical decisions.
 - Visual & Editorial Design: Showcase how visuals, graphics, transitions, & overall story flow were used to enhance clarity, engagement, & professionalism in the segment.
- In team presentations, all members must actively participate in the delivery 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



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High School



Broadcast Journalism Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Broadcast News Segment					
Broadcast News Segment Present a prerecorded news segment that meets the topic requirements & does not exceed 2 minutes	No segment shown or content does not relate to the assigned topic.	Segment submitted but lacks clear connection to the topic, exceeds time limit, or contains major content or quality issues.	Segment clearly addresses the topic, meets time limit, & demonstrates a basic level of production quality & organization.	Segment is concise, highly relevant to the topic, professionally presented, within the time limit, & demonstrates excellent storytelling & production quality.	
	0 points	1–6 points	7–8 points	9–10 points	
Visual & Editorial Design Showcase how visuals, graphics, transitions, & overall story flow were used to enhance clarity, engagement, & professionalism in the segment.	No use of visuals, graphics, or editorial elements to support or enhance the segment.	Basic visuals or transitions used inconsistently; design choices may distract from clarity or appear unpolished.	Visual & editorial elements are appropriate & enhance clarity & engagement; story flows logically with professional appearance.	Visuals, graphics, & transitions are cohesive, polished, & strategically used to elevate clarity, engagement, & storytelling; story is seamless & professionally executed.	
	0 points	1–8 points	9–12 points	13–15 points	
Presentation					
Visual & Editorial Design Demonstrates thoughtful reflection by discussing how specific visual & editorial design choices (e.g., graphics, transitions, pacing, & flow) enhanced clarity, engagement, & professionalism in the broadcast segment.	Does not discuss visual or editorial design choices, or discussion is irrelevant to the segment.	Mentions visuals or editorial elements in a general way but provides little to no explanation of how they contributed to clarity, engagement, or professionalism.	Clearly explains several visual & editorial design choices (e.g., graphics, transitions, pacing, flow) & connects them to how they supported clarity, engagement, & professionalism.	Provides a thorough, thoughtful reflection with specific examples of visual & editorial design choices; clearly articulates the rationale behind design decisions & insightfully connects them to enhancing clarity, audience engagement, & professionalism.	
	0 points	1–8 points	9–12 points	13–15 points	
Production Techniques & Tools Describe the technologies, tools, & editing methods used to create the segment, highlighting key creative & technical decisions.	No description of production tools or techniques; no evidence of editing or creative decisions.	Minimal explanation of tools or editing methods used; lacks clarity on how techniques contributed to the final product.	Identifies tools & editing methods with clear explanation; describes how techniques supported the production & storytelling.	Provides a detailed, thoughtful explanation of technologies, tools, & editing decisions; highlights how each choice enhanced the segment's technical quality & creative impact.	
	0 points	1–8 points	9–12 points	13–15 points	
Research, Accuracy & Ethical Reporting Explain how news stories were researched & verified, emphasizing credible sources, factual accuracy, & ethical journalistic standards.	No explanation of research process or sources; factual accuracy & ethical standards are not addressed.	Minimal or unclear explanation of research; sources lack credibility or are not cited; limited attention to accuracy or journalistic ethics.	Research process is explained with credible sources cited; facts are mostly accurate; ethical standards are acknowledged & generally followed.	Thorough explanation of how stories were researched & verified; multiple credible sources cited; all facts are accurate; clear demonstration of high ethical standards in reporting.	
	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	



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Broadcast Journalism Presentation Rating Sheet (page 2)

Presentation Protocols

Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines	Execution Aligned with Guidelines: ✓ Prerecorded 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	
Time Penalty (5 points over allowed time)			
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)			
Presentation Total (110 points)			

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



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Business Communication

Business Communication challenges members to demonstrate their knowledge of effective communication practices in the workplace through an objective test. This event covers topics such as written & verbal communication, digital correspondence, & professional etiquette essential to business success.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- Communication Basics
- Written Communication
- Verbal Communication
- Workplace Communication
- Interpersonal Relationships

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



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High School



Business Ethics

Business Ethics recognizes members who can analyze & present solutions to ethical dilemmas commonly faced in the business world. This event includes an individual objective test, a written report, & a presentation, allowing members to explore ethical decision-making, integrity, & corporate responsibility.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Presentation

Event Elements: Objective Test, Prejudged Asset, Presentation with a Topic

Prejudged Asset: A PDF of the executive summary must be uploaded by January 15, 2027.

Presentation Time: 3-minute set-up, 7-minute presentation (warning with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Objective Test
 - Internet access
 - Test login information provided at test site
- Presentation
 - Judges' Table

Knowledge Areas

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

2026–2027 Topic: Maintaining Stakeholder Trust During a Food Safety Crisis

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 and 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 and diverse production, processing, and 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 and several deaths. Producer Taylor Farms was pressured to recall its lettuce in 27 states, and the company is now losing business and 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 and correctly address crises. They need a strong ethical framework to help them navigate challenging situations and make difficult decisions.

Ethics are the basic principles (such as integrity, transparency, and 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 and transportation breakdowns, or public health emergencies, like contaminated or diseased food—they can reduce societal harm and maintain stakeholder trust.

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

The quality assurance team brings an urgent development to Tony: Traces of a highly dangerous and infectious bacterium were found in a small batch of their beef product. Thankfully, this was an isolated incident, and the bacteria have been contained. The quality team has identified the cattle herd and processing plant that sourced the infected beef and has adjusted production and quarantine patterns accordingly. The team is continuing to run tests nationwide to find any additional traces of the bacteria.



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But seeing as Prime Label distributes massive amounts of beef every day, it will be impossible to check every batch. Tony consults with the operations and legal teams, and he is considering enacting a complete recall of all their beef products. A recall is the only way to ensure that all infected beef is identified and customers aren't harmed.

However, a consultation with the financial and public relations teams makes Tony hesitate. The company's CFO warns him that a total beef recall would have grave consequences. Prime Label would experience huge losses that might take years—or even decades—to recover from.

Furthermore, the food industry as a whole would suffer. Supermarkets, cattle ranchers, and fast food restaurants would all take serious hits.

The public relations team also reminds Tony that a recall would likely incite panic among customers. Consumer trust in Prime Label would plummet, as would trust in any restaurant or retailer that sells beef. The finance and PR teams suggest resuming most operations as normal, and perhaps not even informing the public of the contamination in the first place.

What do you think Tony should do? Should he implement the recall? Should he inform the public of the food safety issue? How should Prime Label balance consumer safety with the broader economic consequences of their decisions?

Suggested Questions

- What ethical principles (e.g., respect, transparency, integrity, trust, fairness, accountability, viability, rule of law) play a role in this dilemma? Does one play a larger role than others? Which one—and why is that the case?
- Who will be impacted by Tony's decision in this dilemma? Which stakeholders should Tony prioritize?
- Consider the different Prime Label departments mentioned in this scenario: quality assurance, operations, legal, finance, public relations. How should Tony balance the perspectives, input, and objectives of these different teams as he manages this dilemma?

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA events).
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- 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.
- Competitors may only compete in one of the following events:
 - Banking & Financial Systems
 - Business Ethics
 - Business Management
 - Entrepreneurship
 - Hospitality & Event Management
 - International Business
 - Marketing
 - Network Design
 - Sports & Entertainment Management
 - Technology & support services
- All members of a team must consist of individuals from the same chapter.
- Competitors cannot be replaced or substituted between the objective test & role play time.
- Only registered competitors are permitted to plan, research, prepare & set up their presentation. Advisers & others may not assist.

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 three phases: prejudged asset, objective test, & presentation.
- The prejudged asset is judged before the SLC. Based on the highest scores on the prejudged asset, a maximum number of 5 will advance to the SLC objective test & presentation round.



2026–2027 New York State Competitive Events

High School



- Prejudge Asset Details: Executive Summary
 - Asset Requirements
 - Number of Pages: The report will be no more than three (3) pages
 - Assets must be formatted to fit standard 8.5" x 11" paper.
 - Links & QR codes are not permitted.
 - Advisers or others may not assist in preparing the asset. It must be created entirely by the competitor(s).
 - All content must be original & created specifically for this competition.
 - Judging & Ownership
 - Assets will be judged prior to the State Leadership Conference (SLC).
 - Prejudged assets will not be returned.
 - Asset Specific Information
 - Competitors must research the topic & prepare a one-page executive summary prior to the conference.
 - Competitors must interview three local businesspeople as part of their research & explain how the interview findings factored into their recommendations. This information must be addressed in the report & the presentation.
 - The first page of the report must include only the title (Business Ethics Summary) on the first line, names of all competitors on the second line, the name of the school on the third line, the state on the fourth line & the year (2026–2027) on the fifth line.
 - The second page of the report is a one-page summary of the topic & findings, with the following headings: Why the Ethical Issue Happened, How the Ethical Issue Should be Resolved, What Could Have Prevented the Ethical Issue. The one-page summary can be single spaced.
 - The third page is a works cited page.
- Objective Test
 - Each competitor will complete a 100-question multiple-choice objective test.
 - Test Duration: 50 minutes
 - This event is an online objective test that is proctored & completed at the State Leadership Conference (SLC).
 - Reference or study materials are not permitted at the testing site.
 - All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible devices will be considered a violation of the Competitive Events Guidelines.
 - If competing as a team, competitors must begin testing individually within a few minutes of one another. Each competitor's score will be averaged to determine the team's overall test score.
 - Personal calculators are not allowed; an online calculator will be available within the testing platform.
- Presentation Details
 - Venue & Format
 - Presentations are not open to conference attendees.
 - 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 judges table.
 - 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.



2026–2027 New York State Competitive Events

High School



- In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information: Competitors should incorporate the following aspects in response to the topic
 - **Define the Ethical Issue:** Identify & clearly define the ethical dilemma using appropriate industry terminology.
 - **Analyze Contributing Factors:** Explain at least two key reasons behind the issue. Provide thoughtful analysis to demonstrate understanding of how these factors impact the situation.
 - **Offer Ethical Recommendations:** Present two or more well-supported solutions to address the ethical dilemma, using credible evidence to justify each recommendation.
 - **Recommend Safeguards:** Suggest at least two safeguards or preventative measures with strong supporting rationale to help avoid similar issues in the future.
 - **Incorporate Research & Real-World Input:** Use accurate, well-sourced research & include insights from business professionals gathered through interviews or outreach to strengthen your analysis.

Scoring

- Based on the highest scores on the prejudged asset, a maximum number of 5 will advance to the SLC objective test & presentation round.
- Objective test 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.
- Judges must break ties in the role play presentation. 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Business Ethics Prejudged Asset (Report) Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Identifies & defines ethical issues presented in the topic	No identification of ethical issues as it relates to the event guidelines	Identifies OR defines the ethical issues	Identifies & defines the ethical issues	Identifies & defines the ethical issues using industry terminology	
	0 points	1-2 points	3-4 points	5 points	
Explains why the ethical issues happened	No reasons cited for the ethical issues	Reasons for the ethical issues identified but were not on target	Several, but not all, reasons accurately identified	All reasons addressed & analyzed	
	0 points	1-6 points	7-8 points	9-10 points	
Provides logical solutions as to how the ethical issues should be resolved	No solutions are presented, or solutions are unrelated to the identified ethical issue.	One solution is presented, but it lacks clarity, relevance, or logical support.	One or two logical solutions are provided, showing understanding of the ethical issue & supported with some reasoning.	Two or more well-reasoned, clearly explained solutions are provided, demonstrating strong understanding of the ethical issue & supported with credible evidence or analysis.	
	0 points	1-6 points	7-8 points	9-10 points	
Recommends safeguards that should have been in place to prevent the ethical issues	No safeguards are identified or proposed.	One general safeguard is mentioned, but it lacks detail, relevance, or explanation of how it would prevent the issue.	One or two relevant safeguards are recommended, with a basic explanation of how they could have prevented the ethical issue.	Two or more clearly defined, realistic safeguards are recommended & thoroughly explained, showing strong understanding of how each could have proactively addressed or prevented the ethical dilemma	
	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	
Business Interviews & Integration of Insights	No business interviews are included, or interviews are mentioned without any explanation or relevance to the recommendations.	Fewer than three businesspeople are interviewed, or the explanation of their input is unclear or only loosely connected to the recommendations.	Three interviews are completed, & findings are summarized with a basic explanation of how insights influenced the recommendations.	Three or more interviews are clearly summarized, & insights are thoughtfully analyzed & directly connected to the recommendations, demonstrating a strong integration of real-world perspectives.	
	0 points	1-6 points	7-8 points	9-10 points	
Report Format					
Includes correct grammar, punctuation, & spelling	5 or more grammar, punctuation, or spelling errors	3-4 grammar, punctuation, or spelling errors	No more than 2 grammar, punctuation, or spelling errors	No more than 1 grammar, punctuation, or spelling error	
	0 points	1-2 points	3-4 points	5 points	
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines	Execution Aligned with Guidelines: ✓ Executive Summary was submitted as PDF ✓ Links or QR codes were not used (unless in citations) ✓ Executive Summary was no more than 3 pages: Page 1 title, Page 2 summary, Page 3 works cited ✓ Executive Summary was formatted for 8 ½" x 11" paper			
	0 points	1-10 points			
Prejudged Asset Total (70 points)					

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



2026–2027 New York State Competitive Events

High School



Business Ethics Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Identifies & defines ethical issues presented in the topic	No identification of ethical issues as it relates to the event guidelines	Identifies OR defines the ethical issues	Identifies & defines the ethical issues	Identifies & defines the ethical issues using industry terminology	
	0 points	1-6 points	7-8 points	9-10 points	
Explains why the ethical issues happened	No reasons cited for the ethical issues	One reason for the ethical issue(s) identified but were not on target	One reason identified for the ethical issue(s) identified & on target	Two or more reasons identified, on target, & analyzed	
	0 points	1-6 points	7-8 points	9-10 points	
Provides logical recommendations as to how the ethical issues should be resolved	No solutions are presented, or solutions are unrelated to the identified ethical issue.	One solution is presented, but it lacks clarity, relevance, or logical support.	One or two logical solutions are provided, showing understanding of the ethical issue & supported with some reasoning.	Two or more well-reasoned, clearly explained solutions are provided, demonstrating strong understanding of the ethical issue & supported with credible evidence or analysis.	
	0 points	1-6 points	7-8 points	9-10 points	
Recommends safeguards that should have been in place to prevent the ethical issues	No safeguards are identified or proposed	One general safeguard is mentioned, but it lacks detail, relevance, or explanation of how it would prevent the issue.	One or two relevant safeguards are recommended, with a basic explanation of how they could have prevented the ethical issue.	Two or more clearly defined, realistic safeguards are recommended & thoroughly explained, showing strong understanding of how each could have proactively addressed or prevented the ethical dilemma	
	0 points	1-8 points	9-12 points	13-15 points	
Research shows quality & related information to the ethical issues & incorporates input of businesspeople interviewed	No research done with 3 or more inaccurate statements	Research is unrelated to the ethical topic & 1-2 inaccurate statements	All research is accurate with no reference made to supporting evidence	Research is accurate with supporting evidence provided; incorporates input of businesspeople interviewed as part of presentation	
	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	
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	
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			
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)					

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



2026–2027 New York State Competitive Events

High School



Business Law

Business Law challenges members to demonstrate their understanding of the legal system & its impact on business operations through an objective test. This event covers topics such as contracts, ethics, employment law, & consumer protection, encouraging members to explore the legal foundations of business.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- | | | |
|---------------------|-----------------------|--------------------------------------|
| • Legal Foundations | • Business Ethics | • International Trade & Commerce Law |
| • Commercial Law | • Financial & Tax Law | |
| • Employment Law | | |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Business Management

Business Management challenges members to demonstrate their understanding of core management principles through an objective test & a role play scenario. Members apply their knowledge to real-world business situations involving planning, organizing, leading, & decision-making within an organizational setting.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Role Play Event

Event Elements: Objective Test & Interactive Role Play

Objective Test: 50 minute, 100-multiple choice questions

Role Play Time: 20-minute preparation (warning with one minute left), 7-minute presentation (warning with one minute left)

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Objective Test
 - Internet access
 - Test login information provided at test site
- Role Play
 - Two notecards per competitor & pencils
 - Role play scenario

Knowledge Areas

- Business environment
- Business finance
- Strategic Management
- Management types
- Operations

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- Competitors may only compete in one of the following events:

○ Banking & Financial Systems ○ Business Ethics ○ Business Management ○ Entrepreneurship	○ Hospitality & Event Management ○ International Business ○ Marketing ○ Network Design	○ Sports & Entertainment Management ○ Technology & support services
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- All members of a team must consist of individuals from the same chapter.
- Competitors cannot be replaced or substituted between the objective test & role play time.

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 two phases: objective test & interactive role play.
- Objective Test
 - This event consists of an online objective test that is proctored and completed onsite at the SLC.
 - No reference or study materials may be brought to the testing site.
 - Competitors on a team must test individually, starting within minutes of each other. Individual test scores will be averaged for a team score.
 - Personal calculators are not allowed; online calculators will be available within the testing platform.
 - All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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.



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High School



- Interactive Role Play Presentation
 - Presentations are not open to conference attendees.
 - Competitors will be provided with a single copy of a management-related scenario or problem at the beginning of their assigned preparation time. This copy must be shared among team members & 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
 - In team presentations, all members must actively participate in the delivery of the presentation
 - Judges may ask questions during the presentation as part of the interactive role play format
 - Competition ethics demand that competitors do not discuss or reveal the role play until the event has ended.

Scoring

- Objective test 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.
- The team-averaged objective test score determines the top 5 teams advancing to role play round.
- Judges must break ties in the role play presentation. 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



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High School



Business Management Role Play Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Demonstrates understanding of the role play & defines problem(s) to be solved	No description or role play synopsis provided; no problems defined 0 points	Describes & provides role play synopsis OR defines the problem(s) 1-6 points	Describes & provides role play synopsis & defines the problem(s) 7-8 points	Demonstrates expertise of role play synopsis & definition of the problem(s) 9-10 points	
Identifies alternatives & the pro(s) & con(s) of each	No alternatives identified 0 points	Alternative(s) given but pro(s) and/or con(s) are not analyzed 1-9 points	At least two alternatives given, & pro(s) & con(s) are analyzed 10-16 points	Multiple alternatives given & multiple pros & cons analyzed for each 17-20 points	
Identifies logical solution & aspects of implementation	No solution identified 0 points	Solution provided, but implementation plan not developed 1-9 points	Logical solution & implementation plan provided & developed 10-16 points	Feasible solution & implementation plan developed, & necessary resources identified 17-20 points	
Demonstrates knowledge & understanding of the event knowledge areas: Business Environment / Management Types / Business Finance / Operations / Strategic Management	No knowledge areas demonstrated 0 points	One or two knowledge areas are demonstrated 1-9 points	Three knowledge areas are demonstrated 10-16 points	Four or more knowledge areas are demonstrated 17-20 points	
Presentation Delivery					
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared 0 points	Competitor(s) were prepared, but flow was not logical 1-6 points	Presentation flowed in logical sequence 7-8 points	Presentation flowed in a logical sequence; statements were well organized 9-10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills 0 points	Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection) 1-6 points	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection) 7-8 points	Demonstrated all skills, enhancing the overall presentation 9-10 points	
Demonstrates the ability to effectively answer questions	Unable to answer questions 0 points	Does not completely answer questions 1-6 points	Completely answers questions 7-8 points	Interacted with the judges in the process of completely answering questions 9-10 points	
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (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

High School



Business Plan

Business Plan gives members the opportunity to develop & present a comprehensive plan for launching a new business. This event highlights the importance of business planning as a tool for evaluating, organizing, & communicating a business concept. It includes a prejudged asset (written report) & a live presentation to a panel of judges.

The business must not have been in operation more than 12 months prior to the SLC.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Presentation

Event Elements: Prejudged Asset & Presentation

Prejudged Asset: 17-page report must be uploaded by January 15, 2026

Presentation Time: 3-minute set-up, 7-minute presentation (warning with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judges' Table

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- All members of a team must consist of individuals from the same chapter.

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 phases: prejudged asset & presentation.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- The prejudged asset is judged before the SLC. Based on the highest scores on the prejudged asset, a maximum number of 5 will advance to the SLC presentation round.
- Prejudged Asset Details: Report
 - Asset Requirements
 - All content must be original & created specifically for this competition.
 - QR codes & links are not allowed in the asset.
 - Advisers or others may not assist in preparing the project. It must be created entirely by the competitor(s).
 - Assets must be new, original work & may not have been submitted at any previous State Leadership Conference.
 - Judging & Ownership
 - Assets will be judged prior to the State Leadership Conference (SLC).
 - Prejudged assets will not be returned.
 - Research
 - Information must be supported by credible, well-documented sources.
 - Any use of copyrighted material, images, logos, or trademarks must be properly documented.



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High School



- Event Specific Information
 - **Number of Pages:** The report will be no more than seventeen (17) pages.
 - Reports should follow the rating sheet sequence & be formatted to fit on 8 ½" x 11" paper.
 - The first page (front cover) should include the name of school, state, name of the business, & school year (2026–2027) on the cover.
 - The second page must include a table of contents & each page must be numbered.
 - Divider pages & appendices are optional & must be included in the page count.
 - The business must not have been in operation more than 12 months prior to the 2026 SLC
 - Reports will follow this sequence, mirroring the rating sheet:
 - *Executive Summary:* Provides a brief synopsis of the key points & strengths included in the plan.
 - *Company Profile:* Includes basic details of the business, including an overview, mission statement, location, legal structure & governance, organization & goals.
 - *Industry Analysis:* Provides an analysis of the larger industry in which the business will belong, analyzes key trends & strategic opportunities in the industry, demonstrates an understanding & awareness of external business decisions.
 - *Target Market:* Provides a brief overview of the nature & accessibility of the targeted audience. Analyzes the market's potential, current patterns, & sensitivities.
 - *Competitive Analysis:* Includes an honest & complete analysis of the business' competition & demonstrates an understanding of the business' relative strengths & weaknesses.
 - *Marketing Plan & Sales Strategy:* Demonstrates how the business' product or service will be marketed & sold, includes both strategic & tactical elements of the marketing & sales approach.
 - *Operations:* Provides an overview of business operations on a day-to-day basis, including production processes, physical facility reviews, use of technology, & processes followed to ensure delivery of products or services.
 - *Management & Organization:* Describes the key participants in the new business venture & identifies human resources the business can draw upon as part of the management team, employee pool, consultants, directors, or advisers. It also portrays the role each will play in the business' development & discusses compensation & incentives.
 - *Long-Term Development:* Gives a clear vision of where the business will be in three (3), five (5) or more years. It offers an honest & complete evaluation of the business' potential for success & failure & identifies priorities for directing future business activities.
 - *Financials:* Indicate the accounting methodology to be used by the business. Discuss any assumptions made in projecting future financial results. Present projections honestly & conservatively.
 - *Appendix:* Includes copies of key supporting documents (e.g., certifications, licenses, tax requirements, codes, letters of intent or advance contract, endorsements, etc.).
- Presentation Details
 - Venue & Format
 - Presentations are not open to conference attendees.
 - 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
 - Prejudged asset, visual aids, samples, notes, & other physical materials related to the project may be used.
 - Items may be placed on the judges table.
 - 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.



2026–2027 New York State Competitive Events

High School



- In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information: Competitors should incorporate the following aspects in the presentation:
 - Business Concept & Company Profile
 - Marketing Aspects
 - Operations & Management Plans
 - Financial Documents & Projections
 - Risks & Adverse Results
 - Long-Term Goals

Scoring

- Based on the highest scores on the prejudged asset, a maximum number of 5 will advance to the SLC final round.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Business Plan Prejudged Asset (Report) Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Executive Summary Provide brief & concise Executive Summary. Convince reader that business concept is sound & has a reasonable chance of success	No Executive Summary 0 points	<i>Executive Summary is provided but does not show evidence of sound business concept OR reasonable chance of success</i> 1-8 points	<i>Executive Summary is proved & show evident of sound business concept & reasonable chance of success</i> 9-12 points	<i>Executive Summary serves as a strong introduction & transitions into the remainder of the report</i> 13-15 points	
Develop Company Profile Legal form of business; effective date of business; company mission statement/vision; company governance; company location(s); immediate development goals; overview of company's financial status	More than one of the components listed is not addressed 0 points	<i>Description of one or more components is limited OR one or more components is not described</i> 1-8 points	<i>All components are described adequately</i> 9-12 points	<i>All components are described adequately with supporting documentation</i> 13-15 points	
Present Industry Analysis Description of industry (size, growth rates, history); trends & strategic opportunities with industry	More than one of the components listed is not addressed 0 points	<i>Description of one or more components is limited OR one or more components is not described</i> 1-8 points	<i>All components are described adequately</i> 9-12 points	<i>All components are described adequately with supporting documentation</i> 13-15 points	
Present Target Market Target market defined (size, growth, potential, needs); effective analysis of market's potential, current patterns, & sensitivities	More than one of the components listed is not addressed 0 points	<i>Description of one or more components is limited OR one or more components is not described</i> 1-8 points	<i>All components are described adequately</i> 9-12 points	<i>All components are described adequately with supporting documentation</i> 13-15 points	
Discuss Competition Key competitors identified; effective analysis of competitors' strengths & weaknesses; potential future competitors; barriers to entry for new competitors identified	More than one of the components listed is not addressed 0 points	<i>Description of one or more components is limited OR one or more components is not described</i> 1-8 points	<i>All components are described adequately</i> 9-12 points	<i>All components are described adequately with supporting documentation</i> 13-15 points	
Marketing Plan & Sales Strategy Key message to be communicated identified; options for message delivery identified & analyzed including Web process; sales procedures & methods defined	More than one of the components listed is not addressed 0 points	<i>Description of one or more components is limited OR one or more components is not described</i> 1-8 points	<i>All components are described adequately</i> 9-12 points	<i>All components are described adequately with supporting documentation</i> 13-15 points	
Operations Business facilities described; production plan defined & analyzed; workforce plan defined & analyzed; impact of technology	More than one of the components listed is not addressed 0 points	<i>Description of one or more components is limited OR one or more components is not described</i> 1-8 points	<i>All components are described adequately</i> 9-12 points	<i>All components are described adequately with supporting documentation</i> 13-15 points	
Management & Organization Key employees/principals identified & described; Board of Directors, advisory committee, consultants, & other human resources identified & described; plan for identifying, recruiting, & securing key participants described; compensation & incentives plan	More than one of the components listed is not addressed 0 points	<i>Description of one or more components is limited OR one or more components is not described</i> 1-8 points	<i>All components are described adequately</i> 9-12 points	<i>All components are described adequately with supporting documentation</i> 13-15 points	



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Business Plan Prejudged Asset (Report) Rating Sheet (page 2)

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Provide Long-term Development Goals for three, five, or more years are identified & documented; risks & potential adverse results identified & analyzed; strategy in place to take business toward long-term goals	<i>More than one of the components listed is not addressed</i> 0 points	<i>Description of one or more components is limited OR one or more components is not described</i> 1-9 points	<i>All components are described adequately</i> 10-16 points	<i>All components are described adequately with supporting documentation</i> 17-20 points				
Financials Type of accounting system to be used is identified; financial projections are included & reasonable: • Year 1 monthly cash flow • Year 1 monthly income statement • Yearly income statements for Years 1, 3 & 5	<i>More than one of the components listed is not addressed</i> 0 points	<i>Description of one or more components is limited OR one or more components is not described</i> 1-9 points	<i>All components are described adequately</i> 10-16 points	<i>All components are described adequately with supporting documentation</i> 17-20 points				
Substantiates & cites sources used while conducting research	<i>Sources are not cited</i> 0 points	<i>Sources/References are seldom cited to support statements</i> 1-6 points	<i>Professionally legitimate sources & resources that support statements are generally present</i> 7-8 points	<i>Compelling evidence from professionally legitimate sources & resources is given to support statements</i> 9-10 points				
Report Format								
Format & design a business report	<i>Does not format document</i> 0 points	<i>Inconsistent formatting, excessive white space, and/or unrelated graphics and/or photos</i> 1-2 points	<i>Consistent formatting throughout the report</i> 3-4 points	<i>Utilizes full bleed, effective use of space, related defined graphics, & consistent formatting</i> 5 points				
Include correct grammar, punctuation, & spelling	<i>5 or more grammar, punctuation, or spelling errors</i> 0 points	<i>3-4 grammar, punctuation, or spelling errors</i> 1-2 points	<i>No spelling errors, & not more than 2 grammar or punctuation errors</i> 3-4 points	<i>No spelling error, & not more than 1 grammar or punctuation error</i> 5 points				
Guideline Protocols								
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines 0 points	Execution Aligned with Guidelines: ✓ Report was submitted as PDF ✓ Links or QR codes were not used (unless in citations) ✓ Report was 17 pages or under ✓ Report followed the sequence of the rating sheet & formatted for 8 ½" x 11" paper ✓ Cover Page with all criteria listed, table of contents included, all pages are numbered ✓ Business not in operation for longer than 12 months 1-10 points						
Report Total (190 points)								
Name(s):								
School:								
Judge Signature:					Date:			
Comments:								



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Business Plan Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Describes business concept & company profile	No evidence of business concept or company profile	Business concept OR company profile described	Business concept & company profile explained	Business concept & company profile explained including how the concept matches the profile	
	0 points	1-6 points	7-8 points	9-10 points	
Explains marketing aspects of business	No marketing evident	One aspect of marketing explained	Two aspects of marketing explained	Three or more aspects of marketing to increase company presentation explained	
	0 points	1-8 points	9-12 points	13-15 points	
Describes operations & management plans	No evidence of company, operations plan, or management plan	Description of operations OR management plan	Description of operations & management plan	Detailed description of operations & management with plan for future growth	
	0 points	1-8 points	9-12 points	13-15 points	
Provides information on financial documents & projections	No evidence of financial documents or company projections	Provides information on at least one financial document OR one projection	Provides information on two financial documents & at least one projection	Provides information on at least three financial documents & at least three projections	
	0 points	1-6 points	7-8 points	9-10 points	
Identifies & analyzes risks & adverse results & provides plan to avoid adverse results	No evidence of risks or adverse results	One risk OR adverse result is given: no evidence of planning	Two risks & at least one adverse result identified; includes a plan with at least one step to avoid adverse results	Three risks & at least one adverse result identified; includes a plan with at least two steps to avoid adverse results	
	0 points	1-6 points	7-8 points	9-10 points	
Identifies long-term goals	No goals identified	Only one goal identified	Two goals identified	Three or more goals identified with specific plan to achieve the goals	
	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	
Demonstrates the ability to effectively answer questions	Does not respond to questions or response are completely off topic	Demonstrated all skills, enhancing the overall presentation	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		
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)					
Presentation Total (110 max)					
Name(s):					
School:					
Judge Signature:					
Comments:					
	Date:				



2026–2027 New York State Competitive Events

High School



Chapter Business Exhibit – New York State–Only Event – Not a National Event

The Chapter Business Display event is designed to create more interest in chapter activities & encourage members to work together as a team in formulating ideas & presenting visual evidence of the state theme & one or more of the goals of FBLA. In addition to providing experience in creating & executing an effective display, the exhibit itself can become an excellent public relations medium for the chapter.

Event Overview

Event Type: Display

Event Category: Chapter Event

Presentation Time: Refer to the State Leadership Conference schedule for set up hours & takedown hours

Items Chapter Must Provide

- Display

Items FBLA Provides Onsite

- Table

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Chapters must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.

Recognition

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

Event Administration

- Chapter displays must be planned, constructed, installed, & attended by student chapter members only. Professionals cannot design an exhibit, but their expert advice may be sought before its construction.
- Exhibits must not exceed 3' x 4' horizontal & 4' vertical area. Larger exhibits will be penalized. No portion of an exhibit may include any battery or electrically operated moving parts.
- No portion of an exhibit may generate sound.
- The display must include the name of the school & the year (20XX – 20XX).
- The exhibit must be in place & ready for judging by the designated time at the SLC.
- All exhibits must be removed from the exhibit hall no later than the designated time at the SLC
- The following list of suggestions, to aid members in planning their exhibit, incorporates the main factors, considered by the judges:
 - Relation to the state theme
 - Simplicity of design
 - Universal appeal
 - Logical sequential format
 - Use of good exhibit techniques
- No animals (except authorized service animals) will be allowed for use in any competitive 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 Event Guidelines.
- Five points are deducted for each instance of not following competitive event guidelines.



2026–2027 New York State Competitive Events

High School



Chapter Business Exhibit Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Relation to state theme	0 points	1-6 points	7-13 points	14-20 points	
Creativity & originality of display	0 points	1-6 points	7-13 points	14-20 points	
Impact of message	0 points	1-6 points	7-13 points	14-20 points	
Interest retainer & response	0 points	1-5 points	6-10 points	11-15 points	
Exhibit Technique					
Effective use of materials	0 points	1-2 points	3-4 points	5 points	
Effective use of space (2D & 3D)	0 points	1-3 points	4-7 points	8-10 points	
Effective use of lettering and/or graphics	0 points	1-3 points	4-7 points	8-10 points	
Penalty Points (5 points for not conforming to size requirements)					
Penalty Points (5 points for not following Competitive Events Guidelines)					
Presentation Total (100 points)					
Name(s):					
School:					
Judge Signature:					Date:

Comments:



2026–2027 New York State Competitive Events

High School



Chapter of the Year – New York State–Only Event – Not a National Event

The Chapter of the Year event is designed to encourage the development of local chapter activities that will benefit the student members, the school, & the community. The chapter chosen each year serves as an example of the enthusiasm & careful planning that are necessary to keep chapters active & to involve as many members in activities as possible.

Event Overview

Event Type: Interview

Event Category: Chapter Event

Event Elements: Prejudged Asset & Interview

Prejudged Component: PDF of the Digital Scrapbook uploaded by March 1, 2027. Maximum upload size is 512MB

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.

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 phases: prejudged digital scrapbook & interview.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- Prejudged Asset: Digital Scrapbook
 - Scrapbook Specifics
 - Chapters must use either Google Slides or Microsoft PowerPoint to create the digital scrapbook.
 - Slide One is the title slide & must include the school name & school year.
 - Slide Two is the Judges' Rating Sheet with your points claimed.
 - Slide Three is the Table of Contents. Include slide numbers on the slides.
 - Points can be claimed for chapter activities starting immediately after the previous State Leadership Conference to the close of the current State Leadership Conference during which the chapter is competing for recognition.
 - Proof of all points claimed must be evident in the scrapbook. The judges' rating sheet, indicating points, must be on the second slide.
 - A maximum of two (2) photos per event – one of which must show membership participation.
 - Evidence must be submitted in sequence of items followed on the judges' rating sheet. A table of contents must be included as the third slide.
 - Points used for one function may not be used for another function, with the exception of items used in New York State Program of Work & articles used in publicity. Example: A social event such as a dance cannot be used as a chapter meeting.
 - When the guidelines require a verified report, a chapter adviser's signature is required at the end of the descriptive report.
 - All attendance records must be verified by the chapter adviser through their signature for any section of the scrapbook that has an attendance/participation requirement. Activities conducted from the SLC to the beginning of the new school year should use the previous year's January roster to meet attendance requirements.
 - Activities conducted after the beginning of the new school year with attendance requirements should use the most recent official roster.
 - A chapter must be awarded a minimum of 615 points to place & be recognized in this event.
 - Highlighted activities may be used to fulfill a requirement for the national FBLA Champion Chapter.
- Interview
 - Your chapter will be scheduled for an interview session during the State Leadership Conference. This session should be attended by the adviser & one (1) to four (4) chapter members. Questions posed during the interview must be answered by the chapter members.

Scoring

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



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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 Event Guidelines.
- Five points are deducted for each instance of not following competitive event guidelines.

CHAPTER OF THE YEAR POINT EXPLANATION

1. MEMBERSHIP – 0, 5, OR 10 POINTS

- Five (5) points are awarded for submitting a membership roster listing the names of students who are dues paying members of National & NYS FBLA.
- Five (5) points are awarded for maintaining or increasing the total number of dues paid chapter members from the previous year. Rosters for both the previous & current years are required.

2. OFFICIAL FBLA EQUIPMENT – 0 OR 5 POINTS

- Five (5) points are awarded if a chapter has all of the following: banner, gavel, American flag, Roberts' Rules of Order, Newly Revised, 12th Edition, & creed.
- A photo(s) must be submitted.

3. INDUCTION CEREMONY FOR NEW MEMBERS – 0, 10, OR 15 POINTS

- Ten (10) points are awarded for holding an Induction Ceremony for new members.
- Five (5) points are awarded for including the Emblem Ceremony as part of the ceremony.
- This activity may be done in conjunction with Installation of Chapter Officers Ceremony.
- A photo(s) must be submitted.

4. INSTALLATION OF CHAPTER OFFICERS – 0 OR 15 POINTS

- Fifteen (15) points are awarded for holding an Installation of Chapter Officers Ceremony.
- This activity may be done in conjunction with Induction Ceremony for New Members.
- A photo(s) must be submitted.

5. CHAPTER PLANNING – 0, 5, 10 OR 15 POINTS

- Five (5) points will be awarded for holding a planning meeting for newly-elected local chapter officers. A verified attendance report must be submitted.
- Five (5) points will be awarded for preparing a Program of Work for the chapter. (Program of Work guidance is provided in the Chapter Management Handbook.) The Program of Work must be submitted.
- Five (5) points will be awarded for preparing a chapter budget. The budget must be submitted.
- A photo(s) must be submitted.

6. CHAPTER MEETINGS – 0 TO 80 POINTS

- Credit is awarded for only four (4) meetings with a maximum of twenty (20) points awarded for each meeting at which two-thirds (2/3) of the total chapter membership is in attendance. At least two (2) of the meetings must include: a guest speaker, a field trip, or a film or other special feature for the purpose of promoting a goal of FBLA, the state charity, or the national charity. The same program may be offered twice to meet the required two-thirds (2/3) attendance & will count as one meeting.
- An agenda & minutes of each of these meetings must be submitted along with a chapter roster indicating which students were in attendance at each meeting.

7. SOCIAL ACTIVITIES – 0 TO 10 POINTS

- The activity should be chapter-wide & include at least one-third (1/3) of the chapter's members or thirty (30) students, whichever is less.
- Credit is awarded for only one (1) activity, for a maximum of ten (10) points.
- Pictures and/or a verified report must be submitted along with a chapter roster indicating which students were in attendance at each meeting.



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8. CIVIC/COMMUNITY ACTIVITIES – 0 TO 120 POINTS

- The activities should benefit the out-of-school community and/or the business community. Activities may be held within school facilities for an out-of-school organization. At least one (1) of the activities must benefit the state charity of the given year.
- Credit is given for only three (3) activities. A maximum of forty (40) points may be claimed for each activity.
- Pictures, publicity and/or a verified report must be submitted.

9. SCHOOL SERVICE ACTIVITY – 0 TO 60 POINTS

- This activity should benefit the school and/or the students.
- Credit is given for only two (2) activities. A maximum of thirty (30) points may be claimed for each activity.
- Pictures & publicity or a verified report must be submitted.

10. FUNDRAISING PROJECT – 0 TO 30 POINTS

- Only one project may be claimed. This project may be a continuation of a previous year's activity.
- Student involvement in planning & organizing the project must be documented (ex: timelines, committee meeting agendas/minutes, photos).
- A verified report including evidence of the financial planning & educational value of the project must be presented. A verified Profit/Loss Statement must be included (minus 5 points if not included).

11. PRINT/ELECTRONIC PUBLICITY – 0 TO 80 POINTS

Any combination can be used to a maximum of 80 points. Print or Electronic Publicity must be submitted with newspaper banner (name) & date on that page. Articles submitted detached from newspaper banner & date will not be counted. Printouts or screen shots of article(s) must be included in scrapbook.

10 points each for a maximum of 30 points	NYS Newsletter (<i>The FBLA Express</i>)
5 points each for a maximum of 25 points	School or District: Newspaper, newsletter, website, social media
5 points each for a maximum of 10 points	FBLA District Newsletter
5 points each for a maximum of 60 points	Local newspaper articles (in print or online)
2 points each for a maximum of 10 points	For any Chapter Activities posted on the following outlets: NYS FBLA Social Media site: Facebook, Instagram, Twitter, YouTube (must show evidence of a link to NYS FBLA homepage)

12. RADIO/TELEVISION PROGRAM – 0 TO 20 POINTS

- The points are based on one (1) broadcasted radio or television cable or commercial program per year in which the members participated. This may include an internal, closed-circuit broadcast.
- Points will be awarded based upon duration & quality of the program as well as degree of student involvement.
- Pictures, publicity and/or a verified report must be submitted. A signed statement from a radio/TV station employee must be included as well.

13. ASSEMBLY PROGRAM – 0 TO 30 POINTS

- The thirty (30) points are based on one (1) assembly program per year.
- The assembly program must relate to one of the nine FBLA goals. The program may be school-wide, department-wide or by grade level.
- FBLA may be part of the program, with points based on merits of the program.
- Pictures, publicity and/or a verified report must be submitted.

14. TALKS, DEMONSTRATIONS, OR WORKSHOPS BEFORE CIVIC, BUSINESS, TRADE, OR EDUCATIONAL GROUPS – 0 TO 60 POINTS

- The presentation must be done by two (2) or more chapter members.
- The sixty (60) points are based on twenty (20) points per appearance. Credit is given for only three (3) appearances.
- Pictures, publicity & a verified report must be submitted. A verified report includes letters, certificates, or a signed statement from the group.

15. ATTENDANCE AT DISTRICT MEETINGS – 0, 15, OR 30 POINTS



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- Fifteen (15) points are given if the chapter is represented at the Fall District Meeting.
- Fifteen (15) points are given if the chapter is represented at the Spring District Meeting.
- Proof of attendance, verified by the District Vice President or Board of Trustee member, must be submitted including names of students attending.

16. ATTENDANCE AT STATE LEADERSHIP CONFERENCE (SLC) – 0 TO 25 POINTS

- Twenty-five (25) points are given if the chapter is represented at the SLC. The names of students attending must be submitted.

17. PARTICIPATION IN COMPETITIVE ACTIVITIES AT STATE LEADERSHIP CONFERENCE (SLC) – 0 TO 115 POINTS

- Points are awarded for each event the chapter participates in at the SLC, including the Who's Who in FBLA event. Participation in the following events will receive ten (10) points each, to a maximum of thirty (30) points:
 - Local Chapter Annual Report
 - Chapter Business Display
 - Community Service Project
- Participation in all other events including the State Officer Exam & district elimination events held at the Spring District Meeting will receive five (5) points per event, to a maximum of eighty (80) points.
- A chapter may receive a maximum of five (5) points for having one or more members serve as an Intern at the SLC. (Proof of internship will be verified by the Internship Coordinator.)
- A copy of the contest registration form for the State Leadership Conference must be submitted. Documentation verified by the District Vice President & a Board of Trustee member must be submitted for events taken at the Spring District Meeting

18. WINNERS OF STATE LEADERSHIP CONFERENCE COMPETITIVE EVENTS – 0 TO 90 POINTS

- A first place winner will receive thirty (30) points; a second place winner will receive twenty (20) points; a third place winner will receive ten (10) points; fourth & fifth place winners will receive five (5) points each. A maximum of ninety (90) points may be earned. Point total will be determined at the SLC by conference staff.

19. STATE OFFICERS – 0 TO 50 POINTS

- Fifteen (15) points are given for each State Officer serving during the current year, regardless of whether they are appointed or elected. If an elected or appointed officer resigns or is removed from office before the completion of their term, no points may be claimed. These points will be verified by the State Officer Adviser.
- Five (5) points will be awarded if the chapter had one or more State Officer candidates at the previous SLC who were not elected or subsequently appointed. This would include the Parliamentary candidates interviewed at the previous SLC.

20. ATTENDANCE AT NATIONAL LEADERSHIP CONFERENCES – 0 TO 30 POINTS

- Ten (10) points are awarded if the chapter is represented by an official delegate at the National Leadership Conference.
- Ten (10) points are awarded if the chapter or a chapter member competes in a competitive event at the National Leadership Conference, excluding open events.
- Ten (10) points are awarded if the chapter is represented at the National Fall Leadership Conference.
- Proof of attendance must be submitted including the names of students attending (conference receipt).

21. WINNERS OF NATIONAL LEADERSHIP CONFERENCE COMPETITIVE ACTIVITIES – 0 TO 45 POINTS

- First to tenth place winners at the National Leadership Conference (NLC) may claim points on a scale of three (3) to thirty (30) points. Example: A tenth place winner will receive three (3) points; a first place winner will receive thirty (30) points. A member who receives recognition for Who's Who in FBLA will receive five (5) points. Each chapter may claim a maximum of thirty (30) points in this category.
- Chapters who receive recognition & certificate awards such as Gold Seal Awards of Merit may claim a maximum of one (1) award for a total of five (5) points.
- Chapters who receive recognition awards for individual programs, such as Champion Chapter or Business Achievement Award, may claim a maximum of two awards for a total of ten (10) points.

22. NATIONAL OFFICER/NATIONAL OFFICER CANDIDATE – 0, 10, OR 25 POINTS

- Twenty-five (25) points are awarded for one elected or appointed National Officer serving during the current year.
- Ten (10) points will be awarded if the chapter had a National Officer Candidate at the National Leadership Conference who was not elected or subsequently appointed.



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23. PROMOTING FBLA – 0 TO 15 POINTS

- Five (5) points are given for each online meeting with another school, visit to another school, or having another school visit the chapter for the purpose of starting or reactivating a chapter. A maximum of three (3) visits may be counted.
- At least two chapter members must be actively involved in the presentation.
- The official school visitation form must be submitted for each chapter visited. This form can be found with the Chapter of the Year rating sheets in these event guidelines.

24. CHAPTER CHARTERING/REACTIVATION – 0 TO 100 POINTS

- Ten (10) points will be given for chartering or reactivating a chapter. A maximum of five (5) charters/reactivations may be claimed.
- Ten (10) points will be given for participating in a joint activity with a chapter you have chartered this school year. A minimum of one-third (1/3) of the membership of both chapters must participate. A maximum of five (5) activities may be claimed.
- A chapter may only claim points for a joint activity with each school once.
- Executive Secretary will verify charter/reactivation.
- A copy of the state charter/reactivation form must be submitted for each chartered/reactivated chapter. This form can be found with the Chapter of the Year rating sheets in these event guidelines.

25. NEW YORK STATE PROGRAM OF WORK – 0 TO 60 POINTS

- Five (5) points are given for each committee competition a chapter participates in, regardless of whether they win.
- A chapter may only claim points once for each committee competition.
- Copies of items submitted must be included in the Chapter of the Year scrapbook, including a copy of the successful upload notification.

26. SUPPORT OF NYS FBLA FOUNDATION – 0 TO 20 POINTS

- Ten (10) points will be given if the chapter contributes \$50 or more to the NYS FBLA Foundation. Verification by the NYS FBLA Foundation must be submitted.
- Ten (10) points will be given if the chapter contributed a basket, valued at a minimum of \$50, for the NYS FBLA Foundation Basket Auction at the current State Leadership Conference. Receipts for the items included in the basket must be provided to the Auction Coordinator. Verification from the Basket Auction Coordinator is obtained upon submitting the basket & must be handed in at the SLC Registration Table upon registering your chapter to claim the points.

27. ALUMNI & PROFESSIONAL NETWORK ACTIVITIES – 0 TO 20 POINTS

- Ten (10) points will be awarded if a letter was sent out during the past year inviting past FBLA graduates, parents, educators, community and/or business representatives to be members of the National Alumni & Professional Network. A list of people the letter was sent to must be included.
- Ten (10) points will be awarded for having an official National Alumni & Professional Network member in a chapter activity, such as presenting at a chapter meeting, chaperoning a field trip, providing a tour of their business, etc. Pictures, publicity and/or a verified report must be submitted.

28. OUTSTANDING ACTIVITY OF THE YEAR – 0 TO 40 POINTS

- Up to forty (40) points will be awarded for one outstanding activity completed during the year.
- This activity must contribute to the personal and/or professional growth of the members & may not be claimed in any other section of the scrapbook.
- One half (1/2) of the chapter membership must participate in the activity.
- Pictures & publicity or a verified report must be submitted along with a chapter roster indicating which students were in attendance.



2026–2027 New York State Competitive Events

High School



NEW YORK STATE ASSOCIATION FUTURE BUSINESS LEADERS OF AMERICA SCHOOL VISITATION VERIFICATION FORM

This is to verify that the members of the _____
(Your chapter name)

Chapter of Future Business Leaders of America gave a presentation regarding FBLA's goals & the chapter's activities to:

NAME OF SCHOOL: _____

DATE OF PRESENTATION: _____

PLACE OF PRESENTATION: _____

Members Who Gave Presentation*:

*At least two members of your chapter must make presentation.

SIGNATURE OF VISITED SCHOOL BUSINESS EDUCATION INSTRUCTOR OR ADMINISTRATOR:

DATE SIGNED: _____



2026–2027 New York State Competitive Events

High School



NEW YORK STATE ASSOCIATION FUTURE BUSINESS LEADERS OF AMERICA CHAPTER CHARTER VERIFICATION FORM

This is to verify that the members of the: _____
(Your chapter name)

Chapter of Future Business Leaders of America has assisted the following school in the chartering of their FBLA chapter.

Chartered Chapter Name: _____

Name of Chapter President: Of Newly Chartered Chapter: _____

Name of Adviser of Newly Chartered Chapter: _____

Date Newly Chartered Chapter Submitted Application: _____

STATEMENT BY YOUR CHAPTER OF ACTIVITIES CONDUCTED TO ASSIST NEWLY CHARTERED CHAPTER IN THE CHARTERING PROCESS:

Signature of adviser of your chapter & date

Signature of president of newly chartered chapter & date

Signature of adviser of newly chartered chapter & date

Signature of NYS FBLA Executive Secretary that signifies that the new chapter has been accepted by NYS FBLA & date



2026–2027 New York State Competitive Events

High School



Chapter of the Year Rating Sheet

Expectation Item	Point Value	Not Demonstrated	Points Claimed*	Points Awarded
1. Membership	0, 5, or 10	0 points		
2. Official FBLA Equipment	0 or 5	0 points		
3. Induction Ceremony for New Members	0, 10, or 15	0 points		
4. Installation of Chapter Officers	0 or 15	0 points		
5. Chapter Planning	0, 5, 10, or 15	0 points		
6. Chapter Meetings	0 to 80	0 points		
7. Social Activities	0 to 10	0 points		
8. Civic/Community Activities	0 to 120	0 points		
9. School Service Activities	0 to 60	0 points		
10. Fundraising Projects	0 to 30	0 points		
11. Print/Electronic Publicity	0 to 80	0 points		
12. Radio/Television Programs	0 to 20	0 points		
13. Assembly Programs	0 to 30	0 points		
14. Talks or Demonstrations Before Groups	0 to 60	0 points		
15. Attendance at District Meetings	0, 15, or 30	0 points		
16. Attendance at State Leadership Conference	0 or 25	0 points		
17. Participation in Competitive Events at SLC	0 to 115	0 points		
18. Winners of SLC Competitive Events	0 to 90	0 points		
19. State Officers	0 to 50	0 points		
20. Attendance at National Leadership Conference	0 to 30	0 points		
21. Winners of NLC Competitive Events	0 to 45	0 points		
22. National Officer/National Officer Candidates	0, 10, or 25	0 points		
23. Promoting FBLA	0 to 15	0 points		
24. Chapter Chartering/Reactivation	0 to 100	0 points		
25. NYS Program of Work	0 to 60	0 points		
26. Support of NYS FBLA Foundation	0 to 20	0 points		
27. Alumni & Professional Network Activities	0 to 20	0 points		
28. Outstanding Activity of the Year	0 to 40	0 points		

Total (Maximum possible is 1215 points)

*This column is to be filled in by the chapter

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



2026–2027 New York State Competitive Events

High School



Career Portfolio

Career Portfolio gives members the opportunity to showcase their accomplishments, skills, & career goals in a professional portfolio format. Members present their portfolio to a panel of judges, demonstrating personal growth, education, training, & readiness for future career opportunities.

Event Overview

Event Type: Individual

Event Category: Presentation

Event Elements: Presentation

Presentation Time: 3-minute set-up, 7-minute presentation (warning with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judges' Table
- Internet access

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure. **Competitors who placed in the top ten in Electronic Career Portfolio at a previous National Leadership Conference are not eligible to compete in this event.**
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 has two phases: prejudged asset & presentation.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- Presentation Details
 - Venue & Format
 - Presentations are not open to conference attendees.
 - 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

High School



- Non-Technology Items
 - Visual aids, samples, notes, & other physical materials related to the project may be used.
 - Items may be placed on the judges table.
 - 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.
- Event Specific Information: Competitors should incorporate the following aspects in their presentation:
 - **Resume Review with Visual Aids**
 - Clearly demonstrate how experiences, qualifications, awards, & skills align with the selected career.
 - Make direct connections between specific resume elements & career requirements or expectations.
 - **Comprehensive Career Research**
 - Present a thorough overview of the chosen career, including required education or training, typical responsibilities, & long-term outlook.
 - Integrate relevant statistics, data, salary information, & potential challenges associated with the career.
 - **Connection to School & Work Experience**
 - Highlight relevant school-based activities, work-based learning, coursework, leadership roles, and/or work experiences.
 - Provide analysis of how these experiences have contributed to career interest & preparation for future goals.
 - **Skills, Awards, & Certifications**
 - Identify at least one special skill, award, or proficiency that directly correlates to a required or desirable skill in the chosen career.
 - Where applicable, connects the skill or recognition to a formal certification, endorsement, or credential relevant to the field.

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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Career Portfolio Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Resume	Resume not included or demonstrated 0 points	Provides a review of resume including experiences, qualification, & special skills 1-6 points	Provides a review of resume including experiences such as work & community service, qualifications, related awards & special skills 7-8 points	Provides a review of resume using multiple visual aids & explains how their experiences, qualifications, awards, & skills relate to the chosen career 9-10 points				
Career Research	Career research not included or demonstrated 0 points	Shares research on desired career 1-6 points	Shares research on desired career & correlates personal qualifications to this career 7-8 points	Shares research & qualifications for career & incorporates statistics, data, salary, & obstacles 9-10 points				
Career Related Education	No demonstration of career related education 0 points	Shares information about school activities & work experiences 1-8 points	Shares information about school activities & work experiences & how one prepared for the other 9-12 points	Shares information about school activities & work experiences and, in detail, shares about the impact on their future career 13-15 points				
Special Skills or Proficiencies	No demonstration of special skills, awards, or proficiencies 0 points	Shares about one special skill, award, or proficiency related to desired career 1-8 points	Shares about one special skill, award, or proficiency related to desired career they have earned & how it makes them qualified for their selected career 9-12 points	Shares & correlates at least one special skill, award, or proficiency related to desired career skill that is linked to a certification or endorsement 13-15 points				
Substantiates & cites sources used while conducting research	Sources are not cited 0 points	Sources/References are seldom cited to support statements 1-6 points	Professionally legitimate sources & resources that support statements are generally present 7-8 points	Compelling evidence from professionally legitimate sources & resources is given to support statements 9-10 points				
Use of portfolio in presentation	Portfolio is not mentioned or used in the presentation 0 points	Portfolio is mentioned in the presentation 1-6 points	Portfolio is used during the presentation 7-8 points	Portfolio is used to enhance the presentation about the career & education 9-10 points				
Presentation Delivery								
Statements are well-organized & clearly stated	Did not appear prepared 0 points	Was prepared, but flow was not logical 1-6 points	Presentation flowed in logical sequence 7-8 points	Presentation flowed in a logical sequence; statements were well organized 9-10 points				
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills 0 points	Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection) 1-6 points	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection) 7-8 points	Demonstrated all skills, enhancing the overall presentation 9-10 points				
Demonstrates the ability to effectively answer questions	Does not respond to questions or responses are completely off-topic. 0 points	Provides incomplete or unclear answers that show limited understanding. 1-6 points	Responds accurately & clearly to most questions, showing adequate understanding. 7-8 points	Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation. 9-10 points				
Presentation Protocols								
Adherence to Competitive Events Guidelines	Competitor did not follow guidelines 0 points	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 1-10 points						
Time Penalty (5 points over allowed time)								
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)								
Presentation Total (110 points)								
Name(s):								
School:								
Judge Signature:					Date:			
Comments:								



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High School



Coding & Programming

Coding & Programming challenges members to design & develop a standalone application that solves a specific problem or accomplishes a defined task. Members present their completed program to a panel of judges, demonstrating technical skills, logic, & creativity in software development.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Presentation

Event Elements: Prejudged Asset & Presentation with a Topic

Prejudged Asset: URL of the program must be uploaded by January 15, 2026

Presentation Time: 3-minute set-up, 7-minute presentation (warning with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judges' Table
- Internet access

2026–2027 Topic: Serving the Community: Nonprofit Volunteer Management

Nonprofit organizations rely on volunteers to support programs, events, and community initiatives. Effectively managing volunteer information, service opportunities, schedules, and participation can help organizations operate more efficiently and increase their impact. Use your programming skills to develop a program that helps nonprofit organizations recruit, organize, and manage volunteers and community service activities. Your program may be a command-line application, desktop application, or interactive interface. Choose the platform that best demonstrates your programming skills. Your solution should help nonprofit organizations coordinate volunteers, manage service opportunities, maintain records, and monitor participation while supporting the needs of both volunteers and organization leaders.

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- All members of a team must consist of individuals from the same chapter.

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 phases: prejudged asset & presentation.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- The prejudged asset is judged before the SLC. Based on the highest scores on the prejudged asset, a maximum number of 5 will advance to the SLC final round.
- Prejudged Asset Details: URL of the program
 - Asset Requirements
 - Competitors are responsible for ensuring the URL is viewable by judges. If judges are unable to view the URL, the prejudged asset score will be zero.
 - All content must be original & created specifically for this competition.



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- Presentation Details
 - Venue & Format
 - Presentations are not open to conference attendees.
 - 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 others 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/power 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 judges table.
 - 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.
 - In team presentations, all members must actively participate in the delivery of the presentation
 - Event Specific Information: Competitors should incorporate the following aspects in response to the topic
 - 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:
 - **Language Selection:** Language choice is explained using industry terms & reflects the project's needs.
 - **Code Comments:** Comments are complete, logical, & enhance readability.
 - **Programming Knowledge:** Follows best practices & demonstrates advanced skills: modular design, clean logic, effective use of data types.
 - **User Experience (UX):** Includes clear design rationale & user flow, accessibility features are present.
 - **Program Intuitiveness:** Interface is easy to navigate & instructions are clear & well-integrated.
 - **Intelligent Feature:** Includes advanced functionality (e.g., Q&A, recommendations, smart filters).
 - **Input Validation:** Validates both format & meaning, Prevents crashes & provides helpful error messages.
 - **Functionality & Relevance:** Fully meets prompt requirements, instructions explain how the program addresses the topic.
 - **Output & Data Analysis:** Customizable reports or output allow for meaningful data analysis.
 - **Data Structures & Scope:** Uses arrays/lists appropriately & variable scope is logical & efficient.

Scoring

- Based on the highest scores on the prejudged asset, a maximum number of 5 will advance to the SLC final round.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



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Coding & Programming Prejudged Asset (Project) Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Program Readability					
Appropriate identifiers used for variables, constants, arrays, objects, etc.	Identifiers not used	Identifiers are used for programming elements but are incorrectly placed	Identifiers are used & are accurate in all instances	Identifiers exhibit an advanced knowledge of programming	
	0 points	1–7 points	8–14 points	15–20 points	
Commentary provided is readable, useful, & complete	No commentary provided	Commentary provided but is not logical	Logical & useful commentary provided	Commentary assists the user throughout the testing process	
	0 points	1–7 points	8–14 points	15–20 points	
General program documentation is readable, useful, & complete	Program documentation not provided	Program documentation contains errors	Program documentation is error free	Program documentation invites use of advanced features	
	0 points	1–7 points	8–14 points	15–20 points	
Project Structure & Content					
Program is concise & does not contain unnecessary complexity	Program contains unnecessary steps & is complex	Program contains unnecessary steps or is complex	Program does not contain unnecessary steps or complexity	Program incorporates at least one if-then sequence that saves the user steps	
	0 points	1–7 points	8–14 points	15–20 points	
Data storage is appropriate	Where data is stored is unclear	Where data is stored may not be secure	Data storage is clear & storage is secure	Data storage includes dynamic backup feature	
	0 points	1–7 points	8–14 points	15–20 points	
Program use follows a logical sequence	Program sequence is unclear	Program sequence contains one or more errors	Program sequence is logical & error free	Program sequence is logical, error free, & incorporates if-then sequences	
	0 points	1–7 points	8–14 points	15–20 points	
Usability & Results					
Program use & navigation	No help menu or navigation system incorporated	Includes basic help menu & usable navigation	Interface contains no spelling errors, has interactive help menu, & has no navigation errors	Program use also includes an intelligent feature such as an interactive Q&A	
	0 points	1–7 points	8–14 points	15–20 points	
Program results	Program produces inaccurate results	Program results contain logic errors	Program results are error free	Program results update dynamically & are error free	
	0 points	1–14 points	15–21 points	22–30 points	
Output reports	Output reports are not accurate or not available	Output reports are not sufficient to analyze data	Output reports are error free & provide all necessary information to analyze data	Reports allow user to customize & analyze information	
	0 points	1–14 points	15–21 points	22–30 points	
Penalty Points (5 points for each instance of guidelines not being followed)					
Project Total (200 points)					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					



2026–2027 New York State Competitive Events

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Coding & Programming Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Code Quality					
Coding language selection	No language selected or presented	Language presented, without explanation	Language presented, with details missing	Language presented, with detailed explanation of selection process using industry terminology	
	0 points	1-2 points	3-4 points	5 points	
Appropriate use of comments, naming conventions, & proper formatting	No commentary provided	Comments provided but are not logical	Comments provided assists judges throughout the demonstration	Comments provided are logical, useful, & complete	
	0 points	1-2 points	3-4 points	5 points	
The program is modular in a way that makes logical, readable sense	Program does not make logical, readable sense	Program is either logical or readable, but not both	Program is logical & readable	Program exhibits an advanced knowledge of programming	
	0 points	1-6 points	7-8 points	9-10 points	
User Experience					
UX Design: User Journey, Design Rationale, Accessibility Features	No UX design presented	Some elements of UX design are presented	UX design presented, with details missing	UX design presented, with details about the design rationale, user journey, & accessibility features highlighted	
	0 points	1-6 points	7-8 points	9-10 points	
User interface is intuitive or clear instructions are provided	No instructions provided & is not intuitive	Instructions provided are not intuitive	Appropriate & clear instructions are provided	Program is intuitive & clear instructions are provided	
	0 points	1-2 points	3-4 points	5 points	
Users can easily navigate between pages	No help menu or navigation system incorporated	Includes basic help menu & usable navigation	Interface contains no spelling errors, has interactive help menu, & has no navigation errors	Program use also includes an intelligent feature such as an interactive Q&A	
	0 points	1-2 points	3-4 points	5 points	
User input is validated	User input isn't validated	User input validation attempted, but does not catch important edge cases or is not done correctly	User input is validated	Input validation applied on both syntactical & semantic levels	
	0 points	1-2 points	3-4 points	5 points	
Functionality					
Program addresses all parts of the prompt	Program does not address the topic/problem	Program addresses the topic/problem at a minimal level	Program fully addresses the topic/problem	Program fully addresses the topic/problem, & the correlation is explained in the instructions	
	0 points	1-6 points	7-8 points	9-10 points	
Program generates a presentable report	Output reports are not accurate or not available	Output reports are not sufficient to analyze data	Output reports are error free & provide all necessary information to analyze data	Output reports allow user to customize & analyze information	
	0 points	1-6 points	7-8 points	9-10 points	
Data storage	There is no storage of data	Variables are used inconsistently, or in a way that is unclear	Variable name & usage is clear. Variables store data that updates when necessary. Each variable performs only one job, & the correct data type is used	More complex data storage such as arrays & lists are used where appropriate & variable scope makes sense	
	0 points	1-2 points	3-4 points	5 points	



2026–2027 New York State Competitive Events

High School



Coding & Programming Presentation Rating Sheet (page 2)

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 three) ✓ 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		
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (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

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Community Service Project

Community Service Project gives chapter members the opportunity to showcase a service initiative that addresses a need within their school or local community. The project must involve active chapter participation & demonstrate meaningful impact. This event includes a prejudged asset & a live presentation. Consider submitting your Community Service Project as an activity within the Champion Chapter CTE Celebration.

Event Overview

Event Type: Team of 1, 2 or 3 members present the chapter project

Event Category: Chapter Event

Event Elements: Prejudged Asset & Presentation

Prejudged Asset: 17-page report must be uploaded by January 15, 2026

Presentation Time: 3-minute set-up, 7-minute presentation (warning with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judges' Table

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 has two phases: prejudged asset & presentation.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- The prejudged asset is judged before the SLC. Based on the highest scores on the prejudged asset, a maximum number of 5 will advance to the SLC presentation round.
- Prejudged Asset Details: Report
 - Asset Requirements:
 - All content must be original & created specifically for this competition.
 - QR codes & links are not allowed in the asset.
 - Advisers or others may not assist in preparing the project. It must be created entirely by the competitor(s).
 - Assets must be new, original work & may not have been submitted at any previous State Leadership Conference.
 - Judging & Ownership
 - Assets will be judged prior to the State Leadership Conference (SLC).
 - Prejudged assets will not be returned.
 - 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
 - **Number of Pages:** The report will be no more than seventeen (17) pages.
 - Reports should follow the rating sheet sequence & be formatted to fit on 8 ½" x 11" paper.
 - The first page (front cover) should include the name of school, state, name of the project, & school year (2026–2027) on the cover.
 - The second page must include a table of contents & each page must be numbered.
 - Divider pages & appendices are optional & must be included in the page count.



2026–2027 New York State Competitive Events

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- Reports must describe chapter activities conducted from the end of the 2025 State Leadership Conference to the end of the 2026 State Leadership Conference.
- Reports must describe one chapter project that serves the community. The project must be in the interest of the community & designed for chapter participation. Include: Description of the project, Chapter member involvement, Degree of impact on the community, Evidence of publicity received, Project evaluation
- **Note:** The report does not need to follow the FBLA Production Test Reference Guide, formerly known as the FBLA Format Guide.
- Presentation Details
 - Venue & Format
 - Presentations are not open to conference attendees.
 - 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/power will not be available.
 - Non-Technology Items:
 - Prejudged asset, visual aids, samples, notes, & other physical materials related to the project may be used.
 - Items may be placed on the judges table.
 - 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.
 - In team presentations, all members must actively participate in the delivery of the presentation
 - Event Specific Information: Competitors should incorporate the following aspects in the presentation
 - **Explain Project Development:** Clearly outline the planning process, using a chronological structure & clearly explained strategies.
 - **Conduct & Evaluate Research:** Show how research was intentionally planned, carried out, & assessed to guide the project's development.
 - **Demonstrate Chapter Involvement:** Show what percentage of chapter members participated & provide clear, measurable evidence of member engagement & contribution.
 - **Show Meaningful Impact:** Demonstrate that the project created a lasting & dynamic change within the school or community, with strong potential to continue or grow.
 - **Highlight Promotion & Recognition:** Share how the project was promoted or recognized through multiple channels by the school and/or community.
 - **Reflect & Recommend:** Provide an evaluation of the project's outcomes along with thoughtful recommendations for future improvement if the project were to be repeated.

Scoring

- Based on the highest scores on the prejudged asset, a maximum number of 5 will advance to the SLC final round.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Community Service Project Prejudged Asset (Report) Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Project has specific goals & provides service to the community & its citizens	Project is not a Community Service Project 0 points	Project has specific goals OR provides service to the community & its citizens but not both 1-6 points	Project has specific goals & provides service to the community & its citizens 7-8 points	Project has quantitatively defined goals & indicates future activities or steps that could be taken to further the work started 9-10 points				
Describe research into school and/or community needs	No evidence of school and/or community research 0 points	Research was completed but not clearly outlined 1-8 points	Research clearly completed & clearly outlined 9-12 points	Research was planned, executed, & evaluated 13-15 points				
Describe planning, development, & implementation of project	No evidence of planning, development, or implementation of project 0 points	Planning, development, OR implementation explanation is missing 1-9 points	Planning, development, & implementation activities/steps are clearly described 10-16 points	Planning, development, & implementation activities/steps are described & rationale for types of activities is given 17-20 points				
Show evidence of publicity received	No evidence of publicity received 0 points	Information about publicity was written in the report but no evidence of publicity is available 1-6 points	Project was recognized within the school and/or community 7-8 points	Project was recognized in more than one way by the school and/or community 9-10 points				
Report benefits to & degree of impact on the school and/or community	School and/or community impact is not addressed 0 points	Project was completed & served a purpose 1-6 points	Project created tangible results that benefited the school and/or community 7-8 points	Project impacted the school and/or community to a level that something has dynamically changed, & the project should continue 9-10 points				
Evaluate the project	No evidence of project evaluation is provided 0 points	Project was evaluated 1-6 points	Project was evaluated & the evaluation was assessed 7-8 points	Project was evaluated & recommendations for change were given 9-10 points				
Report Format								
Format & design a business report (Note: does not need to follow Production Test Reference Guide)	Does not format document 0 points	Inconsistent formatting, excessive white space, and/or unrelated graphics and/or photos 1-6 points	Consistent formatting throughout the report 7-8 points	Utilizes full bleed, effective use of space, related defined graphics, & consistent formatting 9-10 points				
Include correct grammar, punctuation, & spelling	5 or more grammar, punctuation, or spelling errors 0 points	3-4 grammar, punctuation, or spelling errors 1-2 points	No more than 2 grammar, punctuation, or spelling errors 3-4 points	No more than 1 grammar, punctuation, or spelling error 5 points				
Guideline Protocols								
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines 0 points	Execution Aligned with Guidelines: ✓ Report was submitted as PDF ✓ Links or QR codes were not used (unless in citations) ✓ Report was 17 pages or under ✓ Report followed the sequence of the rating sheet & formatted for 8 ½" x 11" paper ✓ Cover Page with all criteria listed, table of contents included, all pages are numbered ✓ One community service project highlighted 1-10 points						
Prejudged Asset (Report) Total (100 points)								
Name(s):								
School:								
Judge Signature:					Date:			
Comments:								



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High School



Community Service Project Presentation Rating Sheet

Community Service Project Presentation Rating Sheet					
Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
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	1-9 points	10-16 points	17-20 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	
Delivery Skills					
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	1-2 points	3-4 points	5 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	
Delivery Skills					
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 speaker ✓ Avoided use of food or live animals			
	0 points	1-10 points			
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)					
Presentation Total (110 points)					

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



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High School



Computer Applications

Computer Applications challenges members to demonstrate their proficiency in using a variety of software applications to manage & communicate business information. Through a production test, members apply skills in word processing, spreadsheets, & presentation tools to complete real-world business tasks efficiently & accurately.

Event Overview

Event Type: Individual

Event Category: Production

Event Elements: Production Test

Production Test Time: 2 hours

Items Competitor Must Provide

- Fully powered device for production test including all needed programs installed for the production test
- The Production Test Reference Guide (<http://www.fbla.org/>) may be used during the test
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- Spreadsheet Functions & Formulas
- Creating & Formatting with Word Processing
- Developing Slides & Presentations
- Integrating Spreadsheets & Word Processing
- Integrating Presentations & Spreadsheets

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 and completed onsite at the SLC.
- Competitors will complete a set of tasks aligned to the event knowledge areas and competencies.
- Production tests may be completed using no more than two personal devices, including one primary device and one external screen (laptop, tablet, or monitor).
- The Production Test Reference Guide, available on the Competitive Events section of the FBLA website (www.fbla.org) or the NYS FBLA website (<https://www.nysfbla.org/conferences/slc/>), may be used during the test.

Scoring

- If there is a tie, the rating sheet will be used to break the 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Computer Game & Simulation Programming

Computer Game & Simulation Programming gives members the opportunity to design & develop an interactive game or simulation based on a specific topic. This event highlights the growing role of game-based solutions in business, education, & training, encouraging creativity, technical skill, & problem-solving in a real-world context.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Presentation

Event Elements: Prejudged Asset & Presentation with a Topic

Prejudged Component: A URL of the game is due January 15, 2027

Presentation Time: 3-minute set-up, 7-minute presentation (warning with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judges' Table

2026–2027 Topic: Road to the Championship

Players take control of a high school athletic team with one goal: win the state championship. Throughout the season, they must recruit and develop athletes, manage practices and resources, maintain team morale, respond to unexpected challenges, and make strategic decisions that influence performance on and off the field. Create a game or simulation that challenges players to build a successful program while balancing competition, leadership, planning, and long-term team development. How will strategic decision-making help your team overcome obstacles and achieve championship success?

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 has two phases: prejudged asset & presentation.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- The prejudged asset is judged before the SLC. Based on the highest scores on the prejudged asset, a maximum number of 5 will advance to the SLC presentation round.
- Venue & Format
 - Presentations are not open to conference attendees.
 - 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).
 - Projectors & projector screens are not permitted, & competitors may not bring their own.
 - Wireless slide advancers (e.g., presentation clickers or mice) are allowed.



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- 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 judges table.
 - 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.
- In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information: Competitors should incorporate the following aspects in response to the topic
 - **Concept & Game Design**
 - Clear, engaging concept identifiable by all users
 - Game includes multiple outcomes
 - Rules are well-defined
 - **Innovation & Technical Implementation**
 - Game shows creativity & originality
 - Tools, languages, & engines are clearly explained & used effectively
 - Implementation reflects advanced programming & thoughtful complexity
 - **Visual & Audio Design**
 - Graphics & assets are consistent, purposeful, & enhance gameplay
 - Design elements support a polished user experience
 - Development tools are identified & appropriate for the style
 - **User Experience & Functionality**
 - Game is intuitive & easy to navigate
 - Includes title screen & accessible UX features
 - Controls & mechanics are smooth, responsive, & player-friendly

Scoring

- Based on the highest scores on the prejudged component, a maximum number of 5 will advance to the SLC final round.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



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Computer Game & Simulation Programming Prejudged Asset (Game) Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Program Usability					
Storage media, uploaded folder, & shortcuts formatted properly	Media not usable	Media usable but not submitted according to event guidelines	Media usable with all necessary files needed to execute the program	Media usable with Read Me & Executable file in _root structure	
	0 points	1-7 points	8-14 points	15-20 points	
Instructions clear & executable launches from shortcuts without modifications	No instructions provided	Instructions provided but incomplete or incorrect	Complete & accurate instructions given	Instructions provided, but programming allows user to execute without	
	0 points	1-7 points	8-14 points	15-20 points	
User Interface & navigation	User interface and/or instructions not obvious	Instructions are not clear OR user interface is not defined	User interface & instructions clearly identified on title slide & are fully functional	More than one fully functional user interface is available & instructions are clear	
	0 points	1-7 points	8-14 points	15-20 points	
Errors did not crash the project or prevent use	Errors prevented use of program	Contains errors, but did not prevent execution of program		No errors existed	
	0 points	1-10 points		11-20 points	
Project Concept & Design					
Fully address the concept and/or topic	Concept and/or topic is not followed	Concepts and/or topic not fully developed	Fully addresses the concept and/or topic	User with no knowledge of the concept and/or topic can identify based on use of project	
	0 points	1-3 points	4-7 points	8-10 points	
Color, backgrounds, font, & sounds are appropriate for the concept/topic	No graphic design principles applies	Contrast, font, sound, or design choice is distracting	Contrast, font, sound, & design choice are appropriate for the concept/topic	Contrast, font, sound, & design choice enhance the experience for the user	
	0 points	1-3 points	4-7 points	8-10 points	
Graphics appropriate for concept and/or topic	No graphic design principles applies	Graphics are distracting	Graphics are appropriate for the concept/topic	Graphics enhance the experience for the user	
	0 points	1-3 points	4-7 points	8-10 points	
Title slide functions & provides working instructions	No title slide provided	Title slide has limited instructions and/or functionality	Title slide functions & provides clear instructions	Title slide provided, but allows user to execute without instructions	
	0 points	1-3 points	4-7 points	8-10 points	
Code is written correctly	Code contains errors that prevent the execution	Code contains errors that did not prevent execution	Code is error free	Code is well-commented to explain logic used & reason for block of code	
	0 points	1-7 points	8-14 points	15-20 points	
Project Evaluation					
Quality of rules & accuracy of code identifying rules	Rules contain substantial errors affecting game play	Rules contain errors that have minimal impact on game play	Rules are error free as discovered through basic game play	At least one advanced rule feature available	
	0 points	1-7 points	8-14 points	15-20 points	
The game is challenging but can be completed	Game is overly simplistic and/or cannot be completed	Game can be completed but is simplistic	Game is challenging & can be completed	User can navigate the game with rules as defined & several outcomes are available for completion	
	0 points	1-7 points	8-14 points	15-20 points	
Player immersion & experience	Experience intended for the game is not defined	User can navigate the game but experience & purpose is defined	User can navigate & complete the game following the rules	Game includes an operating multi- player function	
	0 points	1-7 points	8-14 points	15-20 points	
Penalty Points (5 points for each instance of guidelines not being followed)					
Project Total (200 points)					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					



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Computer Game & Simulation Programming Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Concept & Design					
Game/simulation addresses all parts of the concept/topic & guidelines	Concept/topic are not addressed, & 3 or more guidelines not followed	Concept/topic not fully developed, & one or two guidelines not followed	Fully addresses the concept/topic & followed all guidelines	User with no knowledge of the concept/topic can identify it based on use of project & followed all guidelines	
	0 points	1-8 points	9-12 points	13-15 points	
Game/simulation rules are well-defined & clearly explained	Rules contain substantial errors affecting game play	Rules contain errors that have minimal impact on game play	Rules are error free as discovered through basic game play	Rules are well explained to the judges & exist within the game	
	0 points	1-2 points	3-4 points	5 points	
Game/simulation is challenging, but can be completed	Game is overly simplistic and/or cannot be completed	Game can be completed but is simplistic	Game is challenging & can be completed	User can navigate the game with rules as defined & several outcomes are available for completion	
	0 points	1-2 points	3-4 points	5 points	
Innovation & creativity of the game/simulation	No innovation or creativity is demonstrated	Very little innovation or creativity is demonstrated	Game is innovative or creative	Game is innovative & creative	
	0 points	1-2 points	3-4 points	5 points	
Implementation					
Describes programming language selection, graphic design tools, game engines or other software used & evaluates the technical complexity & sophistication of the implementation	Tools, languages, or software used are not identified or described. No explanation of implementation.	Technologies are mentioned (e.g., programming language or game engine), but explanation is vague or lacks clarity. Little to no discussion of complexity or implementation.	Tools & technologies are appropriate & clearly described. Some discussion of the implementation process & technical complexity is provided.	Tools & technologies (e.g., language, design tools, game engines) are thoroughly explained with clear rationale. The implementation demonstrates sophistication & complexity, with evaluation of effectiveness & possible improvements.	
	0 points	1-2 points	3-4 points	5 points	
Graphics & game assets are appropriate for concept and/or topic	No graphics used, text-based game play	Graphics are included but distracting & take away from game play, graphic tools are mentioned but not explained	Graphics are appropriate for the concept/topic & development tool is explained	Graphics are appropriate for the concept/topic & tools for development are explained	
	0 points	1-2 points	3-4 points	5 points	
Graphics & game assets are consistently applied	Graphics & assets not available	Graphics & assets not consistent	Graphics & assets consistently applied	Graphics & assets consistently applied & enhance the user experience	
	0 points	1-2 points	3-4 points	5 points	
Graphics & game assets are appropriate for the concept and/or topic, & their quality & consistency enhance the overall user experience	No design principles applied	Color, contrast, background, typography, sound & design are distracting or busy	Color, contrast, background, typography, sound, & design are appropriate for the concept or topic	Color, contrast, background, typography, sound, & design enhance the user experience	
	0 points	1-2 points	3-4 points	5 points	
User Experience					
Title screen functions & provides clear instructions	No title screen provided	Title screen has limited instructions and/or functionality	Title screen functions & provides clear instructions	Title screen provided, but allows user to execute without instructions	
	0 points	1-2 points	3-4 points	5 points	
UX Design: User journey, design rationale, accessibility features	No UX design presented	Some elements of UX design are presented	UX design presented, with details missing	UX design presented, with details about the design rationale, user journey, & accessibility features highlighted	
	0 points	1-2 points	3-4 points	5 points	
Users can easily navigate between pages, & the overall user engagement & enjoyment are considered	Experience intended for the game is not defined	User can navigate the game, but experience & purpose are not defined	User can navigate & complete the game following the rules	Game is enjoyable & takes user experience into account	
	0 points	1-2 points	3-4 points	5 points	
Game/simulation controls & mechanics are intuitive	Controls & mechanics aren't present	Controls & mechanics not fully present	Controls & mechanics are intuitive	Controls & mechanics are intuitive & enhance the user experience	
	0 points	1-2 points	3-4 points	5 points	



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Computer Game & Simulation Programming Presentation Rating Sheet (page 2)

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)	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 three) ✓ 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		
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (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

High School



Computer Problem Solving

Computer Problem Solving challenges members to demonstrate their understanding of computer systems, including operating systems, networking, & hardware, through an objective test. This event encourages members to apply troubleshooting & analytical skills to solve technical problems commonly encountered in the IT field.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- | | | |
|---------------------|------------------------------------|--------------------------------------|
| • Operating Systems | • Computer Hardware & Connectivity | • Laptops, Tablets, & Mobile Devices |
| • Networks | • Security | • Printers & Peripherals |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Customer Service

Customer Service allows members to demonstrate their ability to deliver exceptional service in a professional setting. Competitors engage with internal & external customers by answering inquiries, resolving issues, & promoting positive customer experiences. This event includes an objective test & a role play to assess both knowledge & real-time interaction skills.

Event Overview

Event Type: Individual

Event Category: Role Play

Event Elements: 50-minute objective test; 100-multiple choice questions & Interactive Role Play

Role Play Time: 20-minute preparation, 7-minute presentation (warning with one minute left).

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Objective Test
 - Internet access
 - Test login information provided at test site
- Role Play
 - Two notecards per competitor & pencils
 - Role play scenario

Knowledge Areas

- | | | |
|------------------------------------|---------------------------------|------------------------------------|
| • Fostering Positive Relationships | • Conflict Resolution | • Customer Relationship Management |
| • Emotional Intelligence | • Delivering on a Brand Promise | • Sales Processes & Techniques |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure. **Competitors who placed in the top ten in Client Service at a previous National Leadership Conference are not eligible to compete in this event.**
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 two phases: objective test & interactive role play.
- Objective Test
 - This event consists of an online objective test that is proctored and completed onsite at the SLC.
 - No reference or study materials may be brought to the testing site.
 - Competitors on a team must test individually, starting within minutes of each other. Individual test scores will be averaged for a team score.
 - Personal calculators are not allowed; online calculators will be available within the testing platform.
 - All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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.
- Interactive Role Play Presentation
 - Presentations are not open to conference attendees
 - 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.



2026–2027 New York State Competitive Events

High School



- 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
- Competition ethics demand that competitors do not discuss or reveal the role play until the event has ended.

Scoring

- 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.
- The objective test score determines the top 5 individuals advancing to role play round.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Customer Service Role Play Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Demonstrates understanding of the role play & defines problem(s) to be solved	No description or role play synopsis provided; no problems defined 0 points	Describes & provides role play synopsis OR defines the problem(s) 1–6 points	Describes & provides role play synopsis & defines the problem(s) 7–8 points	Demonstrates expertise of role play synopsis & definition of the problem(s) 9–10 points	
Communicates position on role play scenario	No position communicated 0 points	Communicates position not related to problem 1–6 points	Communicates position on problem 7–8 points	Communicates in a professional manner position on problem in scenario 9–10 points	
Identifies logical solution & aspects of implementation	No solution identified 0 points	Solution provided, but implementation plan not developed 1–6 points	Logical solution & implementation plan provided & developed 7–8 points	Feasible solution & implementation plan developed, & necessary resources identified 9–10 points	
Displays empathy/diplomacy when responding to role play scenario	No empathy or diplomacy displayed 0 points	Empathy or diplomacy displayed in response to role play scenario 1–9 points	Empathy & diplomacy displayed in response to role play scenario 10–16 points	Display of empathy & diplomacy skills add to resolution of role play scenario 17–20 points	
Demonstrates conflict resolution & closure to the role play	No closure was provided 0 points	Situation was closed OR conflict was resolved 1–9 points	Conflict was resolved, the situation has closure 10–16 points	Conflict was resolved, the situation has closure, & client (judge) is satisfied 17–20 points	
Role Play Delivery					
Statements are well-organized & clearly stated	Competitor did not appear prepared 0 points	Competitor was prepared, but flow was not logical 1–6 points	Presentation flowed in logical sequence 7–8 points	Presentation flowed in a logical sequence; statements were well organized 9–10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills 0 points	Demonstrated 1–2 of the listed skills (confidence, body language, eye contact, or voice projection) 1–6 points	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection) 7–8 points	Demonstrated all skills, enhancing the overall presentation 9–10 points	
Demonstrates the ability to effectively answer questions	Unable to answer questions 0 points	Does not completely answer questions 1–6 points	Completely answers questions 7–8 points	Interacted with the judges in the process of completely answering questions 9–10 points	
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (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

High School



Cyber Security

Cybersecurity challenges members to demonstrate their knowledge of protecting systems & data from digital threats such as viruses, malware, phishing, & spyware. Through an objective test, members explore foundational cybersecurity principles, tools, & best practices used to defend against cyberattacks.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- | | | |
|-----------------------------------|------------------------------------|--|
| • Security Fundamentals | • Network & Data Security | • Security Protocols & Threat Mitigation |
| • Cyber Threats & Vulnerabilities | • Security Operations & Management | |
| • Security & Design | | |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Data Analysis

Data Analysis challenges members to examine & interpret a data set to uncover insights & inform decision-making. Members present their findings to a panel of judges, demonstrating analytical thinking, data visualization, & the ability to draw meaningful conclusions.

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 with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judges' table

2026–2027 Topic

From donating food to giving blood, there have never been more ways to support our communities. Flinders Street Technology is a fictional technology services provider organized as a Public Benefit Corporation, operating in the United States and 31 other countries. Flinders Street Tech is developing a Social Impact Plan for the communities it serves in the US. It wants to understand how formal and informal volunteering, charitable giving, and other measures of social engagement have changed over time across the US. Using the data provided and your own research, identify relevant trends and recommend priorities for the plan.

- [2023 CEV](#)
- [2021 CEV](#)
- [2019 CEV](#)
- [2017 CEV](#)
- [Previous CEV data is available from the US Census Bureau](#)

Note: Some information provided may not necessarily be useful in your analysis; you do not need to use all the information provided.

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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

- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- All members of a team must consist of individuals from the same chapter.
- Venue & Format
 - Presentations occur in-person at the SLC.
 - 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

High 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 judges table.
 - 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.
- In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information: Competitors should incorporate the following aspects in response to the topic
 - **Use of Industry Terminology:** Apply accurate, field-specific terminology to explain concepts, methods, & findings.
 - **Depth of Analysis & Global Context:** Provide a thorough, industry-standard analysis of the data & connect findings to broader implications, including global, societal, or economic impact.
 - **Visualizations & Interpretation:** Include at least three competitor-created visuals to clearly illustrate trends.
 - **Recommendations & Feasibility:** Present a realistic & well-supported recommendation, identify necessary resources & justify the plan with data & credible sources.

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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Data Analysis Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Demonstrates understanding of the event topic during presentation	No understanding of event topic OR incorrect topic used 0 points	Understanding of topic inconsistent with event guidelines 1-6 points	Demonstrates understanding of the topic during the presentation 7-8 points	Demonstrates use of industry terminology of the topic during the presentation 9-10 points				
Provides analysis of data	No attempt made to analyze the data 0 points	Limited, surface-level analysis provided 1-8 points	Provides analysis of the data 9-12 points	Provides deep, industry-standard analysis of data & addresses broader global impact 13-15 points				
Provides visualizations of data	No visualizations provided 0 points	One visualization provided that provides a superficial overview of data 1-8 points	Two visualizations provided that try to explain the trends found in the data 9-12 points	At least three competitor-created visualizations provided that explain the overall trends found in the data in the context of the topic 13-15 points				
Identifies recommendation to accomplish the purpose	No recommendation identified 0 points	Recommendation provided, but plan not developed 1-6 points	Logical recommendation & plan developed 7-8 points	Feasible recommendation & plan developed, & necessary resources identified with supporting evidence 9-10 points				
Uses suitable & accurate statements related to topic's information in presentation	More than three statements are inaccurate 0 points	One or two statements are inaccurate 1-9 points	All statements are accurate 10-16 points	All statements are accurate with supporting evidence 17-20 points				
Substantiates & cites sources used while conducting research	Sources are not cited 0 points	Sources/References are seldom cited to support statements 1-6 points	Professionally legitimate sources & resources that support statements are generally present 7-8 points	Compelling evidence from professionally legitimate sources & resources is given to support statements 9-10 points				
Presentation Delivery								
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared 0 points	Competitor(s) were prepared, but flow was not logical 1-2 points	Presentation flowed in logical sequence 3-4 points	Presentation flowed in a logical sequence; statements were well organized 5 points				
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills 0 points	Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection) 1-2 points	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection) 3-4 points	Demonstrated all skills, enhancing the overall presentation 5 points				
Demonstrates the ability to effectively answer questions	Does not respond to questions or responses are completely off-topic. 0 points	Provides incomplete or unclear answers that show limited understanding. 1-6 points	Responds accurately & clearly to most questions, showing adequate understanding. 7-8 points	Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation. 9-10 points				
Presentation Delivery								
Statements are well-organized & clearly stated	Competitor(s) did not follow guidelines 0 points	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 1-10 points						
Time Penalty (5 points over allowed time)								
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty (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

High School



Data Science & AI

Data Science & AI challenges members to demonstrate their understanding of data analysis, machine learning, & the principles of artificial intelligence through an objective test. This event introduces members to the role of data & AI in solving real-world problems & driving innovation across industries.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- | | | |
|--|---|-------------------------------|
| • Probability & Statistics Foundations | • AI Basics | • Privacy & Ethics |
| • Data Analysis & Statistics for AI | • Machine Learning | • Data Literacy & Foundations |
| • Tools for Data & AI | • Perception, Representation, & Reasoning | |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Digital Animation

Digital Animation allows members to design & present an original animated video that demonstrates creativity, storytelling, & technical skill. This event assesses members' understanding & application of fundamental animation principles through a prejudged asset & a live presentation.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Presentation

Event Elements: Prejudged Asset & Presentation with a Topic

Prejudged Asset: URL of the video must be uploaded by January 15, 2026

Presentation Time: 3-minute set-up, 7-minute presentation (warning with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Judges' table

2026–2027 Topic: From Start to Finish: The Journey of a Product

Create an animated video that tells the story of how a product travels from raw materials to the hands of a customer. Your animation should illustrate the key stages of the product's journey, including sourcing materials, manufacturing, transportation, distribution, retail, and the final customer experience. How do people, technology, and transportation work together to bring everyday products to consumers?

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA events).
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- 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

- This event has two phases: prejudged asset & presentation.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- Prejudged Asset Details: Animated Video
 - Asset Requirements:
 - The animated video must not exceed 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 URL is accessible to judges. If the URL cannot be viewed, a score of zero will be given for the prejudged portion. 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
 - The prejudged asset is judged before the 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.
 - Research
 - Information must be supported by credible, well-documented sources.
 - Any use of copyrighted material, images, logos, or trademarks must be properly documented.



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- 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
 - Venue & Format
 - Presentations are not open to conference attendees.
 - 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 judges table.
 - 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.
 - In team presentations, all members must actively participate in the delivery of the presentation.
 - Event Specific Information: Competitors should incorporate the following aspects in response to the topic
 - Video Showcase
 - The prejudged asset (video) must be played as part of your presentation.
 - Presentation
 - **Development Process:** Explain how the animation was planned & developed. Use industry terms & include tangible planning materials.
 - **Production Process:** Describe how the animation was created from concept to final edit. Use correct animation terminology & include examples of drafts, revisions, or timelines.
 - **Tools & Decision-Making:** Explain what software & hardware were used & why. Compare alternatives & justify the final choices based on project goals.
 - **Animation Techniques:** Identify & explain the animation techniques used with accurate industry terminology.

Scoring

- Based on the highest scores on the prejudged component, a maximum number of 5 will advance to the SLC final round.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



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Digital Animation Prejudged Asset (Project) Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
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		
Project Total (100 points)					

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



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Digital Animation Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Demonstrates understanding of the event topic	No understanding of event topic OR incorrect topic used 0 points	Understanding of topic inconsistent from video to presentation 1–6 points	Demonstrates the topic through presentation 7–8 points	Demonstrates expertise of the topic through presentation 9–10 points				
Describes the development process	No explanation of the development process 0 points	Explains the development process but does not share tangible planning documents 1–8 points	Explains the development process & shares tangible planning documents 9–12 points	Explains development process using industry terminology & displays tangible planning documents 13–15 points				
Describes the production process	No explanation of the production process 0 points	Explains the production process but does not share tangible planning documents 1–8 points	Explains the production process & shares tangible planning documents 9–12 points	Explains the production process using industry terminology & displays tangible planning documents 13–15 points				
Describes software & hardware used	No explanation of software & hardware used 0 points	Explains software OR hardware used 1–9 points	Explains software & hardware used 10–16 points	Explains software & hardware used as well as alternative options & reasoning for final choice 17–20 points				
Describes animation techniques used	No explanation of animation techniques used 0 points	Identifies animation techniques used 1–9 points	Identifies animation techniques used with industry terminology 10–16 points	Identifies & explains animation techniques used with industry terminology 17–20 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 0 points	Material violates copyright & source guidelines OR video content is not original 1–6 points	Copyright information & sources documented, & video content is original 7–8 points	Copyright compliance is documented, sources cited using visual representation & video content is original 9–10 points				
Presentation Delivery								
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared 0 points	Competitor(s) were prepared, but flow was not logical 1–6 points	Presentation flowed in logical sequence 7–8 points	Presentation flowed in a logical sequence; statements were well organized 9–10 points				
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills 0 points	Demonstrated 1–2 of the listed skills (confidence, body language, eye contact, or voice projection) 1–2 points	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection) 3–4 points	Demonstrated all skills, enhancing the overall presentation 5 points				
Demonstrates the ability to effectively answer questions	Does not respond to questions or responses are completely off-topic. 0 points	Provides incomplete or unclear answers that show limited understanding. 1–6 points	Responds accurately & clearly to most questions, showing adequate understanding. 7–8 points	Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation. 9–10 points				
Presentation Protocols								
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines 0 points	Execution Aligned with Guidelines: ✓ Prerecorded 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 1–10 points						
Time Penalty (5 points over allowed time)								
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)								
Presentation Total (130 points)								
Name(s):								
School:								
Judge Signature:					Date:			
Comments:								



2026–2027 New York State Competitive Events

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Digital Video Production

Digital Video Production recognizes members who demonstrate the ability to plan, produce, & present a compelling video tailored to a specific audience. This event highlights video as a powerful tool for communication & promotion & includes a prejudged asset & a live presentation.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Presentation

Event Elements: Prejudged Asset & Presentation with a Topic

Prejudged Asset: URL of the video must be uploaded by January 15, 2026

Presentation Time: 3-minute set-up, 7-minute presentation (warning with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Judges' table

2026–2027 Topic: The Power of Community: Stories That Inspire

Produce a documentary-style video that tells the story of a person, organization, business, or community initiative making a meaningful difference in your local community. Through interviews, video footage, and thoughtful storytelling, showcase the challenges they face, the work they do, and the positive impact they have on the people they serve. How can one story inspire others to become involved and make a difference?

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA events).
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- 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

- This event has two phases: prejudged asset & presentation.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- Prejudged Asset Details: Animated Video
 - Asset Requirements:
 - The animated video must not exceed 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 URL is accessible to judges. If the URL cannot be viewed, a score of zero will be given for the prejudged portion. 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.



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High School



- Judging & Ownership
 - The prejudged asset is judged before the 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.
- 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
 - **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
 - Venue & Format
 - Presentations are not open to conference attendees.
 - 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 judges table.
 - 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.
- In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information: Competitors should incorporate the following aspects in response to the topic
 - Video Showcase
 - The prejudged asset (video) must be played as part of your presentation.
 - Presentation
 - **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

- Based on the highest scores on the prejudged component, a maximum number of 5 will advance to the SLC final round.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



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Digital Video Production Prejudged Asset (Project) Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Video Content: Fully address the concept and/or topic	Concept and/or topic is not followed	Concept and/or topic not fully developed	Fully addresses the concept and/or topic	A user with no knowledge of the concept and/or 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 error	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	1-9 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: 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		
Project Total (100 points)					

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



2026–2027 New York State Competitive Events

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Digital Video Production Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Demonstrates understanding of the event topic	No understanding of event topic 0 points	Understanding of topic inconsistent from video to presentation 1-6 points	Demonstrates the topic through presentation 7-8 points	Demonstrates expertise of the topic through presentation 9-10 points				
Describes the use & implementation of innovative technology	No explanation of use or implementation of technology 0 points	Identification OR implementation of innovation technology 1-9 points	Implementation & demonstration of video techniques, equipment, & software 10-16 points	Expert description & demonstration of video techniques, equipment, & software 17-20 points				
Explains the design & development process	No explanation or description of the design & development process 0 points	Competitor(s) explains the design OR development process 1-9 points	Competitor(s) explain both the design & the development process 10-16 points	Expert industry explanation of both design & development process 17-20 points				
Incorporates video into presentation	Does not present video 0 points	Video of any length presented 1-6 points	Video is presented, but inadequate introduction & transition back into presentation 7-8 points	Video is presented, with adequate introduction & transition back into presentation 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 0 points	Material violates copyright & source guidelines OR video content is not original 1-9 points	Copyright information & sources documented, & video content is original 10-16 points	Copyright compliance is documented, sources cited using visual representation & video content is original 17-20 points				
Presentation Delivery								
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared 0 points	Competitor(s) were prepared, but flow was not logical 1-6 points	Presentation flowed in logical sequence 7-8 points	Presentation flowed in a logical sequence; statements were well organized 9-10 points				
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills 0 points	Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection) 1-6 points	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection) 7-8 points	Demonstrated all skills, enhancing the overall presentation 9-10 points				
Demonstrates the ability to effectively answer questions	Does not respond to questions or responses are completely off-topic. 0 points	Provides incomplete or unclear answers that show limited understanding. 1-6 points	Responds accurately & clearly to most questions, showing adequate understanding. 7-8 points	Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation. 9-10 points				
Presentation Protocols								
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines 0 points	Execution Aligned with Guidelines: ✓ Prerecorded 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 1-10 points						
Time Penalty (5 points over allowed time)								
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)								
Presentation Total (120 points)								
Name(s):								
School:								
Judge Signature:								
Comments:								
	Date:							



2026–2027 New York State Competitive Events

High School



Economics

Economics challenges members to demonstrate their understanding of key economic concepts & principles through an objective test. This event covers topics such as supply & demand, market structures, fiscal & monetary policy, & the global economy, encouraging members to explore how economic forces shape the world.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- | | | |
|---------------------------------|-----------------------------------|-----------------------------|
| • Fundamental Economic Concepts | • Economic Systems | • Cost/Profit Relationships |
| • Nature of Business | • Government's Impact on Business | • Economic Indicators |
| | | • Global Trade |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Entrepreneurship

Entrepreneurship challenges members to demonstrate their knowledge of what it takes to start & manage a successful business. Through an objective test & a role play scenario, members apply entrepreneurial concepts such as business planning, innovation, risk management, & strategic decision-making.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Role Play Event

Event Elements: Objective Test & Interactive Role Play

Objective Test: 50 minute, 100-multiple choice questions

Role Play Time: 20-minute preparation (warning with one minute left), 7-minute presentation (warning with one minute left)

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Objective Test
 - Internet access
 - Test login information provided at test site
- Role Play
 - Two notecards per competitor & pencils
 - Role play scenario

Knowledge Areas

- | | | |
|--|---|---|
| <ul style="list-style-type: none"> Fundamentals of Entrepreneurship Discovery Strategies | <ul style="list-style-type: none"> Business Venture Concepts Business Venture Resources | <ul style="list-style-type: none"> New Business Venture Activities Business Law & Regulations |
|--|---|---|

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- Competitors may only compete in one of the following events:

- Banking & Financial Systems - Business Ethics - Business Management - Entrepreneurship	- Hospitality & Event Management - International Business - Marketing - Network Design	- Sports & Entertainment Management - Technology & support services
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- All members of a team must consist of individuals from the same chapter.
- Competitors cannot be replaced or substituted between the objective test & role play time.

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 two phases: objective test & interactive role play.
- Objective Test
 - This event consists of an online objective test that is proctored and completed onsite at the SLC.
 - No reference or study materials may be brought to the testing site.
 - Competitors on a team must test individually, starting within minutes of each other. Individual test scores will be averaged for a team score.
 - Personal calculators are not allowed; online calculators will be available within the testing platform.
 - All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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.



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- Interactive Role Play Presentation
 - Presentations are not open to conference attendees.
 - Competitors will be provided with a single copy of an entrepreneurship-related scenario or problem at the beginning of their assigned preparation time. This copy must be shared among team members & 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
 - In team presentations, all members must actively participate in the delivery of the presentation
 - Judges may ask questions during the presentation as part of the interactive role play format
 - Competition ethics demand that competitors do not discuss or reveal the role play until the event has ended.

Scoring

- Objective test 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.
- The team-averaged objective test score determines the top 5 teams advancing to role play round.
- Judges must break ties in the role play presentation. 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



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Entrepreneurship Role Play Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Demonstrates understanding of the 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	
Identifies alternatives & the pro(s) & con(s) of each	<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	
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	1-9 points	10-16 points	17-20 points	
Demonstrates knowledge & understanding of the event knowledge areas: Fundamentals of entrepreneurship/ Discovery Strategies/ Business Venture Concepts/ Business Venture Resources/ New Business Venture Activities/ Business Law & Regulations	<i>No knowledge areas demonstrated</i>	<i>One or two knowledge areas are demonstrated</i>	<i>Three knowledge areas are demonstrated</i>	<i>Four or more knowledge areas are demonstrated</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>Unable to answer questions</i>	<i>Does not completely answer questions</i>	<i>Completely answers questions</i>	<i>Interacted with the judges in the process of completely answering questions</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)					
Presentation Total (100 points)					

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



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Event Planning

Event Planning allows members to demonstrate their knowledge of the event planning industry by developing & presenting a plan for a real event. Members showcase their event planning skills in organization, budgeting, promotion, & logistics 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 with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judges' table

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- All members of a team must consist of individuals from the same chapter.

Recognition

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

Event Administration

- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- Venue & Format
 - Presentations are not open to conference attendees.
 - 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 judges table.
 - No items may be left with the judges following the presentation.



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- 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.
- In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information: The presentation should include information & evidence about the actual event
 - **Event Overview:** Purpose, goals, target audience, event type
 - **Planning Process:** Timeline, task assignments, planning meetings
 - **Budget:** Full income/expense breakdown (include donations, in-kind, revenue)
 - **Logistics:** Venue, vendors, staffing, layout diagrams
 - **Marketing & Promotion:** Targeted strategies used to promote the event
 - **Legal & Risk Management:** Contracts, insurance, permits, safety plans
 - **Execution Summary:** Date of event, photos, challenges & how they were handled
 - **Evaluation & Reflection:** Attendance & satisfaction metrics, budget outcome (under/over), lessons learned & improvement recommendations, evidence of attendee feedback

Scoring

- Judges must break ties in the role play presentation. 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



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Event Planning Role Play Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Event Overview: Purpose, goals, target audience, event type	<i>No overview is provided, or the information is irrelevant or missing key components (e.g., no purpose or event type is stated).</i>	<i>Overview is vague, unclear, or missing more than one required element (e.g., lacks specific goals or does not identify a clear target audience).</i>	<i>Overview clearly identifies the event's purpose, goals, target audience, & type. Information is appropriate & aligns with the overall project.</i>	<i>Overview is thorough, well-articulated, & demonstrates strategic alignment between the event's purpose, goals, audience, & type. The rationale is compelling & reflects thoughtful planning.</i>	
	0 points	1-8 points	9-12 points	13-15 points	
Planning Process: Timeline, task assignments, planning meetings	<i>No evidence of a planning process is provided; timeline, task assignments, & planning meetings are absent or not addressed.</i>	<i>Planning process is incomplete or unclear; may be missing one or more elements such as a timeline or task assignments. Limited evidence of organized planning.</i>	<i>A clear planning process is outlined, including a logical timeline, defined task assignments, & documentation of planning meetings. Demonstrates adequate coordination.</i>	<i>Planning process is detailed & well-structured, with a comprehensive timeline, clear delegation of responsibilities, & documented planning meetings. Demonstrates strong organization & proactive project management.</i>	
	0 points	1-9 points	10-16 points	17-20 points	
Budget: Full income/expense breakdown (include donations, in-kind, revenue)	<i>No budget is provided, or budget lacks both income & expense information.</i>	<i>Budget is incomplete, unclear, or missing key elements such as in-kind contributions, donations, or revenue sources. Limited detail or accuracy.</i>	<i>A complete & accurate budget is presented with clear income & expense breakdowns. Includes donations, in-kind contributions, & revenue, with appropriate formatting & organization.</i>	<i>Budget is comprehensive, well-organized, & detailed. Includes thoughtful categorization of all income & expenses, clear documentation of donations & in-kind support, & demonstrates strategic financial planning & responsibility.</i>	
	0 points	1-9 points	10-16 points	17-20 points	
Logistics: Venue, vendors, staffing, layout diagrams	<i>No logistical information is provided, or content is irrelevant or missing all key components (venue, vendors, staffing, & layout).</i>	<i>Logistics are addressed superficially or are missing multiple elements. Limited clarity around venue, vendor coordination, staffing, or event layout.</i>	<i>Logistics are clearly outlined & include relevant details for venue, vendors, staffing, & layout diagrams. Demonstrates adequate preparation & coordination.</i>	<i>Logistics are comprehensive, well-documented, & demonstrate advanced planning. Venue, vendors, & staffing plans are clearly defined & supported with professional-quality layout diagrams & thoughtful coordination of all moving parts.</i>	
	0 points	1-9 points	10-16 points	17-20 points	
Marketing & Promotion: Targeted strategies used to promote the event	<i>No marketing or promotional strategies are provided, or content is irrelevant or unrelated to the event.</i>	<i>Marketing strategies are vague, minimally developed, or not clearly connected to the target audience. Limited use of promotional tools or platforms.</i>	<i>Clear & appropriate marketing strategies are outlined & tailored to the event's target audience. Demonstrates use of relevant promotional methods & materials.</i>	<i>Marketing & promotion plan is strategic, creative, & well-executed. Demonstrates a strong understanding of the target audience through tailored messaging, varied platforms, & measurable outreach methods. Shows innovation & alignment with event goals.</i>	
	0 points	1-8 points	9-12 points	11-15 points	
Legal & Risk Management: Contracts, insurance, permits, safety plans	<i>No legal or risk management information is provided, or none of the required components are addressed.</i>	<i>Limited or unclear attention to legal & safety considerations. One or more key elements (contracts, insurance, permits, or safety plans) are missing or incomplete.</i>	<i>Legal & risk management components are clearly addressed, including relevant contracts, insurance, permits, & safety measures. Demonstrates an understanding of standard compliance.</i>	<i>Legal & risk management plans are thorough, well-documented, & demonstrate a proactive approach to compliance & safety. Includes detailed plans, accurate documentation, & thoughtful preparation for risk scenarios.</i>	
	0 points	1-6 points	7-8 points	9-10 points	



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Event Planning Role Play Presentation Rating Sheet (page 2)

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Execution Summary: Date of event, photos, challenges & how they were handled	No execution summary is provided, or the event did not occur. Key elements (date, photos, or reflection on challenges) are missing entirely.	Execution summary is incomplete or lacks clarity. May be missing one or more key elements such as photos or explanation of how challenges were addressed.	Summary provides a clear overview of the event, including date, photos, & a description of challenges encountered with explanations of how they were managed. Demonstrates successful execution.	Summary is thorough & engaging, with a well-documented event date, strong photo evidence, & thoughtful analysis of challenges & solutions. Demonstrates adaptability, leadership, & a reflective understanding of real-time problem solving.				
	0 points	1–9 points	10–16 points	17–20 points				
Evaluation & Reflection: Attendance & satisfaction metrics, budget outcome (under/over), lessons learned & improvement recommendations, evidence of attendee feedback	No evaluation or reflection is provided. No data, feedback, or analysis is included.	Limited or vague evaluation. May include some metrics or feedback, but lacks depth, completeness, or clear insights. Few or no lessons learned are shared.	Evaluation includes clear attendance & satisfaction data, budget outcome, & meaningful reflection. Identifies lessons learned & offers reasonable recommendations for improvement. Some attendee feedback is documented.	Evaluation is comprehensive, data-driven, & reflective. Includes well-analyzed attendance & satisfaction metrics, clear budget outcome, actionable improvement strategies, & strong evidence of attendee feedback. Demonstrates a high level of self-assessment & commitment to continuous improvement.				
	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) ✓ 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						
Time Penalty (5 points over allowed time)								
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)								
Presentation Total (180 points)								
Name(s):								
School:								
Judge Signature:								
Comments:								
	Date:							



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Financial Planning

Financial Planning challenges members to apply personal finance knowledge by analyzing a family scenario & developing a plan to help them meet their financial goals. Members present their strategies in areas such as budgeting, saving, investing, & debt management through a live presentation.

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 with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Judges' Table

2026–2027 Topic: Rebuilding Financial Security: The Smith Family's Future

The Smith family is working to rebuild financial security after a period of unemployment, reduced household income, unexpected expenses, and increased credit card debt. With one child preparing to attend college, aging-parent care responsibilities, limited emergency savings, and retirement and insurance concerns, the family must balance several competing financial priorities. They are seeking guidance on improving cash flow, rebuilding savings, reducing debt, preparing for college and future caregiving expenses, increasing retirement contributions, and strengthening their overall financial protection.

Background

The Smith family has recently experienced several major life changes that have significantly affected their finances. They have asked your financial planning team to review their financial situation and develop a comprehensive financial plan that will help them achieve both their short-term and long-term goals. The family wants realistic recommendations that improve their financial security while preparing for future expenses.

Family Profile

Family Member	Age	Occupation/Status	Annual Gross Salary	Key Notes
John Smith	45	Manufacturing Supervisor	\$71,842	Recently accepted a new position after his previous employer closed a local facility; new job offers slightly lower pay but better retirement benefits
Jane Smith	43	Registered Nurse (Part-Time)	\$38,617	Reduced work hours to help care for her aging mother
Emily Smith	17	High school senior	N/A	Planning to attend a four-year university next year
Matthew Smith	13	Middle school student	N/A	Middle school student

Financial Goals

1. Build a stronger emergency fund.
2. Pay off high-interest debt.
3. Save for Emily's college expenses.
4. Increase retirement savings.
5. Determine if the family has adequate insurance coverage.
6. Develop a realistic monthly budget.
7. Prepare financially for Jane's mother potentially moving into their home within the next three years.

Annual Income

Source	Amount
John's Salary	\$71,842
Jane's Salary	\$38,617
Interest Income	\$286
Dividend Income	\$547
Total Gross Income	\$111,292

Estimated Taxes

Tax	Annual Amount
Federal Income Tax	\$9,143
State Income Tax	\$2,581
Social Security Tax	\$8,514
Total Taxes	\$20,238



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Estimate Net Annual Income: \$91,054
Estimated Monthly Net Income: \$7,587.83

Assets

Asset	Value
Checking Account	\$2,743
Savings Account	\$5,687
Emergency Fund	\$3,928
Home Market Value	\$318,450
John's 401(k)	\$87,362
Jane's IRA	\$29,184
529 College Savings Plan	\$13,247
Brokerage Investment Account	\$15,876
Two Vehicles	\$31,425
Household Furnishings	\$17,840
Total Assets	\$525,742

Debts

Debt	Balance	Interest Rate
Mortgage	\$226,784	5.6%
Auto Loan	\$14,238	4.48%
Credit Card #1	\$7,482	22.94%
Credit Card #2	\$3,618	19.76%
Student Loan	\$17,863	4.92%
Total Debt	\$269,985	

Current Monthly Surplus

- Monthly Net Income: \$7,587.83
- Monthly Expenses: \$7,232.96
- Current Monthly Surplus: \$354.87

Current Investments:

Retirement:

- John contributes 6.2% to his employer's 401(k)
 - Employer matches 50% of the first 6%.
- Jane contributes 3.4% to her IRA annually.

Education Savings

- 529 Plan currently contains \$13,247.
- Family contributes \$100 per month.

Investment mix:

- 68% Stock Index Funds
- 22% Bond Funds
- 10% Cash

Insurance Coverage

- Health Insurance
- Employer-sponsored family plan
- \$3,500 deductible
- 20% coinsurance after deductible

Estimated Retirement Income Goal: Approximately 80% of current household income

Current Retirement Savings Rate: Approximately 8% of household income

Financial planners generally recommend saving 15% or more of annual income for retirement, depending on age and financial goals.

Monthly Expenses

Category	Monthly Cost
Mortgage	\$1,687.42
Utilities	\$338.76
Groceries	\$872.53
Transportation	\$541.89
Gasoline	\$247.38
Auto Insurance	\$218.64
Health Insurance Premiums	\$433.17
Medical Expenses	\$192.45
Cell Phones	\$146.82
Internet	\$87.99
Streaming Services	\$68.43
Dining Out	\$364.25
Entertainment	\$281.76
Clothing	\$169.58
Child Activities	\$233.91
Credit Card Payments	\$462.37
Student Loan Payment	\$228.14
Auto Loan Payment	\$389.63
Miscellaneous	\$267.84
Total Monthly Expenses	\$7,232.96

Homeowners Insurance

- Dwelling Coverage: \$275,000
- Personal Property: \$150,000
- Liability: \$300,000

Auto Insurance

- Liability: 100/300/100
- Collision and Comprehensive
- \$1,000 deductible

Life Insurance

- John: Employer Group Policy: \$150,000
- Jane: Employer Group Policy: \$50,000
- No additional individual life insurance policies.

Disability Insurance

- John: Employer short-term disability only
- Jane: None

Umbrella Liability Policy

None

Retirement Planning

Desired Retirement Ages

- John: 65
- Jane: 65



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Additional Information

During the past year:

1. John experienced a three-month period of unemployment.
2. The family used most of their emergency savings to cover living expenses.
3. Credit card balances increased due to unexpected home and medical repairs.
4. Jane reduced her work schedule to provide care for her mother.
5. Interest rates on one credit card increased after a promotional rate expired.

The family is financially stable today but is concerned about unexpected expenses and wants to improve their long-term financial outlook.

Deliverables:

Your financial planning team has been hired to prepare recommendations for the Smith family.

Develop a financial plan that addresses the following:

- Analyze the family's current financial health using the information provided.
- Prepare a revised monthly budget that improves cash flow.
- Recommend strategies for rebuilding an emergency fund.
- Develop a debt repayment plan, including prioritization of high-interest debt.
- Evaluate current investments and recommend any changes.
- Recommend strategies for increasing retirement savings while balancing other financial goals.
- Evaluate the family's insurance coverage and identify any gaps or risks.
- Recommend strategies to help pay for Emily's college education.
- Identify tax planning opportunities that could improve the family's financial position.
- Prioritize the family's financial goals and justify the order of implementation.
- Identify potential financial risks over the next five years and recommend strategies to reduce those risks.

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA events).
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- 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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- Venue & Format
 - Presentations are not open to conference attendees.



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- 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
 - 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/power 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 judges table.
 - 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.
- In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information: Competitors should incorporate the following aspects in response to the topic:
 - **Budgeting:** Explain the importance of tracking income & expenses. How can effective budgeting contribute to achieving long-term financial goals?
 - **Debt Management:** What strategies can be used to responsibly manage & reduce debt? Consider both short-term & long-term approaches.
 - **Investments & Retirement:** Should one prioritize investing or saving for retirement, or is it feasible to do both? Justify your reasoning based on the client's financial situation & goals.
 - **Goal Attainment:** Based on the financial goals provided, what steps or strategies would you recommend to help achieve them?
 - **Recommendations:** What specific financial recommendations or alternative approaches would you suggest to improve the individual's financial outlook?
 - **Professional Guidance:** Are there financial professionals or services the individual should consult? Explain the value they may provide.

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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

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Financial Planning Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Demonstrates understanding of the topic & defines problem(s) to be solved	No topic description or synopsis provided; no problems defined 0 points	Describes & provides topic synopsis OR defines the problem(s) 1-6 points	Describes & provides topic synopsis & defines the problem(s) 7-8 points	Demonstrates expertise of topic synopsis & definition of the problem(s) 9-10 points	
Budgeting: Explain the importance of tracking income & expenses. How can effective budgeting contribute to achieving long-term financial goals?	No explanation is provided, or the response is unrelated to budgeting, income/expense tracking, or long-term financial goals. 0 points	Explanation is vague, incomplete, or demonstrates limited understanding. Mentions tracking or long-term goals but does not clearly connect them or explain their importance. 1-9 points	Provides a clear explanation of why tracking income & expenses is important & how budgeting supports long-term financial goals. Shows a foundational understanding of personal finance. 10-16 points	Provides a detailed & insightful explanation of the relationship between tracking income/expenses & achieving financial goals. Demonstrates strong financial literacy & includes real-world applications or examples to support key points. 17-20 points	
Debt Management: What strategies can be used to responsibly manage & reduce debt? Consider both short-term & long-term approaches.	No strategies are provided, or the response is unrelated to debt management. 0 points	Provides a limited or overly general explanation. May mention basic strategies but lacks clarity, detail, or distinction between short-term & long-term approaches. 1-8 points	Clearly identifies responsible strategies for managing & reducing debt. Includes both short-term & long-term approaches with appropriate explanations 9-12 points	Provides a thorough & well-structured explanation of multiple debt management strategies, clearly distinguishing between short-term & long-term methods. Demonstrates strong financial understanding & includes real-world examples or rationale for selecting specific strategies. 13-15 points	
Investments & Retirement: Should one prioritize investing or saving for retirement, or is it feasible to do both? Justify your reasoning based on the client's financial situation & goals.	No position or reasoning is provided, or response does not address investments, retirement, or the client's financial situation. 0 points	Provides a vague or unsupported opinion. Minimal consideration of the client's financial situation or goals. Limited understanding of the balance between investing & saving for retirement. 1-8 points	Presents a clear & logical recommendation to prioritize investing, saving for retirement, or both. Provides reasonable justification based on the client's financial situation & goals. 9-12 points	Offers a well-reasoned & personalized recommendation grounded in financial principles. Thoroughly analyzes the client's situation & long-term goals & clearly explains how the proposed balance of investing & retirement saving supports their financial success. 13-15 points	
Goal Attainment: Based on the financial goals provided, what steps or strategies would you recommend to help achieve them?	No strategies or steps are provided, or response does not address the client's financial goals. 0 points	Provides general or vague recommendations that lack alignment with the specific financial goals. Minimal explanation or rationale is given. 1-8 points	Recommend appropriate & realistic steps or strategies that align with the client's financial goals. Explanation demonstrates a solid understanding of goal-based financial planning. 9-12 points	Provides well-structured, actionable, & personalized strategies tailored to the client's financial goals. Demonstrates clear understanding of the planning process with strong rationale & possible contingencies. May include timelines, prioritization, or measurement methods. 13-15 points	
Recommendations: What specific financial recommendations or alternative approaches would you suggest to improve the individual's financial outlook?	No financial recommendations are provided, or the response is irrelevant or off-topic 0 points	Provides vague, overly general, or unrealistic recommendations. Suggestions may not be clearly tied to the individual's financial situation or may lack actionable detail. 1-8 points	Offers relevant & specific financial recommendations or alternative approaches that align with the individual's financial circumstances. Suggestions are practical & clearly explained. 9-12 points	Provides insightful, well-supported, & tailored financial recommendations. Demonstrates strong financial reasoning, with alternative approaches & justification for each recommendation that clearly supports an improved financial outlook. 13-15 points	
Professional Guidance: Are there financial professionals or services the individual should consult? Explain the value they may provide.	No financial professionals or services are identified, or response is unrelated to professional guidance. 0 points	Mentions a financial professional or service but provides limited explanation of their role or value. Lacks clarity or relevance to the individual's financial needs. 1-6 points	Identifies appropriate financial professionals or services (e.g., financial advisor, tax preparer, credit counselor) & explains how they can support the individual's financial goals. 7-8 points	Provides a well-reasoned explanation of multiple relevant financial professionals or services. Clearly articulates the unique value each can provide based on the individual's financial situation & goals. Demonstrates strong understanding of when & why to seek expert guidance 9-10 points	
Substantiates & cites sources used while conducting research	Sources are not cited 0 points	Sources/References are seldom cited to support statements 1-6 points	Professionally legitimate sources & resources that support statements are generally present 7-8 points	Compelling evidence from professionally legitimate sources & resources given to support statements 9-10 points	



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Financial Planning Presentation Rating Sheet (page 2)

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		
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Presentation Total (150 points)					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					



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High School



Financial Statement Analysis

Financial Statement Analysis allows members to apply their knowledge of accounting principles to interpret and evaluate financial information. Based on a given topic, members analyze financial statement and present their findings and recommendations to a panel of judges.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Presentation

Event Elements: Presentation with Topic

Presentation Time: 3-minute set-up, 7-minute presentation (warning with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judges' table

2026–2027 Topic: Analyzing Costco's Financial Performance: Insights for Long-Term Success

Costco Wholesale Corporation, one of the world's leading membership-based warehouse retailers, continues to operate in a rapidly evolving business environment shaped by changing consumer behavior, economic conditions, competition, and growth opportunities. Using Costco's fiscal year 2025 Annual Report and other publicly available financial information, analyze the company's financial performance and condition. Develop recommendations that support Costco's long-term financial success and strategic objectives. How can financial analysis help organizations evaluate performance, identify opportunities, manage risk, and make informed business decisions?

Refer to event specifics information below for more information.

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA events).
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- 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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- Venue & Format
 - Presentations are not open to conference attendees.
 - 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
 - Presentations must be delivered using one or two personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).



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- 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/power 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 judges table.
 - 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.
- In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information: Competitors should incorporate the following aspects in response to the topic
 - Perform an analysis of Costco Wholesale Corporation's Fiscal Year 2025 Annual Report and other publicly available financial information. ([found at SEC's EDGAR website](#))
 - Analyze key information from Costco's:
 - Consolidated Balance Sheets
 - Consolidated Statements of Income
 - Consolidated Statements of Cash Flows
 - Consolidated Statements of Shareholders' Equity
- Evaluate Costco's financial performance and condition using relevant financial metrics, ratio analysis, trends, and industry benchmarks. Consider factors such as:
 - Profitability
 - Liquidity
 - Efficiency
 - Solvency
 - Growth
- Discuss significant changes between fiscal year 2025 and prior periods, including financial results, assets, liabilities, cash flows, and business operations.
- Explain what the financial results indicate about Costco's overall financial health, opportunities, and risks.
- Recommend 2–3 strategic actions that support Costco's long-term financial success. Recommendations may address:
 - Growth opportunities
 - Operational efficiency
 - Financial risk management
 - Capital allocation and investment decisions
- Demonstrate how financial statement analysis can help organizations evaluate performance, identify opportunities, manage risks, and make informed business decisions.

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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



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Financial Statement Analysis Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Demonstrates each financial statement & its purpose	<i>Does not describe any of the financial statement, or the information is incorrect or unrelated</i>	<i>Mentions one or more financial statements but provides unclear or incomplete descriptions. May confuse the purpose of each statement</i>	<i>Accurately describes all three financial statements and clearly explains what each one is used for. Shows understanding of how they help a business track its finances</i>	<i>Provides clear, accurate, & well-explained descriptions of all three financial statements. Demonstrates strong understanding of how each statement works together to show a full picture of the company's financial health</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Performs financial analysis of each financial statement	<i>No analysis of the financial statements is provided or information is incorrect or off-topic</i>	<i>Some attempt is made to analyze the financial statements, but the explanation is limited, unclear, or misses key information. May only focus on one statement.</i>	<i>Clearly analyzes each financial statement, identifying important details from the Income Statement, Balance Sheet, and Cash Flow Statement. Shows understanding of how each part contributes to the overall financial picture</i>	<i>Provides a strong, detailed analysis of all three financial statements. Highlights key figures & trends, explains what they mean, and connects them to the company's financial health. Demonstrates a high level of financial understanding</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Describes financial condition of the company using insights gained from financial analysis	<i>Does not describe the company's financial condition, or the description is incorrect or not based on any analysis</i>	<i>Gives a basic or unclear description of the company's financial condition. Provides little connection to the financial data or analysis</i>	<i>Clearly describes the company's financial condition using key insights from the financial analysis. Shows understanding of how the company is performing overall</i>	<i>Gives a well-supported description of the company's financial condition, using specific insights from the analysis. Demonstrates a strong understanding of what the numbers mean and how they reflect the company's strengths and challenges</i>	
	0 points	1-8 points	9-12 points	13-15 points	
Offers guidance for business decision making	<i>No suggestions are made, or ideas are not connected to the financial analysis</i>	<i>Gives general or unclear suggestions that don't clearly relate to the company's financial situation</i>	<i>Provides clear and realistic suggestions for business decisions based on the financial analysis. Shows an understanding of how financial information can help guide a company's choices</i>	<i>Offers strong, well-thought out suggestions that are closely tied to the financial data. Shows deep understanding of how the company can use the analysis to improve or grow. May include multiple options or explain possible outcomes</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Highlight key differences between this year's financial statements & prior periods: revenues, costs, margins, assets, liabilities, etc.	<i>No differences between time periods are mentioned, or the response is unrelated to the financial statements</i>	<i>Mentions a few changes but with little detail or explanation. May list numbers without showing what they mean or why they matter</i>	<i>Clearly points out important differences between this year and past years. Explains how key areas like sales, costs, and profits have changed and why those changes are important</i>	<i>Gives a detailed and thoughtful comparison of several key financial areas. Clearly explains the meaning of the changes and what they show about the business's performance over time</i>	
	0 points	1-8 points	9-12 points	13-15 points	
Analyze what changes reveal about the company's current financial health	<i>No analysis is given, or the answer does not relate to financial health or important financial areas. No use of ratios, trends, or comparisons</i>	<i>Shows a basic or unclear explanation of financial health. Mentions some financial areas but gives little detail or support using ratios, trends, or comparisons</i>	<i>Gives a clear explanation of the company's financial health in key areas like profitability and liquidity. Uses some ratios, trends, or comparisons to support the analysis</i>	<i>Gives a detailed and thoughtful explanation of the company's financial health using multiple financial areas and specific data. Clearly supports the analysis with well-chosen ratios, trends over time, and comparisons to industry or past performance</i>	
	0 points	1-8 points	9-12 points	13-15 points	
Recommend 2-3 strategic business decisions backed by analysis	<i>No suggestions are provided, or the ideas don't relate to the financial data</i>	<i>Suggestions are unclear, unrealistic, or not clearly connected to the financial information</i>	<i>Gives 2-3 clear and realistic suggestions that relate to the financial analysis. Shows understanding of how the company could grow, save money, or reduce risk</i>	<i>Gives 2-3 thoughtful, creative, and well-explained suggestions. Each idea is strongly supported by financial data and shows a clear understanding of how the company can improve or succeed in the future.</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 given to support statements</i>	
	0 points	1-6 points	7-8 points	9-10 points	



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Financial Statement Analysis Presentation Rating Sheet (page 2)

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		
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Presentation Total (140 points)					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					



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Future Business Educator

Future Business Educator gives competitors the opportunity to explore a career in business education by demonstrating their knowledge, instructional planning, & presentation skills. This event includes a prejudged asset & a live presentation focused on teaching concepts relevant to the field.

Event Overview

Event Type: Individual

Event Category: Presentation

Event Elements: Prejudged Asset & Presentation with Topic

Prejudged Asset: Lesson Plan due January 15, 2027

Presentation Time: 3-minute set-up, 7-minute presentation (warning with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judges' table

2026–2027 Topic: Where Leaders Begin: Developing Essential Leadership Skills

Business professionals rely on leadership skills to communicate effectively, solve problems, work collaboratively, and achieve organizational goals. Strong leadership contributes to success in the workplace, the classroom, and the community. Develop and deliver an engaging lesson on a leadership topic of your choice for a business education classroom. Topics may include, but are not limited to, communication, teamwork, decision-making, conflict resolution, leadership styles, goal setting, ethical leadership, emotional intelligence, or other leadership concepts relevant to business education. Your lesson should help students understand and apply leadership concepts in business, school, and everyday life.

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 has two phases: prejudged asset & presentation.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- Prejudged Asset (Lesson Plan) Details
 - The lesson plan must be no more than three pages in length & formatted to fit standard 8.5" x 11" paper.
 - Competitors must use the lesson plan template provided on the final page of these guidelines. While the format may be retyped or adjusted, all original components must be included. The lesson plan should be designed to cover a full class period.
 - Links & QR codes are not permitted within the lesson plan.
 - Advisers or others may not assist in preparing the asset. It must be created entirely by the competitor(s).
 - All content must be original & created specifically for this competition.
 - Assets must be new, original work & may not have been submitted at any previous State Leadership Conference.
 - Note: The lesson plan does not need to follow the FBLA Production Test Reference Guide, formerly known as the FBLA Format Guide.



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- Judging & Ownership
 - The prejudged asset is judged before the 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.
- Research
 - Information must be supported by credible, well-documented sources.
 - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Presentation Details
 - Venue & Format
 - Presentations are not open to conference attendees.
 - 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
 - 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/power will not be available.
- Non-Technology Items:
 - Prejudged assets, visual aids, samples, notes, & other physical materials related to the project may be used.
 - Items may be placed on the judges table.
 - 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.
- Event Specific Information: Competitors should incorporate the following aspects in response to the topic:
 - Judges will play the role as middle school or secondary students. Competitors will select one part of their lesson plan to teach to the judges during the presentation.
 - **Demonstrate Subject Mastery:** Show deep understanding of the business education topic through accurate, thorough content & clear communication.
 - **Align Materials to Objectives:** Ensure all instructional materials support the stated lesson goals & consider diverse learning needs & styles.
 - **Design Engaging Learning Activities:** Incorporate creative, hands-on activities that motivate students & allow them to actively demonstrate their understanding.
 - **Organize a Professional Lesson Plan:** Present a well-structured, creative, & visually polished lesson plan that is both interesting & appropriate for a classroom setting.

Scoring

- Based on the highest scores on the prejudged component, a maximum number of 5 will advance to the SLC final round.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



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Future Business Educator Prejudged Asset (Lesson Plan) Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Documents are free of spelling, punctuation, & grammatical errors	Three or more errors	Two errors	No spelling errors, & not more than 1 punctuation or grammatical error	No spelling or grammatical errors, & not more than 1 punctuation error	
	0 points	1-2 points	3-4 points	5 points	
Business & Academic Standards	No standards identified	Standards are identified, but not business or academic related	Standards are identified, either business OR academic	Business standards are identified & connected to academic standards	
	0 points	1-2 points	3-4 points	5 points	
Objectives (Competencies & Presentation Indicator)	No objectives listed	Objectives are identified, may not be specific & measurable	Objectives are identified, are specific, & measurable	Objectives are identified & relate to meaningful skills or concepts essential to student learning	
	0 points	1-2 points	3-4 points	5 points	
Outcome & Measurement	No outcome or measurement listed	Outcome or measurement listed	Outcome & measurement listed	The measurement of outcome reflects objectives	
	0 points	1-6 points	7-8 points	9-10 points	
Resources & Materials	Resources & materials are not listed or not appropriate	Resources & materials are listed, not effectively implemented	Range of resources & materials are listed with specific citation information	Resources & materials are selected and/or designed to meet diverse learning needs	
	0 points	1-2 points	3-4 points	5 points	
Instructional Activities	Plan of activities is so vague or generalized that it is unusable	Plan of activities lack elements or details for effective delivery	Plan of activities is clear & designed to promote critical thinking, problem solving or creativity	Plan of activities utilizes multiple strategies & includes guiding questions appropriate for engaging students in higher-level thinking	
	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	
Presentation Protocols					
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines	Execution Aligned with Guidelines: ✓ Lesson Plan aligned with the assigned topic ✓ Lesson Plan was submitted as PDF ✓ Links or QR codes were not used (except for citation purposes) ✓ No more than 3 pages long			
	0 points	1-10 points			

Prejudged Total (60 points)

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



2026–2027 New York State Competitive Events

High School



Future Business Educator Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Demonstrated knowledge of subject matter	No knowledge of the subject matter demonstrated 0 points	Demonstrated limited understanding of the subject matter 1-8 points	Demonstrated understanding of the subject matter 9-12 points	Demonstrated extensive understanding of the subject matter 13-15 points				
Presented material met the objectives of the lesson plan	Presented material was not included 0 points	Presented material was included, but not connected to the lesson plan objectives 1-8 points	Presented material was included & connected to the lesson plan objectives 9-12 points	Materials meet the stated objectives & accommodate learner differences 13-15 points				
Presented material appropriate for audience & subject	Activities/materials are not included or not appropriate for the grade level or topic 0 points	Activities/materials are included but do not give students clear opportunities for guided practice 1-8 points	Activities/materials are included & give students opportunities for practice 9-12 points	Activities/materials engage & motivate students with opportunities to demonstrate skills 13-15 points				
Presented interesting, motivating & creative lesson plan	Lesson plan is unorganized 0 points	Lesson plan is organized 1-8 points	Lesson plan is organized; & interesting, motivating, OR creative 9-12 points	Lesson plan is organized, interesting, motivating, & creative & presented professionally 13-15 points				
Substantiates & cites sources used while conducting research	Sources are not cited 0 points	Sources/References are seldom cited to support statements 1-6 points	Professionally legitimate sources & resources that support statements are generally present 7-8 points	Compelling evidence from professionally legitimate sources & resources is given to support statements 9-10 points				
Presentation Delivery								
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills 0 points	Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection) 1-6 points	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection) 7-8 points	Demonstrated all skills, enhancing the overall presentation 9-10 points				
Demonstrates proper verbal & nonverbal communication skills	Verbal & nonverbal communication skills are inappropriate 0 points	Verbal and/or nonverbal communication skills are weak or distracting 1-6 points	All questions were clearly answered using good grammar & appropriate body language 7-8 points	Verbal communication skills are excellent; nonverbal communication is natural 9-10 points				
Demonstrates the ability to effectively answer questions	Does not respond to questions or responses are completely off-topic. 0 points	Provides incomplete or unclear answers that show limited understanding. 1-6 points	Responds accurately & clearly to most questions, showing adequate understanding. 7-8 points	Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation. 9-10 points				
Presentation Protocols								
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines 0 points	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 1-10 points						
Time Penalty (5 points over allowed time)								
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty (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

High School



LESSON PLAN TEMPLATE

This template may be retyped/recreated

Competitor Name:

Competitor School:

Competitor State:

Lesson Plan Title		
Content Area		
Grade Level		
Business and/or Academic Standard		
Objectives <i>(What should students be able to do after your lesson?)</i>		
Outcome/ Measurement <i>(How to assess that students met your learning objectives?)</i>		
Resources & Materials		
Anticipatory Set / Gaining Learners' Attention		Time Spent
Information Learners of Objective		Time Spent
Teacher Input / Modeling / Check for Understanding		Time Spent
Guided Practice		Time Spent
Independent Practice		Time Spent
Closure		Time Spent
Notes		



2026–2027 New York State Competitive Events

High School



Future Business Leader

Future Business Leader is FBLA's premier event recognizing members who exemplify leadership, business knowledge, & active involvement in the organization. Competitors are evaluated through prejudged assets, an objective test, & a presentation (interview), showcasing their readiness for success in business & leadership roles.

Event Overview

Event Type: Individual

Event Category: Presentation

Event Elements: Objective Test, Prejudged Assets, & Presentation (interview)

Objective Test: 50-minute test; 100-multiple choice questions

Prejudged Asset: Resume & Cover Letter due January 15, 2027

Presentation Time: 10-minute interview

Items Competitor Must Provide

- Materials for objective testing (refer to your SDM registration for details)
- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code

Items FBLA Provides Onsite

- Objective Test (taken at the SDM)
- N/A for Interview (at the SLC)

Knowledge Areas

- | | | |
|--|---------------------------------|------------------------------|
| • FBLA Organization | • FBLA Mission, Pledge & Goals | entrepreneurship, marketing, |
| • FBLA Bylaws & Handbook | • General Business & | international business, |
| • FBLA National Competitive Event Guidelines | Technology Knowledge | management, organizational |
| • FBLA National Publications | (including, but not limited to, | leadership, information |
| | accounting, banking, law, | technology, cybersecurity) |

District Elimination Event

A member must take the objective test at their Spring District Meeting (SDM) in order to compete in this event at the SLC. The semi-finalists for this event are based on the 10 highest-scoring individuals in the state & will be announced after all SDMs have been completed.

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 19, 2025.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit two entries.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 has three phases: objective test, prejudged asset, & presentation (interview).
- Based on the objective test scores, the 10 highest scoring individuals in the state will advance to the SLC round.
- Objective Test
 - This event has an objective test administered at the Second District Meeting.
 - No reference or study materials may be brought to the testing site.
 - Only a basic 4-function calculator may be brought into the testing site
 - All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible devices will be considered a violation of the Competitive Events Guidelines.
 - The top 10 scoring individuals from across the state will advance to the presentation (interview) round at the SLC.
- Prejudged Asset (Cover Letter & Resume)
 - Cover Letter Specifics
 - Must be no longer than one page.
 - Should clearly state why the competitor is deserving of this award.



2026–2027 New York State Competitive Events

High School



- Address the letter to: Jennifer Woods, President & CEO, Future Business Leaders of America, 12100 Sunset Hills Drive, Suite 200, Reston, VA 20190
- Resume Specifics
 - Must not exceed two pages in length.
 - Should include the competitor's education, extracurricular activities, awards & honors, FBLA involvement, & work or volunteer experience.
 - Photographs are not permitted on the résumé.
- Assets must be formatted to fit standard 8.5" x 11" paper.
- Links & QR codes are not permitted.
- Advisers or others may not assist in preparing the asset. It must be created entirely by the competitor(s).
- All content must be original & created specifically for this competition.
- *Note:* The assets do not need to follow the FBLA Production Test Reference Guide, formerly known as the FBLA Format Guide.
- Judging & Ownership
 - Prejudged assets will be judged prior to the State Leadership Conference (SLC).
 - Prejudged assets will not be returned.
- Presentation (Interview)
 - Venue & Format
 - Presentations are not open to conference attendees.
 - 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
 - No technology may be brought to the interview.
 - Non-Technology Items
 - No materials may be brought to the interview.
 - No items may be left with the judges following the presentation.

Scoring

- 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.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Future Business Leader Prejudged Assets (Cover Letter & Resume) Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Cover Letter: States award applying for	No award stated	Award stated does not match qualification	States award & shows match of award to qualifications	States award & shows match of award to qualifications with demonstrated experience	
	0 points	1 point	2-3 points	4 points	
Cover Letter: Promotes self in letter – lists skills, achievements, volunteerism, experience, etc.	No self-promotion included	Describes skills & academic achievements, but no volunteerism or experience included	Describes skills, academic achievements, & volunteerism or experience	Describes skills, academic achievements, & multiple volunteerism or experiences	
	0 points	1-3 points	4-6 points	7-8 points	
Cover Letter: States that the resume is included with the letter & asks for interview	No resume statement nor interview requested	States resume included but does not ask for interview	States resume is included & asks for interview	States resume is included, asks for interview, provides opportunity to request more information	
	0 points	1 point	2-3 points	4 points	
Resume: Targets award on cover letter	No award targeted	Targeted award does not match cover letter	Targeted award matches cover letter	Resume supports targeted award on cover letter	
	0 points	1 point	2-3 points	4 points	
Resume: Reader friendly – categories can be found easily, white space utilized, professional fonts & font sizes	Resume is unreadable	Resume design is distracting	Resume is reader friendly	Resume is professional in design for targeted award	
	0 points	1-3 points	4-6 points	7-8 points	
Resume: Includes education, activities, awards/honors, FBLA experience & volunteerism/work experience information	No education, activities, volunteerism, experience information listed	One-two sections included	Three-four sections included	Five or more sections support targeted award	
	0 points	1-3 points	4-6 points	7-8 points	
Resume: Brief, concise information	Resume not included	Information provided, but in paragraph form	Sections are clearly identified with organized information	Clearly identified & organized information in each section supports targeted award	
	0 points	1 point	2-3 points	4 points	
Spelling & Grammar: Documents are free of spelling, punctuation, & grammatical errors	Three or more errors	Two errors	No spelling errors, & not more than 1 punctuation or grammatical error	No spelling or grammatical errors, & not more than 1 punctuation error	
	0 points	1-2 points	3-4 points	5 points	
All directions followed	Cover letter longer than one page, not addressed correctly; Resume longer than two pages, photograph or QR code included		Cover letter no more than one page, addressed correctly; Resume no more than two pages, no photograph or QR code included		
	0 points		5 points		
Prejudged Total (50 points)					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					



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High School



Future Business Leader Presentation Interview Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Illustrates participation in & leadership experiences in FBLA	<i>Has not been involved in FBLA other than to pay membership dues & attend one state/national conference</i>	<i>Has limited participation in FBLA activities OR has had limited FBLA leadership opportunities</i>	<i>Can communicate participation in FBLA throughout high school & discuss leadership experiences in FBLA</i>	<i>Can explain how participation & leadership experiences in FBLA have transferred to other areas of life</i>				
	0 points	1-8 points	9-12 points	13-15 points				
Explains participation in other school and/or community organizations	<i>No evidence of participation in other school and/or community organizations</i>	<i>Participates in only one additional school and/or community organization other than FBLA</i>	<i>Explains participation in other school and/or community organizations</i>	<i>Explains how participation in FBLA has complemented or enhanced other school and/or community organizations</i>				
	0 points	1-8 points	9-12 points	13-15 points				
Explains & shows areas of outstanding achievement	<i>No other achievements outside of FBLA</i>	<i>Has limited areas of outstanding achievement other than FBLA</i>	<i>Can explain & show areas of outstanding achievement</i>	<i>Can explain how participation in FBLA has complemented or enhanced other areas of outstanding achievement</i>				
	0 points	1-8 points	9-12 points	13-15 points				
Indicates understanding of career knowledge & career plans	<i>No career plans at this time</i>	<i>May have an idea for a career but has developed no solid plans OR obtained any career knowledge</i>	<i>Knows career plans & shows some evidence that the career knowledge has been obtained</i>	<i>Can discuss how the career plans were decided & how the plans will be achieved. Can also discuss how the career knowledge was acquired & how it will be used</i>				
	0 points	1-8 points	9-12 points	13-15 points				
Presentation Delivery								
Demonstrates proper greeting, introduction, & closing	<i>Competitor does not use proper greeting, introduction OR closing</i>	<i>Competitor greeting, introduction, OR closing was weak</i>	<i>Competitor has strong greeting, introduction & closing</i>	<i>Competitor is creative in their introduction of themselves & asks for or provides follow-up action in the conclusion</i>				
	0 points	1-8 points	9-12 points	13-15 points				
Demonstrates strong self-confidence, appropriate assertiveness, & enthusiasm	<i>Competitor did not demonstrate self-confidence, assertiveness, OR enthusiasm</i>	<i>Competitor demonstrated minimal self-confidence, assertiveness, & enthusiasm</i>	<i>Competitor used strong eye contact, appropriate assertiveness, & enthusiasm</i>	<i>Competitor led the interview process & effectively used interview time</i>				
	0 points	1-8 points	9-12 points	13-15 points				
Demonstrates proper verbal & nonverbal communication skills	<i>Verbal & nonverbal communication skills are inappropriate</i>	<i>Verbal and/or nonverbal communication skills are weak or distracting</i>	<i>All questions were clearly answered using good grammar & appropriate body language</i>	<i>Verbal communication skills are excellent; nonverbal communication is natural</i>				
	0 points	1-6 points	7-8 points	9-10 points				
Presentation Protocols								
Demonstrates proper verbal & nonverbal communication skills	<i>Competitor did not follow guidelines</i>	Execution Aligned with Guidelines: ✓ No technology used ✓ Did not bring materials to the interview ✓ Did not leave materials behind after the presentation						
	0 points	1-10 points						
Add Prejudged Materials Score (maximum 50 points)								
Time Penalty (5 points over allowed time)								
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)								
Presentation Total (160 points)								
Name(s):								
School:								
Judge Signature:					Date:			
Comments:								



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High School



Graphic Design

Graphic Design allows members to showcase their creativity & technical skills by developing original visual content. Members present their designs & explain the development process to a panel of judges, demonstrating their understanding of design principles, software tools, & effective visual communication.

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 with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judges' table

2026–2027 Topic: Grand Reopening: Rebranding a Renovated Hotel

A hotel in your area has recently completed a major renovation and is preparing to relaunch with a fresh identity that reflects its updated facilities, guest experience, and brand vision. Develop a cohesive visual identity that communicates the hotel's personality and appeals to its target audience. Create a branding package that establishes a recognizable identity and supports the hotel's grand reopening. The package should include logo development, visual identity standards, promotional materials, and branded assets that demonstrate how the brand can be applied across multiple touchpoints and customer experiences. Your final designs should demonstrate strong branding principles, visual communication, and consistency while creating an identity that supports the hotel's relaunch and attracts future guests.

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA events).
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- 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

- This event is a presentation.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- Venue & Format
 - Presentations are not open to conference attendees.
 - 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.



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High School



- 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 judges table.
 - 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.
- In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information: Competitors should incorporate the following aspects in response to the topic
 - **Clear & Detailed Design Process:** The design process is clearly described from start to finish, showing how key design principles (such as balance, contrast, alignment, & spacing) were used to guide creative decisions.
 - **Visually Compelling & Purposeful Design:** The final design is visually strong, appropriate for the intended audience, & clearly supports the goals of the project. Design choices are intentional, engaging, & encourage interest or action.
 - **Thoughtful Use of Tools & Technology:** Design tools & software are clearly identified, with an explanation of how each contributed to the quality & effectiveness of the final product.
 - **Interpretation of Theme & Visual Alignment:** The design demonstrates a clear understanding of the event topic or theme. Visual elements are aligned with the overall message, brand, or purpose & are used intentionally to strengthen the design's impact.

Scoring

- Based on the highest scores on the prejudged component, a maximum number of 5 will advance to the SLC final round.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Graphic Design Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Description of the event topic & materials	Event topic not followed; or materials not described 0 points	Event topic & at least one of the materials described 1-6 points	Event topic & all materials described 7-8 points	All materials & event topic described, & the competitors connect the different pieces together 9-10 points				
Explains the design & development process	No explanation of the design process is provided, or the explanation is unrelated or unclear. Design principles are not mentioned. 0 points	Gives a basic or vague explanation of the design process. May mention one or two steps or design choices, but without connecting them to design principles. 1-9 points	Clearly explains the steps taken to develop the design. Includes specific references to design principles & how they were used to improve the final product. 10-16 points	Provides a thoughtful, detailed explanation of the full design & development process. Clearly connects decisions to multiple design principles & shows a strong understanding of how those principles were applied to create an effective & visually strong design. 17-20 points				
Create interest & desire for the design	Design does not attract attention or connect with the audience. No effort is made to create interest or appeal. 0 points	Design shows some effort to create interest, but it may be too plain, confusing, or not well-matched to the audience or brand. 1-9 points	Design is visually appealing & appropriate for the audience. It clearly creates interest in the product, service, or brand. 10-16 points	Design is eye-catching, memorable, & highly engaging. It strongly connects with the target audience & creates a clear desire to take action or learn more. Shows creativity & strong brand appeal 17-20 points				
Programs/Tools used to design graphics	Programs used to create the graphics were not addressed 0 points	Names one or more tools, but does not explain how or why they were used. Explanation may be unclear or not connected to the project. 1-9 points	Clearly identifies the tools or programs used & explains their role in creating the design. Shows understanding of how the tools supported the design process. 10-16 points	Provides a clear, thoughtful explanation of the tools or programs used & why they were selected. Demonstrates strong understanding of how the tools enhanced the quality & effectiveness of the design. 17-20 points				
Consistency in graphic design to theme	Consistency in graphic design to theme not addressed 0 points	Explains how graphic design is consistent with theme 1-6 points	Demonstrates with visual aids the consistency between graphic design & theme 7-8 points	Emphasize interpretation of the topic & design as it relates to graphic design & theme including use of visual aids 9-100 points				
Presentation Delivery								
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared 0 points	Competitor(s) were prepared, but flow was not logical 1-6 points	Presentation flowed in logical sequence 7-8 points	Presentation flowed in a logical sequence; statements were well organized 9-10 points				
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills 0 points	Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection) 1-6 points	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection) 7-8 points	Demonstrated all skills, enhancing the overall presentation 9-10 points				
Demonstrates the ability to effectively answer questions	Does not respond to questions or responses are completely off-topic. 0 points	Provides incomplete or unclear answers that show limited understanding. 1-6 points	Responds accurately & clearly to most questions, showing adequate understanding. 7-8 points	Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation. 9-10 points				
Presentation Protocols								
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines 0 points	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 1-10 points						
Time Penalty (5 points over allowed time)								
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)								
Presentation Total (120 points)								
Name(s):								
School:								
Judge Signature:								
Comments:								
	Date:							



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High School



Healthcare Administration

Healthcare Administration challenges members to demonstrate their knowledge of medical terminology, office procedures, & administrative functions within a healthcare setting. Through an objective test, members explore the skills & knowledge essential to supporting efficient & effective healthcare operations.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- | | | |
|--|----------------------------------|----------------------------------|
| • Healthcare Organizations & Structure | • Staffing & Training | • Healthcare Policy & Regulation |
| • Healthcare Finances & Budgeting | • Strategic Management | • Communication & Leadership |
| | • Healthcare Technology | |
| | • Healthcare Billing & Insurance | |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Hospitality & Event Management

Hospitality & Event Management challenges members to demonstrate their understanding of the hospitality industry & event planning through an objective test & a role play scenario. Members apply their knowledge in areas such as customer service, operations, logistics, & marketing to solve real-world business situations.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Role Play Event

Event Elements: Objective Test & Interactive Role Play

Objective Test: 50 minute, 100-multiple choice questions

Role Play Time: 20-minute preparation (warning with one minute left), 7-minute presentation (warning with one minute left)

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Objective Test
 - Internet access
 - Test login information provided at test site
- Role Play
 - Two notecards per competitor & pencils
 - Role play scenario

Knowledge Areas

- | | | |
|-----------------------|----------------------------|------------------------------|
| • Customer Relations | • Information Management | • Product/Service Management |
| • Economics & Finance | • Operations | • Promotion & Selling |
| | • Professional Development | • Event Management |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- Competitors may only compete in one of the following events:

◦ Banking & Financial Systems	◦ Hospitality & Event Management	◦ Sports & Entertainment Management
◦ Business Ethics	◦ International Business	◦ Technology & support services
◦ Business Management	◦ Marketing	
◦ Entrepreneurship	◦ Network Design	
- All members of a team must consist of individuals from the same chapter.
- Competitors cannot be replaced or substituted between the objective test & role play time.

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 two phases: objective test & interactive role play.
- Objective Test
 - This event consists of an online objective test that is proctored and completed onsite at the SLC.
 - No reference or study materials may be brought to the testing site.
 - Competitors on a team must test individually, starting within minutes of each other. Individual test scores will be averaged for a team score.
 - Personal calculators are not allowed; online calculators will be available within the testing platform.
 - All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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.



2026–2027 New York State Competitive Events

High School



- Interactive Role Play Presentation
 - Presentations are not open to conference attendees.
 - Competitors will be provided with a single copy of a hospitality & event management–related scenario or problem at the beginning of their assigned preparation time. This copy must be shared among team members & 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
 - In team presentations, all members must actively participate in the delivery of the presentation
 - Judges may ask questions during the presentation as part of the interactive role play format
 - Competition ethics demand that competitors do not discuss or reveal the role play until the event has ended.

Scoring

- Objective test 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.
- The team-averaged objective test score determines the top 5 teams advancing to role play round.
- Judges must break ties in the role play presentation. 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Hospitality & Event Management Role Play Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Demonstrates understanding of the 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	
Identifies alternatives & the pro(s) & con(s) of each	<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	
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	1-9 points	10-16 points	17-20 points	
Demonstrates knowledge & understanding of the event knowledge areas: Customer Relations/ Economics & Finances/ Information Management/ Operations/ Professional Development/ Product/Service Management/ Promotion & Selling Event Management	<i>No knowledge areas demonstrated</i>	<i>One or two knowledge areas are demonstrated</i>	<i>Three knowledge areas are demonstrated</i>	<i>Four or more knowledge areas are demonstrated</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>Unable to answer questions</i>	<i>Does not completely answer questions</i>	<i>Completely answers questions</i>	<i>Interacted with the judges in the process of completely answering questions</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)					
Presentation Total (100 points)					
Name(s):					
School:					
Judge Signature:					
Comments:					
	Date:				



2026–2027 New York State Competitive Events

High School



Human Resource Management

Human Resource Management challenges members to demonstrate their understanding of key HR functions, including staffing, training, employee relations, & performance management. Through an objective test, members explore how effective human resource practices support organizational success & employee development.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- | | | |
|--|---|---|
| • Nature of Human Resources Management | • Employee Relations & Issue Resolution | • Professional Development in Human Resources |
| • Staffing & Talent Acquisition | • Compensation & Total Rewards | |
| • Training & Development | • Health & Safety | |
| • Performance Management | | |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Impromptu Speaking

Impromptu Speaking challenges members to think quickly & deliver a well-organized, engaging speech on a topic revealed onsite at the competition. Members demonstrate their ability to communicate effectively, organize ideas on the spot, & present with confidence under time constraints.

Event Overview

Event Type: Individual

Event Category: Presentation

Event Elements: Speech with a topic onsite

Presentation Time: 20-minute preparation, 7-minute presentation (warning with one minute left)

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Two notecards & pencils
- Secret speech topic revealed onsite

District Elimination Event

A member may enter only one of these events & must place at their Spring District Meeting (SDM) in order to compete in these events at the SLC:

- Impromptu Speaking
- Introduction to Decision Making (9th & 10th Grades Only)
- Introduction to Public Speaking (9th & 10th Grades Only)
- Job Interview
- Public Speaking

Semi-finalists for the SLC will be based on this formula:

# of Chapters in the District	# of Participants to the SLC
1-10	2
11-20	3
21-30	4
31-40	5
>41	6

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 19, 2025.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.

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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible devices will be considered a violation of the Competitive Events Guidelines.



2026–2027 New York State Competitive Events

High School



- Speech Prompt
 - Competitors will be provided with a single copy of the topic at the beginning of their assigned preparation time. This copy may only be accessed within the designated preparation area.
- Notecard Use
 - 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 speech.
- Materials
 - No technology, reference materials, visuals, or props may be used.
- Confidentiality
 - To maintain fairness, competitors must not discuss or share the speech topic until the event concludes.

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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Impromptu Speaking Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Incorporates provided topic	<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</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Identify & execute a consistent theme	<i>No theme presented</i>	<i>Theme was identified, but not consistent throughout speech</i>	<i>Theme identified & consistent throughout speech</i>	<i>Personal stories are utilized to expand on the central theme</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Include accurate & appropriate supporting information	<i>No supporting information provided OR inappropriate material used</i>	<i>One example of supporting information provided</i>	<i>Multiple examples of supporting information provided</i>	<i>Multiple examples of supporting information included to develop & enhance the speech</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Introduce the topic immediately (Introduction)	<i>Topic was not introduced</i>	<i>Introduction was not clearly presented</i>	<i>Introduction was clearly presented, & topic was defined immediately</i>	<i>Introduction was clearly presented, & topic was defined immediately with an effective transition into the speech body</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Support the topic throughout (Body)	<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>Smooth transitions were effectively utilized to support the central topic</i>	
	0 points	1-9 points	10-16 points	17-20 points	
Provide effective conclusion (Closing)	<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	
Presentation Delivery					
Delivers quality extemporaneous presentation	<i>Does not address audience at all</i>	<i>Reads speech directly from notes with minimal eye contact</i>	<i>Glances at notes occasionally while keeping appropriate eye contact with audience</i>	<i>Glances at notes occasionally, keeps appropriate eye contact, & utilizes appropriate body language & hand gestures</i>	
	0 points	1-8 points	9-12 points	13-15 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	1-5 points	6-10 points	11-15 points	
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (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

High School



Insurance & Risk Management

Insurance & Risk Management challenges members to demonstrate their understanding of risk management principles & various types of insurance. Through an objective test, members explore how individuals & businesses identify, assess, & mitigate risks through insurance products & strategic planning.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- | | | |
|---|---|---|
| • Risk Management Fundamentals | • Commercial & Specialized Insurance Products | • Professional Development in Insurance |
| • Insurance Industry & Legal Principles | • Insurance Operations & Underwriting | |
| • Personal Insurance Products | • Claims & Fraud Management | |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



International Business

International Business gives members the opportunity to explore the dynamic global economy & understand how businesses operate across borders. Through an objective test & a role play scenario, members apply their knowledge of international trade, cultural awareness, global marketing, & economic systems.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Role Play Event

Event Elements: Objective Test & Interactive Role Play

Objective Test: 50 minute, 100-multiple choice questions

Role Play Time: 20-minute preparation (warning with one minute left), 7-minute presentation (warning with one minute left)

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Objective Test
 - Internet access
 - Test login information provided at test site
- Role Play
 - Two notecards per competitor & pencils
 - Role play scenario

Knowledge Areas

- | | | |
|---------------------------------|------------------------|----------------|
| • Fundamental Economic Concepts | • Economics Systems | • Global Trade |
| • The Nature of Business | • Impact of Government | |
| | • Business Law | |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- Competitors may only compete in one of the following events:

◦ Banking & Financial Systems	◦ Hospitality & Event Management	◦ Sports & Entertainment Management
◦ Business Ethics	◦ International Business	◦ Technology & support services
◦ Business Management	◦ Marketing	
◦ Entrepreneurship	◦ Network Design	
- All members of a team must consist of individuals from the same chapter.
- Competitors cannot be replaced or substituted between the objective test & role play time.

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 two phases: objective test & interactive role play.
- Objective Test
 - This event consists of an online objective test that is proctored and completed onsite at the SLC.
 - No reference or study materials may be brought to the testing site.
 - Competitors on a team must test individually, starting within minutes of each other. Individual test scores will be averaged for a team score.
 - Personal calculators are not allowed; online calculators will be available within the testing platform.
 - All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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.



2026–2027 New York State Competitive Events

High School



- Interactive Role Play Presentation
 - Presentations are not open to conference attendees.
 - Competitors will be provided with a single copy of a global business-related scenario or problem at the beginning of their assigned preparation time. This copy must be shared among team members & 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
 - In team presentations, all members must actively participate in the delivery of the presentation
 - Judges may ask questions during the presentation as part of the interactive role play format
 - Competition ethics demand that competitors do not discuss or reveal the role play until the event has ended.

Scoring

- Objective test 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.
- The team-averaged objective test score determines the top 5 teams advancing to role play round.
- Judges must break ties in the role play presentation. 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



International Business Role Play Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Demonstrates understanding of the role play & defines problem(s) to be solved	No description or role play synopsis provided; no problems defined 0 points	Describes & provides role play synopsis OR defines the problem(s) 1–6 points	Describes & provides role play synopsis & defines the problem(s) 7–8 points	Demonstrates expertise of role play synopsis & definition of the problem(s) 9–10 points	
Identifies alternatives & the pro(s) & con(s) of each	No alternatives identified 0 points	Alternative(s) given but pro(s) and/or con(s) are not analyzed 1–9 points	At least two alternatives given, & pro(s) & con(s) are analyzed 10–16 points	Multiple alternatives given & multiple pros & cons analyzed for each 17–20 points	
Identifies logical solution & aspects of implementation	No solution identified 0 points	Solution provided, but implementation plan not developed 1–9 points	Logical solution & implementation plan provided & developed 10–16 points	Feasible solution & implementation plan developed, & necessary resources identified 17–20 points	
Demonstrates knowledge & understanding of the event knowledge areas: Fundamental Economic Concepts/ The Nature of Business/ Economic Systems/ Impact of Government/ Business Law/ Global Trade	No knowledge areas demonstrated 0 points	One or two knowledge areas are demonstrated 1–9 points	Three knowledge areas are demonstrated 10–16 points	Four or more knowledge areas are demonstrated 17–20 points	
Presentation Delivery					
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared 0 points	Competitor(s) were prepared, but flow was not logical 1–6 points	Presentation flowed in logical sequence 7–8 points	Presentation flowed in a logical sequence; statements were well organized 9–10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills 0 points	Demonstrated 1–2 of the listed skills (confidence, body language, eye contact, or voice projection) 1–6 points	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection) 7–8 points	Demonstrated all skills, enhancing the overall presentation 9–10 points	
Demonstrates the ability to effectively answer questions	Unable to answer questions 0 points	Does not completely answer questions 1–6 points	Completely answers questions 7–8 points	Interacted with the judges in the process of completely answering questions 9–10 points	
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (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

High School



Introduction to Business Communication (9th & 10th Grade)

Introduction to Business Communication challenges members to demonstrate their understanding of fundamental communication skills in a business setting through an objective test. This event introduces concepts such as written & verbal communication, digital messaging, & professional etiquette used to share information within & outside an organization.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- Communication Basics
- Written Communication
- Reading to Understand
- Active Listening
- Verbal Communication
- Workplace Communication
- Interpersonal Relationships

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Introduction to Business Concepts (9th & 10th Grade)

Introduction to Business Concepts allows members to demonstrate their knowledge of foundational business principles through an objective test. This event introduces members to key business functions such as management, marketing, finance, & operations, encouraging a broad understanding of how businesses operate.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

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

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Introduction to Business Presentation (9th & 10th Grade)

Introduction to Business Presentation gives members the opportunity to develop & deliver a business-focused presentation using presentation software as a visual aid. Members demonstrate their ability to organize content, communicate ideas clearly, & enhance their message through effective visual support.

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 with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

2026–2027 Topic: Where Leaders Begin: Leading a Multigenerational Workforce

Today's workplaces bring together employees from multiple generations, each contributing unique experiences, perspectives, communication styles, and work preferences. Develop a presentation that explores how business leaders can build collaboration, strengthen communication, and create an inclusive workplace where employees of all generations can succeed. How can effective leadership transform generational differences into organizational success?

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- All members of a team must be from the same local chapter.

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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- Venue & Format
 - Presentations are not open to conference attendees.
 - 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
 - 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.



2026–2027 New York State Competitive Events

High School



- External speakers are not allowed; audio must come directly from the presenting device(s).
- Electricity/power 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 judges table.
 - 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.
- In team presentations, all members must actively participate in the delivery of the presentation
- Event Specific Information: Competitors should incorporate the following aspects in response to the topic:
 - **Use of Business Vocabulary:** Use business terms throughout the presentation, while showing understanding
 - **Clear Purpose & Logical Flow:** Clearly state the purpose of the presentation & organize ideas in a way that is easy to follow & builds logically from start to finish.
 - **Recommendations:** Provide clear, realistic recommendations that make sense based on the topic.
 - **Clean, Professional Design using Technology:** Slides and/or visuals should support & explain the message 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Introduction to Business Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Demonstrates understanding of the event topic in presentation	No understanding of event topic OR incorrect topic used 0 points	Understanding of topic inconsistent from the event guidelines 1-8 points	Demonstrates the topic throughout presentation 9-12 points	Demonstrates use of industry terminology throughout presentation 13-15 points				
Describes the purpose with a logical sequence of ideas	No evidence of purpose & logical sequence 0 points	Purpose stated OR logical sequence of ideas given 1-8 points	Purpose is described using a logical sequence of ideas 9-12 points	Purpose is well-defined & in a logical sequence of ideas 13-15 points				
Summarizes information from the event topic & identifies recommendations	No summary or recommendations identified 0 points	Recommendations or summary provided, but plan not developed 1-8 points	Summary was effective & logical recommendations developed 9-12 points	Summary provided logical connection to all aspects of the event topic through entire presentation, with feasible recommendations identified 13-15 points				
Technology demonstrates proper formatting, design elements, & business presentation features	No use of technology or design 0 points	Proper formatting & design elements are consistent with theme 1-8 points	Demonstrates with visual aids proper formatting & design elements 9-12 points	Emphasize interpretation of the topic through proper formatting & design of the presentation 13-15 points				
Uses suitable & accurate statements of information in presentation	Sources are not cited 0 points	Sources/References are seldom cited to support statements 1-8 points	Professionally legitimate sources & resources that support statements are generally present 9-12 points	Compelling evidence from professionally legitimate sources & resources is given to support statements 13-15 points				
Presentation Delivery								
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared 0 points	Competitor(s) were prepared, but flow was not logical 1-6 points	Presentation flowed in logical sequence 7-8 points	Presentation flowed in a logical sequence; statements were well organized 9-10 points				
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills 0 points	Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection) 1-6 points	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection) 7-8 points	Demonstrated all skills, enhancing the overall presentation 9-10 points				
Demonstrates the ability to effectively answer questions	Unable to answer questions 0 points	Does not respond to questions or responses are completely off-topic. 1-6 points	Provides incomplete or unclear answers that show limited understanding. 7-8 points	Responds accurately & clearly to most questions, showing adequate understanding. 9-10 points				
Presentation Protocols								
Adherence to Competitive Event Guidelines	Competitor(s) Did Not Follow Guidelines 0 points	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 1-10 points						
Time Penalty (5 points over allowed time)								
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)								
Presentation Total (115 points)								
Name(s):								
School:								
Judge Signature:								
Comments:								
	Date:							



2026–2027 New York State Competitive Events

High School



Introduction to Business Procedures (9th & 10th Grade)

Introduction to Business Procedures challenges members to demonstrate their understanding of basic office procedures & workplace practices through an objective test. This event introduces members to topics such as administrative tasks, business protocols, & decision-making in a professional environment.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- Professional Communication & Correspondence
- Information Management & Technology
- Workplace Protocols & Decision Making
- Professional Development & Career Readiness

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Introduction to Decision Making (9th & 10th Grade) – New York State–Only Event – Not a National Event

Introduction to Decision Making provides members with an opportunity to deal with a workforce problem which entry level employees may face. It is designed to develop maturity & understanding of workplace issues encountered by entry-level employees. This competitive event consists of a role play scenario.

Event Overview

Event Type: Individual

Event Category: Role Play

Event Elements: Role Play

Role Play Time: 10-minute preparation, 5-minute presentation (warning with one minute left)

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Two notecards per competitor & pencils
- Role play scenario

District Elimination Event

A member may enter only one of these events & must place at their Spring District Meeting (SDM) in order to compete in these events at the SLC:

- Impromptu Speaking
- Introduction to Decision Making (9th & 10th Grades Only)
- Introduction to Public Speaking (9th & 10th Grades Only)
- Job Interview
- Public Speaking

Semi-finalists for the SLC will be based on this formula:

# of Chapters in the District	# of Participants to the SLC
1-10	2
11-20	3
21-30	4
31-40	5
>41	6

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 19, 2025.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- A transcript showing grade level must be given at registration for the Spring District Meeting.

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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.



2026–2027 New York State Competitive Events

High School



- 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 must be shared among team members & 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.
- 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 Honor Code.
- Role plays are interactive presentations; the judges will ask questions throughout the presentation.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Introduction to Decision Making Role Play Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Clearly defines the problem	0 points	1-6 points	7-13 points	14-20 points	
Recognize alternative solutions	0 points	1-6 points	7-13 points	14-20 points	
Logical solution is selected	0 points	1-6 points	7-13 points	14-20 points	
Organization of thought	0 points	1-6 points	7-13 points	14-20 points	
Oral presentation	0 points	1-6 points	7-13 points	14-20 points	
Demonstrates conflict resolution & closure to the role play	0 points	1-9 points	10-16 points	17-20 points	
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (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

High School



Introduction to Emerging Business Issues (9th & 10th Grade) – New York State-Only Event – Not a National Event

This event provides members with an opportunity to develop & demonstrate skills in researching & presenting an emerging business issue. In addition to learning research skills, team participants develop speaking ability & poise through oral presentations.

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 with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judges' Table

2026–2027 Topic

Our increasing dependence on instantaneous access to data for work, commerce, research, and entertainment results in challenges for maintaining sustainable, reliable data centers. The rapid expansion of AI is intensifying the issue. As a result, people and governments are concerned about the negative effects data centers have on their communities.

- What are some positive effects of a data center on a community?
- What are some negative effects of a data center on a community?
- How can data centers portray a positive image?

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 has two phases: prejudged asset & presentation.
- Presentations are not open to conference attendees.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- Technology
 - 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.



2026–2027 New York State Competitive Events

High School



- External speakers are not allowed; audio must come directly from the presenting device(s).
- Electricity/power 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 judges table.
 - 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.
- In team presentations, all members must actively participate in the delivery 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Introduction to Emerging Business Issues Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Content					
Demonstrates understanding of the event topic	No understanding of topic as it relates to the event guidelines or wrong topic	Identifies event topic, but does not demonstrate understanding	Identifies & demonstrates understanding of event topic	Uses industry terminology to demonstrate the understanding of the event topic	
	0 points	1-5 points	6-10 points	11-15 points	
Identifies & supports the affirmative & negative argument for the event topic	No affirmative & no negative arguments presented	Affirmative argument OR negative argument presented	Both affirmative & negative arguments are presented for the topic with evidence	Affirmative & negative arguments supported by relevant evidence in order to persuade	
	0 points	1-7 points	8-14 points	15-20 points	
Identifies & offers an effective recommendation(s)	No recommendation(s) identified	One recommendation provided with no plan	One or more recommendations provided with supporting evidence & a plan developed	One or more feasible recommendations with a plan & necessary resources identified	
	0 points	1-7 points	8-14 points	15-20 points	
Summarizes the event topic, arguments, & recommendations	No summary	Summary identifies only one of the requirements: topic, arguments, OR recommendations	Summary was effective identifying the event topic, arguments, & recommendations	Summary provides a logical connection of all aspects of the event topic to entire presentation	
	0 points	1-5 points	6-10 points	11-15 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	
Demonstrates self-confidence, poise, assertiveness, & good voice projection	Competitor(s) did not demonstrate self-confidence	Competitor(s) demonstrated self-confidence & poise	Competitor(s) demonstrated self-confidence, poise, & good voice projection	Competitor(s) demonstrated self-confidence, poise, good voice projection, & assertiveness	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates the ability to effectively answer questions	Unable to answer questions	Does not completely answer questions	Completely answers questions	Interacted with the judges in the process of completely answering questions	
	0 points	1-6 points	7-8 points	9-10 points	
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (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

High School



Introduction to FBLA (9th & 10th Grade)

Introduction to FBLA allows members to demonstrate their knowledge of the organization's history, structure, programs, & leadership through an objective test. This event encourages members to deepen their understanding of FBLA & become more engaged in its mission & opportunities.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

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

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Introduction to FBLA Creed Speaking (9th & 10th Grade) – New York State–Only Event – Not a National Event

Introduction to FBLA Creed Speaking provides members with the opportunity to recite the FBLA Creed. This competitive event consists of a presentation component.

Event Overview

Event Type: Individual

Event Category: Presentation

Event Elements: Speech

Presentation Time: 30-second presentation with a maximum 5-minute question & answer

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- N/A

FBLA Creed

I believe:

- education is the right of every person.
- the future depends on mutual understanding & cooperation among business, industry, labor, religious, family, & educational institutions, as well as people around the world. I agree to do my utmost to bring about understanding & cooperation among all of these groups.
- every person should prepare for a useful occupation & carry on that occupation in a manner that brings the greatest good to the greatest number.
- every person should actively work toward improving social, political, community, & family life.
- every person has the right to earn a living at a useful occupation.
- every person should take responsibility for carrying out assigned tasks in a manner that brings credit to self, associates, school, & community.
- I have the responsibility to work efficiently & to think clearly. I promise to use my abilities to make the world a better place for everyone.

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- A transcript showing grade level must be uploaded with registration by January 15, 2027

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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible devices will be considered a violation of the Competitive Events Guidelines.
- Each competitor must recite the creed from memory.
- No reference materials such as visual aids, props, handouts or electronic devices may be brought to or used during the event.
- Each participant will be asked three questions per round with a five-minute total Q&A time limit.



2026–2027 New York State Competitive Events

High School



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 Event 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 competitive event guidelines.



2026–2027 New York State Competitive Events

High School



Introduction to FBLA Creed Speaking Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Accuracy of FBLA Creed	<i>Did not recite all verses of the creed</i>	<i>Did not accurately recite creed</i>	<i>Recites creed accurately with minimal difficulties</i>	<i>Recites creed accurately with no difficulties</i>	
	0	1-10 points	11-15 points	16-20 points	
Response to questions	<i>Response fails to answer questions</i>	<i>Is able to speak effectively & sometimes gets off topic; answers lack organization</i>	<i>Is able to respond with organized thoughts & remains on topic</i>	<i>Is able to respond with organized thoughts & concise answers</i>	
	0 points	1-5 points	6-7 points	8-10 points	
Support	<i>Provides no details to support answers</i>	<i>Sometimes overlooks details that could be very beneficial to the answers</i>	<i>Usually provides details which are supportive of the answers</i>	<i>Always provides details which support answers</i>	
	0 points	1-5 points	6-7 points	8-10 points	
Pace	<i>Speaks too fast to be clearly coherent</i>	<i>Speaks articulately but occasionally speaks too fast</i>	<i>Speaks articulately</i>	<i>Speaks very articulately & is assertive</i>	
	0 points	1-3 points	4-7 points	8-10 points	
Tone	<i>Voice is monotone</i>	<i>Voice is not upbeat, lacks passion, & control</i>	<i>Voice is somewhat upbeat, impassioned, & under control</i>	<i>Voice is upbeat, impassioned, & under control</i>	
	0 points	1-3 points	4-7 points	8-10 points	
Volume	<i>Emitted a barely audible voice for the audience present</i>	<i>Emitted an inconsistent voice for the audience present</i>	<i>Emitted a somewhat clear, audible voice for the audience present</i>	<i>Emitted a clear, audible voice for the audience present</i>	
	0 points	1-3 points	4-7 points	8-10 points	
Eye Contact	<i>Eye contact does not allow (less than 50%) for the connection with the audience</i>	<i>Eye contact is sometimes (51-74%) used as an effective connection with audience</i>	<i>Eye contact is mostly effective & consistent (75-80%) with audience</i>	<i>Eye contact constantly (90-100%) used as an effective connection with audience</i>	
	0 points	1-5 points	6-10 points	11-15 points	
Mannerisms, gestures, & poise	<i>Lacks confidence & composure. Hands are not used to emphasize talking points; hand motions are distracting</i>	<i>Maintains some control of hands & composure; sometimes exhibits nervous habits</i>	<i>Hand motions & body language are sometimes used to emphasize talking points</i>	<i>Hand motions are expressive & used to emphasize talking points. Portrays confidence & composure through appropriate body language</i>	
	0 points	1-5 points	6-10 points	11-15 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 (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

High School



Introduction to Information Technology (9th & 10th Grade)

Introduction to Information Technology challenges members to demonstrate their understanding of fundamental IT concepts through an objective test. This event introduces members to key areas such as computer systems, software, networks, & data management, highlighting how technology is used to organize & deliver information in business settings.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- Computer Hardware
- Software Applications
- Software Fundamentals
- Modern Technologies
- Operating Systems
- Networking Concepts
- Information Management Concepts

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Introduction to Marketing Concepts (9th & 10th Grade)

Introduction to Marketing Concepts allows members to demonstrate their understanding of foundational marketing principles through an objective test. This event introduces topics such as product promotion, pricing strategies, consumer behavior, & the methods used to effectively sell goods & services.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

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

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Introduction to Parliamentary Procedure (9th & 10th Grade)

Introduction to Parliamentary Procedure challenges members to demonstrate their understanding of the basic principles & rules used to conduct orderly & effective meetings. Through an objective test, members explore topics such as motions, voting procedures, & meeting structure based on parliamentary law.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- Foundations of Parliamentary Procedure
- Parliamentary Terminology
- Meeting Structure & Order of Business
- Handling a Main Motion
- Classification of Motions
- Voting & Elections

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Introduction to Programming (9th & 10th Grade)

Introduction to Programming allows members to design & develop a basic computer program based on a given topic. Members demonstrate their coding skills, logic, & creativity by presenting the completed program to a panel of judges.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Presentation

Event Elements: Prejudged Asset & Presentation with a Topic

Prejudged Component: URL of the program due January 15, 2027

Presentation Time: 3-minute set-up, 7-minute presentation (warning with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Table

2026–2027 Topic: Local Business Digital Ordering System

Many small businesses are expanding their services by offering customers the ability to place orders digitally. Develop a digital ordering system for a local business of your choice that provides customers with a convenient and user-friendly ordering experience. Your program should allow customers to browse products or services, place and manage orders, calculate purchase totals, and review order information. Competitors should determine the specific features and functionality that best support the needs of the selected business and its customers. Your program should also account for real-world situations, such as unavailable items, inventory limits, invalid entries, or customer budget constraints. Use any programming language or environment that demonstrates your understanding of variables, conditionals, loops, functions, lists or arrays, user input, and basic program organization. How can your system improve the customer experience while helping a local business operate more efficiently?

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 has two phases: prejudged asset & presentation.
- All members of a team must be from the same local chapter.
- Prejudged Asset Details: Program
 - Asset Requirements:
 - 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 URL is accessible to judges. If the URL cannot be viewed, a score of zero will be given for the prejudged portion. 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
 - The prejudged asset is judged before the SLC. Based on the highest scores on the prejudged asset, a maximum number of 5 will advance to the SLC presentation round.



2026–2027 New York State Competitive Events

High School



- Prejudged assets will not be returned.
 - Research
 - Information must be supported by credible, well-documented sources.
 - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Presentation Details
 - Venue & Format
 - Presentations are not open to conference attendees.
 - 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
 - Presentations must be delivered using no more than three personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
 - 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/power 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 judges table.
 - 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.
 - Event Specific Information: Competitors should incorporate the following aspects in response to the topic:
 - **Code Quality & Structure:** Demonstrate organized, readable code using clear structure & meaningful function names.
 - **User Experience:** Design a program that is easy to navigate with clear instructions for the user.
 - **Input Validation:** Apply input checks that ensure the data is in the correct format & makes sense.
 - **Functionality:** Explain how the program solves the assigned problem & connects to the topic.
 - **Data & Logic:** Use appropriate data structures & logical flow to support program goals.
 - **Documentation:** Include all required documentation & credit any external resources used:
 - A readme file that explains how to use the program
 - The source code
 - A list of any templates or libraries used
 - Clear credit for any outside resources
- In team presentations, all members must actively participate in the delivery of the presentation

Scoring

- Based on the highest scores on the prejudged component, a maximum number of 5 will advance to the SLC final round.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.





2026–2027 New York State Competitive Events

High School



Introduction to 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	No commentary provided	Commentary provided but is not logical	Commentary provided assist judges throughout the demonstration	Comments provided are logical, useful, & complete	
	0 points	1-6 points	7-8 points	9-10 points	
The program is modular in a way that makes logical, readable sense	The program is written as one large block with no use of functions, methods, or modular structure.	Some attempt is made to break the program into sections, but the structure is unclear, inconsistent, or difficult to follow.	The program uses a modular structure with clear functions or methods. Each part of the program is organized in a way that makes sense & supports readability.	The program is highly organized with well-named, purpose-driven functions or modules. The structure makes the code easy to read, understand, & maintain, showing a strong understanding of clean programming practices.	
	0 points	1-6 points	7-8 points	9-10 points	
User Experience					
User interface is intuitive or clear instructions are provided	No instructions provided & is not intuitive	Instructions provided or program is not intuitive	Appropriate & clear instructions are provided	Program is intuitive & clear instructions are provided	
	0 points	1-6 points	7-8 points	9-10 points	
Users can easily navigate between pages	No help menu or navigation system incorporated	Includes basic help menu & usable navigation	Interface contains no spelling errors, has interactive help menu, & has no navigation errors	Program use also includes an intelligent feature such as an interactive Q&A	
	0 points	1-6 points	7-8 points	9-10 points	
User input is validated	User input isn't validated	User input validation attempted, but does not catch important edge cases or is not done correctly	User input is validated	Input validation applied on both syntactical & semantic levels	
	0 points	1-2 points	3-4 points	5 points	
Functionality					
Program addresses all parts of the prompt	Program does not address the topic/problem	Program addresses the topic/problem at a minimal level	Program fully addresses the topic/problem	Program fully addresses the topic/problem, & the correlation is explained in the instructions	
	0 points	1-6 points	7-8 points	9-10 points	
Program generates a presentable report	Output reports are not accurate or not available	Output reports are not sufficient to analyze data	Output reports are error free & provide all necessary information to analyze data	Output reports allow user to customize & analyze information	
	0 points	1-6 points	7-8 points	9-10 points	
Data storage	There is no storage of data	Variables are used inconsistently, or in a way that is unclear	Variable name & usage is clear. Variables store data that updates when necessary. Each variable performs only one job, & the correct data type is used	More complex data storage such as arrays & lists are used where appropriate & variable scope makes sense	
	0 points	1-2 points	3-4 points	5 points	
Documentation					
Comprehensive documentation is included: readme file, source code, templates/libraries used, & attribution for any open-source or copyrighted material.	No documentation is provided, or required components are missing entirely.	Some documentation is provided, but it is incomplete, unclear, or missing key parts (such as attributions or templates used).	Documentation is mostly complete & includes a readme file, source code, & list of templates/libraries. Proper attribution is given where required.	Documentation is thorough, well-organized, & complete. All required components are included, clearly labeled, & professionally presented. Proper credit is clearly given for all external resources.	
	0 points	1-9 points	10-16 points	17-20 points	



2026–2027 New York State Competitive Events

High School



Introduction to Programming Presentation Rating Sheet (page 2)

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 three) ✓ 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		
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)					
Presentation Total (130 points)					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					



2026–2027 New York State Competitive Events

High School



Introduction to Public Speaking (9th & 10th Grade)

Introduction to Public Speaking gives members the opportunity to develop & deliver a speech on a designated topic. This event helps members build confidence, organize ideas, & strengthen their verbal communication skills through a live presentation.

Event Overview

Event Type: Individual

Event Category: Presentation

Event Elements: Speech

Presentation Time: Maximum 5-minute presentation (warning with one minute left), 2-minute question & answer. Time allocations are exclusive. Time may not be shifted between segments.

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- N/A

2026–2027 Topic: Where Leaders Begin: Serving Others

Deliver a speech explaining how serving others helps individuals develop leadership skills, build stronger communities, and create meaningful change. Support your ideas with examples from school, business, or everyday life. How does serving others prepare individuals to become effective leaders??

District Elimination Event

A member may enter only one of these events & must place at their Spring District Meeting (SDM) in order to compete in these events at the SLC:

- Impromptu Speaking
- Introduction to Decision Making (9th & 10th Grades Only)
- Introduction to Public Speaking (9th & 10th Grades Only)
- Job Interview
- Public Speaking

Semi-finalists for the SLC will be based on this formula:

# of Chapters in the District	# of Participants to the SLC
1-10	2
11-20	3
21-30	4
31-40	5
>41	6

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 19, 2025.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- A transcript showing grade level must be given at registration for the Spring District Meeting.

Recognition

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



2026–2027 New York State Competitive Events

High School



Event Administration

- Presentations are not open to conference attendees.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- Venue & Format
 - Presentations occur in-person at the State Leadership Conference (SLC).
 - 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.
 - Reference materials such as visual aids, props, handouts or electronic devices.
 - Links & QR codes, which may be shown but may not be scanned or clicked by judges at any time.
- Copyright Compliance
 - All competitors must comply with state & federal copyright laws.
 - Facts & data must be cited using credible sources.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Introduction to 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> 0 points	<i>Topic is not clearly incorporated into speech</i> 1-6 points	<i>Topic was clearly incorporated into speech</i> 7-8 points	<i>Topic was clearly incorporated & expanded thoroughly throughout the speech</i> 9-10 points	
Introduction Introduce the speech	<i>Speech had no introduction</i> 0 points	<i>Introduction was not clearly presented</i> 1-6 points	<i>Introduction was clearly presented, & topic was defined</i> 7-8 points	<i>Introduction was clearly presented, & topic was defined with an effective transition into the speech body</i> 9-10 points	
Supporting Information (Body) Include accurate & appropriate supporting information	<i>Speech did not have a topic</i> 0 points	<i>Multiple topics presented without clear connections</i> 1-9 points	<i>Central topics were identified, connected, & supported throughout the speech</i> 10-16 points	<i>Central topics were identified, connected, & supported throughout the speech with smooth transitions effectively utilized to support the central topic</i> 17-20 points	
Conclusion Provide effective conclusion connected to the topic & theme	<i>Speech did not have a conclusion</i> 0 points	<i>Conclusion was not clearly presented</i> 1-6 points	<i>Effective conclusion was presented</i> 7-8 points	<i>Conclusion provides connection to entire presentation</i> 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> 0 points	<i>Displayed a distracting & uneven pace, accompanied by noticeable use of filler words</i> 1-6 points	<i>Maintained an appropriate pace with minimal use of filler words</i> 7-8 points	<i>Maintained a well-varied pace & eliminated filler words, fully engaging the audience</i> 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> 0 points	<i>Minimal varied facial expressions and/or eye contact</i> 1-6 points	<i>Appropriate facial expressions & eye contact</i> 7-8 points	<i>Appropriate eye contact, facial expressions, & didn't use notecards</i> 9-10 points	
Speech Delivery – Vocal Clarity Deliver speech with appropriate voice projection	<i>Does not have voice projection</i> 0 points	<i>Minimal voice projection</i> 1-6 points	<i>Appropriate voice projection</i> 7-8 points	<i>Appropriate voice projection & diction</i> 9-10 points	
Speech Delivery – Poise & Presence Deliver speech with self-confidence, & poise	<i>Did not demonstrate self-confidence, poise, or good posture</i> 0 points	<i>Demonstrated self-confidence, poise, or good posture</i> 1-6 points	<i>Demonstrated elevated self-confidence, poise, & good posture</i> 7-8 points	<i>Demonstrated elevated self-confidence, poise, posture, & assertiveness</i> 9-10 points	
Demonstrates the ability to effectively answer questions	<i>Does not respond to questions or responses are completely off-topic.</i> 0 points	<i>Provides incomplete or unclear answers that show limited understanding.</i> 1-6 points	<i>Responds accurately & clearly to most questions, showing adequate understanding.</i> 7-8 points	<i>Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.</i> 9-10 points	

Presentation Protocols

Adherence to Competitive Events Guidelines	<i>Competitor(s) Did Not Follow Guidelines</i> 0 points	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 1-10 points			
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Time Penalty (5 points over allowed time)

Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)

Guidelines Penalty (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

High School



Introduction to Retail & Merchandising (9th & 10th Grade)

Introduction to Retail & Merchandising challenges members to demonstrate their understanding of basic principles in retail operations & merchandising strategies through an objective test. Topics include product placement, inventory control, customer experience, & sales techniques within the retail environment.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- Foundational Retail Knowledge
- Customer Sales & Service
- Stock Handling Procedures
- Inventory Storage & Control
- Career Opportunities
- Visual Merchandising
- Display Techniques

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



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High School



Introduction to Social Media Strategy (9th & 10th Grade)

Introduction to Social Media Strategy allows members to develop & present a marketing strategy centered around a single social media platform. Members demonstrate their understanding of audience engagement, content creation, & campaign effectiveness through a live presentation.

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 with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judge's table
- Internet access

2026–2027 Topic: Tee Off the Fun: Grand Opening of a Family Mini Golf Course

A new family mini golf course is preparing for its grand opening and wants to use social media to introduce its brand, build excitement, and encourage families and friends to visit. Choose one social media platform and create a series of posts that promote the grand opening and showcases the unique experiences the mini golf course has to offer. How can social media generate excitement, attract new customers, and encourage visitors to return for future experiences?

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA events).
- All members of a team must be from the same local 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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- 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).



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High School



- 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 judges table.
 - 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.
- In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information: Competitors should incorporate the following aspects in response to the topic
 - **Use of Industry Terminology:** Demonstrate knowledge of social media by using accurate terms & concepts throughout the presentation.
 - **Strategy & Metrics:** Explain the campaign strategy clearly, including goals, target audience, content planning, & performance metrics. Use metrics to show how success is measured & how decisions were made.
 - **Design & Development Process:** Describe how the campaign was planned & created, including creative choices, tools used, & how the approach was adjusted to better reach the intended audience.
 - **Campaign & Ad Integration:** Present a campaign focused on one social media platform. Include three original, well-developed ads that are clearly connected to the campaign's message & audience.

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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Introduction to Social Media Strategy Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Demonstrates understanding of the event topic	No understanding of event topic OR incorrect topic used 0 points	Understanding of topic inconsistent during the presentation 1-6 points	Demonstrates the topic throughout presentation 7-8 points	Demonstrates use of industry terminology & expertise throughout presentation 9-10 points				
Demonstrate knowledge of a social media strategy & metrics throughout	No reference to social media strategy or metrics is made in the presentation. 0 points	Mentions strategy or metrics briefly but with limited understanding or detail. Metrics may be unclear or unrelated to campaign goals. 1-6 points	Shows clear understanding of social media strategy & includes relevant metrics to measure success. Strategy & metrics support the campaign's purpose 7-8 points	Demonstrates strong understanding of social media strategy with consistent references to goals, audience, content planning, & performance metrics. Metrics are clearly explained & effectively used to support decision-making & campaign evaluation. 9-10 points				
Explains the design & development process	No explanation of the design or development process is provided. 0 points	Gives a brief or unclear explanation of how the campaign or ads were created. Missing key steps or reasoning behind design choices. 1-9 points	Clearly explains the steps taken to design & develop the campaign & ads. Shows understanding of how choices support the campaign's goals. 10-16 points	Provides a clear & detailed explanation of the full design & development process. Describes creative decisions, tools used, & how the campaign evolved to best meet the goals & audience needs. 17-20 points				
Incorporates campaign into presentation	No campaign is included, or campaign does not focus on a single platform or include any developed ads. 0 points	Campaign is included but lacks clarity or development. Fewer than three ads are presented, or ads are not clearly connected to a single platform. 1-9 points	Campaign is focused on one social media platform & includes three relevant ads. Ads are included in the presentation & generally support the campaign's message. 10-16 points	Campaign is clearly centered on one social media platform & features three well-developed, creative ads. Ads are thoughtfully integrated into the presentation & strongly support the campaign's goals, audience, & messaging. 17-20 points				
Substantiates & cites sources used while conducting research	Sources are not cited 0 points	Sources/References are seldom cited to support statements 1-6 points	Professionally legitimate sources & resources that support statements are generally present 7-8 points	Compelling evidence from professionally legitimate sources & resources is given to support statements 9-10 points				
Presentation Delivery								
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared 0 points	Competitor(s) were prepared, but flow was not logical 1-6 points	Presentation flowed in logical sequence 7-8 points	Presentation flowed in a logical sequence; statements were well organized 9-10 points				
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills 0 points	Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection) 1-6 points	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection) 7-8 points	Demonstrated all skills, enhancing the overall presentation 9-10 points				
Demonstrates the ability to effectively answer questions	Does not respond to questions or responses are completely off-topic. 0 points	Provides incomplete or unclear answers that show limited understanding. 1-6 points	Responds accurately & clearly to most questions, showing adequate understanding. 7-8 points	Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation. 9-10 points				
Presentation Protocols								
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines 0 points	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 (preliminary round) ✓ Avoided use of food or live animals ✓ Used only one social media platform 1-10 points						
Time Penalty (5 points over allowed time)								
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty (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

High School



Introduction to Supply Chain Management (9th & 10th Grade)

Introduction to Supply Chain Management challenges members to demonstrate their understanding of the processes involved in the flow of goods, information, & finances within a supply chain. Through an objective test, members explore key concepts such as logistics, inventory control, procurement, & distribution strategies.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- | | |
|--|--|
| <ul style="list-style-type: none"> • Operations • Project Management • Purchasing • Supply Chain Management's Role in Business | <ul style="list-style-type: none"> • Distribution • Supply Chain Management Activities • Inventory Processes • Transportation Strategies |
|--|--|

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



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High School



Job Interview

Job Interview challenges members to develop professional job application materials & demonstrate effective interviewing skills. This event includes prejudged assets, along with a live interview to evaluate communication, poise, & readiness for the workplace.

Event Overview

Event Type: Individual

Event Category: Presentation

Event Elements: Prejudged Asset & Interview

Prejudged Component for SLC finalists: PDF of the Cover Letter & Resume due January 15, 2027

Presentation Time: 10-minute interview

Internet Access: Not provided

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- N/A

District Elimination Event

A member may enter only one of these events & must place at their Spring District Meeting (SDM) in order to compete in these events at the SLC:

- Impromptu Speaking
- Introduction to Decision Making (9th & 10th Grades Only)
- Introduction to Public Speaking (9th & 10th Grades Only)
- Job Interview
- Public Speaking

Semi-finalists for the SLC will be based on this formula:

# of Chapters in the District	# of Participants to the SLC
1-10	2
11-20	3
21-30	4
31-40	5
>41	6

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 19, 2025.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 has two phases: prejudged asset & interview
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Presentations are not open to conference attendees.



2026–2027 New York State Competitive Events

High School



- **Prejudged Asset Details: Cover Letter & Resume**

- Asset Requirements:
 - The competitor must select a job position that they are currently qualified for or will be qualified for by the end of the school year. The chosen position may be part-time, an internship, or full-time.
 - Cover Letter Specifics
 - Must be no longer than one page.
 - Address the letter to: Dr. Terry E. Johnson, Director of Human Resources, Merit Corporation, 1640 Franklin Place, Washington, DC 20041
 - *Note: Merit Corporation is a fictitious company*
 - Resume Specifics
 - Must not exceed two pages in length.
 - Should include the competitor's education, activities, awards/honors, & work/volunteer experience.
 - Photographs are not permitted on the résumé.
 - Assets must be formatted to fit standard 8.5" x 11" paper.
 - Links & QR codes are not permitted.
 - Advisers or others may not assist in preparing the asset. It must be created entirely by the competitor(s).
 - All content must be original & created specifically for this competition.
 - *Note: The assets do not need to follow the FBLA Production Test Reference Guide, formerly known as FBLA Format Guide.*
- Judging & Ownership
 - Assets will be judged prior to the State Leadership Conference (SLC).
 - Prejudged assets will not be returned.

- **Interview Details**

- 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
 - No technology may be brought to the interview.
- Non-Technology Items
 - No materials may be brought to the interview.
 - No items may be left with the judges following the presentation.

Scoring

- The prejudged asset score & preliminary interview round scores will be added together to determine which competitors advance to the final round from each section.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Job Interview Prejudged Assets Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Cover Letter: States job applying for	No job stated	Job stated does not match qualification	States job & shows match of job to qualifications	States job & shows match of job to qualifications with demonstrated experience	
	0 points	1 point	2-3 points	4 points	
Cover Letter: Promotes self in letter – lists skills, achievements, volunteerism, experience, etc.	No self-promotion included	Describes skills & academic achievements, but no volunteerism/work experience included	Describes skills, academic achievements, & volunteerism/work experience	Describes multiple skills, academic achievements, & volunteerism/work experiences	
	0 points	1-3 points	4-6 points	7-8 points	
Cover Letter: States that the resume is included with the letter & asks for interview	No resume statement nor interview requested	States resume included but does not ask for interview	States resume is included & asks for interview	States resume is included, asks for interview, provides opportunity to request more information	
	0 points	1 point	2-3 points	4 points	
Resume: Targets job on cover letter	No job targeted	Targeted job does not match cover letter	Targeted job matches cover letter	Resume supports targeted job on cover letter	
	0 points	1 point	2-3 points	4 points	
Resume: Reader friendly – categories can be found easily, white space utilized, professional fonts & font sizes	Resume is unreadable	Resume design is distracting	Resume is reader friendly	Resume is professional in design for targeted job	
	0 points	1-3 points	4-6 points	7-8 points	
Resume: Includes education, activities, awards/honors, & volunteerism/work experience information	No education, activities, volunteerism, experience information listed	One-two sections included	Three-sections included	Four or more sections support targeted job	
	0 points	1-3 points	4-6 points	7-8 points	
Resume: Brief, concise information	Resume is longer than two pages	Information provided, but in paragraph form	Sections are clearly identified with organized information	Clearly identified & organized information in each section supports targeted job	
	0 points	1 point	2-3 points	4 points	
Spelling & Grammar: Documents are free of spelling, punctuation, & grammatical errors	Three or more errors	Two errors	No spelling errors, & not more than 1 punctuation or grammatical error	No spelling or grammatical errors, & not more than 1 punctuation error	
	0 points	1-2 points	3-4 points	5 points	
All directions followed	Cover letter longer than one page, not addressed correctly; Resume longer than two pages, photograph, link, or QR code included		Cover letter no more than one page, addressed correctly; Resume no more than two pages, no photograph, link, or QR code included; documents submitted as PDF		
	0 points		5 points		
Prejudged Total (50 points)					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					



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High School



Job Interview Presentation Interview Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned				
Job Readiness & Qualifications Selects a job aligned with current or near-future qualifications; demonstrates understanding of job duties & relevance to career goals.	No job is selected, or the job is unrelated to the competitor's skills, experience, or career interests. 0 points	Job is selected but only loosely aligns with the competitor's qualifications; limited understanding of job duties or career relevance is shown. 1-8 points	Job is appropriate based on current or anticipated qualifications; competitor shows a basic understanding of the role & its connection to career goals. 9-12 points	Job is thoughtfully selected & clearly aligned with current or near-future qualifications; competitor demonstrates strong understanding of job responsibilities & clearly connects the role to long-term career goals. 13-15 points					
Interview Preparation & Research Shows evidence of having researched the company or job & connects responses to that knowledge.	No evidence of research is presented; responses are generic & unrelated to the company or position. 0 points	Limited or superficial research is evident; minimal connection is made between responses & the company or role. 1-8 points	Research is apparent; responses include relevant information about the company or job & reflect a general understanding of the position. 9-12 points	Thorough research is clearly demonstrated; responses are tailored to the company & position, showing thoughtful insight & intentional preparation. 13-15 points					
Response Quality & Critical Thinking Answers questions thoughtfully & thoroughly, demonstrating problem-solving, decision-making, & self-awareness.	Responses are off-topic, incomplete, or show no evidence of critical thinking or self-awareness. 0 points	Responses are brief or vague, with limited explanation or reflection; minimal evidence of problem-solving or decision-making. 1-8 points	Responses are clear & mostly thorough, showing basic problem-solving & self-awareness with appropriate examples. 9-12 points	Responses are thoughtful, well-developed, & insightful; consistently demonstrate critical thinking, strong reasoning, & meaningful self-reflection. 13-15 points					
Presentation of Strengths & Experiences Clearly articulates relevant skills, experiences, & accomplishments, providing specific examples when appropriate.	Does not mention any relevant skills, experiences, or accomplishments. 0 points	Mentions a few strengths or experiences, but lacks clarity or specific examples; connections to the job are unclear. 1-8 points	Clearly describes relevant skills & experiences, including at least one specific example to support qualifications for the position. 9-12 points	Articulates multiple strengths & accomplishments with strong, specific examples; clearly connects each to the job & demonstrates how they add value. 13-15 points					
Career Goals & Motivation Communicates short- & long-term career goals & enthusiasm for the position/industry.	Does not express any career goals or interest in the position or industry. 0 points	Career goals are vague or only short-term; limited enthusiasm or connection to the industry is shown. 1-8 points	Clearly communicates both short- & long-term goals with appropriate enthusiasm for the position or field. 9-12 points	Clearly articulates thoughtful short- & long-term goals, showing genuine passion for the position & industry; demonstrates a clear vision for the future & how the role aligns with it. 13-15 points					
Presentation Delivery									
Demonstrates proper greeting, introduction, & closing	Competitor does not use proper greeting, introduction, OR closing 0 points	Competitor greeting, introduction, OR closing was weak 1-6 points	Competitor has strong greeting, introduction, & closing 7-8 points	Competitor is creative in their introduction of themselves & asks for or provides follow-up action in the conclusion 9-10 points					
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills 0 points	Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection) 1-8 points	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection) 9-12 points	Demonstrated all skills, enhancing the overall presentation 13-15 points					
Demonstrates proper verbal & nonverbal communication skills	Verbal & nonverbal communication skills are inappropriate 0 points	Verbal and/or nonverbal communication skills are weak or distracting 1-6 points	All questions were clearly answered using good grammar & appropriate body language 7-8 points	Verbal communication skills are excellent; nonverbal communication is natural 9-10 points					
Presentation Protocols									
Adherence to Competitive Events Guidelines	Competitor did not follow guidelines 0 points		Execution Aligned with Guidelines: ✓ No technology used ✓ Did not bring materials to the interview ✓ Did not leave materials behind after the presentation 1-10 points						
Add Prejudged Materials Score (maximum 50 points) – Preliminary Round only									
Time Penalty (5 points over allowed time)									
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)									
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)									
Presentation Total (170 points total for Preliminary Round/120 points total for Final Round)									
Name(s):									
School:									
Judge Signature:									
Comments:									
	Date:								



2026–2027 New York State Competitive Events

High School



Journalism

Journalism challenges members to demonstrate their knowledge of journalistic principles, media ethics, & the business of news through an objective test. This event encourages exploration of topics such as news writing, reporting, editing, & the evolving role of journalism in a digital economy.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- Basic Communication Skills
- Writing Skills
- Editing
- Fundamental Principles of Journalism
- Research & Investigation
- Compose New Stories

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Local Chapter Annual Business Report

Local Chapter Annual Business Report gives chapter members the opportunity to document & present their Program of Work & accomplishments from the year. This event includes a prejudged asset & a live presentation, highlighting the chapter's goals, activities, & overall impact.

Event Overview

Event Type: Team of 1, 2 or 3 members present the chapter project

Event Category: Chapter Event

Event Elements: Prejudged Asset (Report) & Presentation

Prejudged Asset: PDF of the 17-page report must be uploaded by January 15, 2026

Presentation Time: 3-minute set-up, 7-minute presentation (warning with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judge's table

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA events).
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- All members of a team must be from the same local 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

- This event has two phases: prejudged asset (report) & presentation.
- Presentations are not open to conference attendees.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- The prejudged asset is judged before the SLC. Based on the highest scores on the prejudged asset, a maximum number of 5 will advance to the SLC presentation round.
- Prejudged Asset Details: Report
 - Asset Requirements:
 - All content must be original & created specifically for this competition.
 - QR codes & links are not allowed in the asset.
 - Advisers or others may not assist in preparing the project. It must be created entirely by the competitor(s).
 - Assets must be new, original work & may not have been submitted at any previous State Leadership Conference.
 - Judging & Ownership
 - Assets will be judged prior to the State Leadership Conference (SLC).
 - Prejudged assets will not be returned
 - Event Specific Information
 - Number of Pages: The report will be no more than seventeen (17) pages.
 - Reports should follow the rating sheet sequence & be formatted to fit on 8 ½" x 11" paper.
 - The first page (front cover) should include the name of school, state, & school year (2026–2027) on the cover.
 - The second page must include a table of contents & each page must be numbered.
 - Divider pages & appendices are optional & must be included in the page count.



2026–2027 New York State Competitive Events

High School



- Reports must describe chapter activities conducted from the end of the 2025 SLC to the end of the 2026 SLC.
- Supporting materials related to chapter activities are clearly presented, relevant to the project, & displayed professionally.
- *Note:* The report does not need to follow FBLA Production Test Reference Guide, formerly known as FBLA Format Guide.
- Preliminary Presentation Details
 - 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
 - Prejudged asset, visual aids, samples, notes, & other physical materials related to the project may be used.
 - Items may be placed on the judges table.
 - 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.
 - In team presentations, all members must actively participate in the delivery of the presentation.
 - Event Specific Information: Competitors should incorporate the following aspects in the presentation
 - Presentations must describe chapter activities conducted from the end of the 2025 SLC to the end of the 2026 SLC.
 - **Outline the Program of Work & Chapter Activities:** Explain the chapter's program of work & summarize the year's activities in a clear, chronological format. Connect each activity to chapter goals & objectives.
 - **Describe Member-Focused Activities:** Highlight chapter efforts that support members in the areas mentioned in the rating sheet.
 - **Describe Community & State/National Service:** Include service initiatives that benefit others, as mentioned in the rating sheet.
 - **Summarize Conferences & Recognition:** Provide details about these areas listed in the rating sheet.

Scoring

- Based on the highest scores on the prejudged component, a maximum number of 5 will advance to the SLC final round.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Local Chapter Annual Business Report Prejudged Asset (Report) Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Include "State of the Chapter" remarks to current members by chapter president. Report on membership numbers & size of school & community.	No remarks or data on membership, school, or community population are included. 0 points	Remarks are vague or incomplete, & membership or population data are missing or unclear. 1-6 points	Includes a clear message from the chapter president & provides accurate membership, school, & community population data. 7-8 points	Include "State of the Chapter" remarks to current member by chapter president. Report on membership numbers & population size of school & community. 9-10 points	
Program of Work	Program of Work not included in report 0 points	Program of Work is a calendar of activities/events 1-8 points	Program of Work is a calendar with some objectives 9-12 points	Program of Work is an extensive document with alignment to specific chapter goals & objectives 13-15 points	
Report activities to benefit chapter & its members: • Recruitment • Leadership Development • Career Exploration & Preparation • Business Partnerships • Chapter Fundraising • Public Relations & Chapter Publicity	No activities in the listed areas are described or included in the report. 0 points	Few activities are mentioned, with limited explanation or unclear connection to chapter/member benefit. 1-8 points	Includes relevant activities in most listed areas with clear descriptions of how they supported the chapter & its members. 9-12 points	Thoroughly details a wide range of well-executed activities in all areas, clearly demonstrating meaningful impact on chapter growth & member development. 13-15 points	
Describe activities to benefit other individuals & organizations: • State Projects & Programs • National Projects & Programs • Other community service projects	No activities benefiting others or outside organizations are described in the report. 0 points	Mentions a few activities with minimal detail or unclear connection to state, national, or community service efforts. 1-8 points	Describes relevant activities supporting state, national, & community service initiatives, with clear explanation of purpose & outcomes. 9-12 points	Provides detailed, well-organized descriptions of impactful activities across all categories, highlighting meaningful service, collaboration, & results beyond the chapter. 13-15 points	
Include conferences attended & recognition received: • Participation in FBLA conferences • Other chapter & individual recognitions earned • Competitive event winners & participation	No conferences, recognitions, or competitive event participation are mentioned. 0 points	Includes limited or unclear details about conference attendance or recognition, with minimal connection to chapter involvement. 1-8 points	Clearly outlines conference participation, recognitions earned, & competitive event results with appropriate detail. 9-12 points	Provides a comprehensive & well-organized summary of conference involvement, awards, & competitive successes, demonstrating strong chapter engagement & achievement. 13-15 points	
Report Format					
Formatted & designed as business report Note: does not need to follow Production Test Reference Guide	Does not format document 0 points	Inconsistent formatting, excessive white space, and/or unrelated graphics and/or photos 1-2 points	Consistent formatting throughout the report 3-4 points	Utilizes full bleed, effective use of space, related defined graphics, & consistent formatting 5 points	
Chapter activity documentation included accurately & professionally displayed.	No documentation included 0 points	Documentation included, but not professionally displayed 1-6 points	Documentation included 7-8 points	Documentation included & enhance the written report 9-10 points	
Include correct grammar, punctuation, & spelling	5 or more grammar, punctuation, or spelling errors 0 points	3-4 grammar, punctuation, or spelling errors 1-2 points	No more than 2 grammar, punctuation, or spelling errors 3-4 points	No more than 1 grammar, punctuation, or spelling error 5 points	
Guideline Protocols					
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines 0 points	Execution Aligned with Guidelines: ✓ Report was submitted as PDF ✓ Links or QR codes were not used (unless in citations) ✓ Report was 17 pages or under ✓ Report followed the sequence of the rating sheet & formatted for 8 ½" x 11" paper ✓ Cover Page with all criteria listed, table of contents included, all pages are numbered 1-10 points			

Prejudge Asset (Report) Total (100 points)

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



2026–2027 New York State Competitive Events

High School



Local Chapter Annual Business Report Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Describe chapter's program of work & summary of year's activities	No evidence of chapter's program of work & summary of year's activities presented	Chapter's program of work & summary of year's activities explained briefly	Chapter's program of work & summary of year's activities clearly outlined	Chapter's program of work & summary of year's activities clearly outlined. Activities are chronological, related to chapter goals/objectives & clearly explained				
	0 points	1-8 points	9-12 points	13-15 points				
Describe activities to benefit chapter & its members: • Recruitment • Leadership Development • Career Exploration & Preparation • Business Partnerships • Chapter Fundraising • Public Relations & Chapter Publicity	No evidence of activities	There is at least one activity described in two of the components listed	There is at least one activity described in four of the components listed	There is at least one activity described in all components listed				
	0 points	1-9 points	10-16 points	17-20 points				
Describe activities to benefit other individuals & organizations: • State Projects & Programs • National Projects & Programs • Other 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: • Participation in FBLA conferences • Other chapter & individual recognition earned • Competitive event winners & participation	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				
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	1-2 points	3-4 points	5 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 (preliminary round) ✓ Avoided use of food or live animals						
	0 points	1-10 points						
Time Penalty (5 points over allowed time)								
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty (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

High School



Marketing

Marketing challenges members to demonstrate their understanding of marketing concepts & strategies through an objective test & a role play scenario. Members apply their knowledge in areas such as market research, branding, promotion, & customer engagement to solve real-world business challenges.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Role Play Event

Event Elements: Objective Test & Interactive Role Play

Objective Test: 50 minute, 100-multiple choice questions

Role Play Time: 20-minute preparation (warning with one minute left), 7-minute presentation (warning with one minute left)

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Objective Test
 - Internet access
 - Test login information provided at test site
- Role Play
 - Two notecards per competitor & pencils
 - Role play scenario

Knowledge Areas

- | | | |
|---|--|---|
| <ul style="list-style-type: none"> Marketing Fundamentals Market Planning Marketing-Information Management | <ul style="list-style-type: none"> Product/Service Management Channel Management Pricing Promotion | <ul style="list-style-type: none"> Selling |
|---|--|---|

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- Competitors may only compete in one of the following events:

- Banking & Financial Systems - Business Ethics - Business Management - Entrepreneurship	- Hospitality & Event Management - International Business - Marketing - Network Design	- Sports & Entertainment Management - Technology & support services
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- All members of a team must consist of individuals from the same chapter.
- Competitors cannot be replaced or substituted between the objective test & role play time.

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 two phases: objective test & interactive role play.
- Objective Test
 - This event consists of an online objective test that is proctored and completed onsite at the SLC.
 - No reference or study materials may be brought to the testing site.
 - Competitors on a team must test individually, starting within minutes of each other. Individual test scores will be averaged for a team score.
 - Personal calculators are not allowed; online calculators will be available within the testing platform.
 - All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible devices will be considered a violation of the Competitive Events Guidelines.



2026–2027 New York State Competitive Events

High School



- The top 5 scoring teams will advance to the interactive role play presentation round.
- Interactive Role Play Presentation
 - Presentations are not open to conference attendees.
 - Competitors will be provided with a single copy of a marketing-related scenario or problem at the beginning of their assigned preparation time. This copy must be shared among team members & 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
 - In team presentations, all members must actively participate in the delivery of the presentation
 - Judges may ask questions during the presentation as part of the interactive role play format
 - Competition ethics demand that competitors do not discuss or reveal the role play until the event has ended.

Scoring

- Objective test 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.
- The team-averaged objective test score determines the top 5 teams advancing to role play round.
- Judges must break ties in the role play presentation. 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Marketing Role Play Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Demonstrates understanding of the role play & defines problem(s) to be solved	No description or role play synopsis provided; no problems defined 0 points	Describes & provides role play synopsis OR defines the problem(s) 1–6 points	Describes & provides role play synopsis & defines the problem(s) 7–8 points	Demonstrates expertise of role play synopsis & definition of the problem(s) 9–10 points	
Identifies alternatives & the pro(s) & con(s) of each	No alternatives identified 0 points	Alternative(s) given but pro(s) and/or con(s) are not analyzed 1–9 points	At least two alternatives given, & pro(s) & con(s) are analyzed 10–16 points	Multiple alternatives given & multiple pros & cons analyzed for each 17–20 points	
Identifies logical solution & aspects of implementation	No solution identified 0 points	Solution provided, but implementation plan not developed 1–9 points	Logical solution & implementation plan provided & developed 10–16 points	Feasible solution & implementation plan developed, & necessary resources identified 17–20 points	
Demonstrates knowledge & understanding of the event knowledge areas: Marketing Fundamentals / Market Planning / Marketing Information Management / Product/Service Management / Channel Management / Pricing / Promotion / Selling	No knowledge areas demonstrated 0 points	One or two knowledge areas are demonstrated 1–9 points	Three knowledge areas are demonstrated 10–16 points	Four or more knowledge areas are demonstrated 17–20 points	
Presentation Delivery					
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared 0 points	Competitor(s) were prepared, but flow was not logical 1–6 points	Presentation flowed in logical sequence 7–8 points	Presentation flowed in a logical sequence; statements were well organized 9–10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills 0 points	Demonstrated 1–2 of the listed skills (confidence, body language, eye contact, or voice projection) 1–6 points	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection) 7–8 points	Demonstrated all skills, enhancing the overall presentation 9–10 points	
Demonstrates the ability to effectively answer questions	Unable to answer questions 0 points	Does not completely answer questions 1–6 points	Completely answers questions 7–8 points	Interacted with the judges in the process of completely answering questions 9–10 points	
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (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

High School



Mobile Application Development

Mobile Application Development allows members to design & develop a functional mobile app based on a given topic. Members present their app to a panel of judges, demonstrating creativity, user interface design, & technical problem-solving in a mobile platform environment.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Presentation

Event Elements: Prejudged Asset & Presentation with a Topic

Prejudged Asset: URL of the application must be uploaded by January 15, 2026

Presentation Time: 3-minute set-up, 7-minute presentation (warning with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judges' Table
- Internet access

2026–2027 Topic: Together We Go: Group Trip Planner

Planning a trip with family or friends often involves coordinating schedules, activities, budgets, and important information. Develop a mobile application that helps groups organize and manage a shared trip from planning through completion. Your application should provide functionality that supports collaboration, communication, scheduling, budgeting, organization, and trip management for multiple users. Competitors should determine the specific features and user experience that best address the needs of travelers. How can your application make planning and enjoying a group trip easier, more organized, and more collaborative?

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA events).
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- All members of a team must be from the same local 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

- This event has two phases: prejudged asset & presentation.
- All members of a team must be from the same local chapter.
- Prejudged Asset Details: Program
 - Asset Requirements:
 - 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 URL is accessible to judges. If the URL cannot be viewed, a score of zero will be given for the prejudged portion. 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
 - The prejudged asset is judged before the 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.



2026–2027 New York State Competitive Events

High School



- Research
 - Information must be supported by credible, well-documented sources.
 - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Presentation Details
 - Venue & Format
 - Presentations are not open to conference attendees.
 - 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
 - Presentations must be delivered using no more than three personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
 - 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/power 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 judges table.
 - 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.
 - Event Specific Information: Competitors should incorporate the following aspects in response to the topic:
 - The platform used to develop the application. The following platforms may be used to develop the project: Google's Android, Apple iOS, or Microsoft Windows Phone.
 - The solution must run standalone with no programming errors.
 - Applications may deploy from a smartphone, tablet, or both, but must be smartphone deployable.
 - Applications do not need to be available for download from a digital-distribution multimedia-content service.
 - The usability & functionality of the program must be demonstrated to the judges.
 - Competitors must show the judges any of the following that are applicable: read me file, source code, documentation of templates/libraries used, documentation of copyright & sources of materials used.
 - The presentation should follow the rating sheet & include the following:
 - Design & Code Quality: Explain the design & implementation of the application.
 - User Experience: Map the user journey & explain your UX design rationale. What focus is on the ease-of-use & accessibility of the interface?
 - Application Functionality: Social media integrations

Scoring

- Based on the highest scores on the prejudged component, a maximum number of 5 will advance to the SLC final round.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Mobile Application Development Prejudged Project Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Application Readability					
Packaged with complete file, readme, & instructions	Incomplete package	All elements of package are included	All elements of package are included, clearly labeled, & functional	Packaging is clear to the point that even though instructions are included, they are unnecessary	
	0 points	1-7 points	8-14 points	15-20 points	
Application functionality	Application does not launch	Application launches	Application launches in appropriate IDE (Xcode, Eclipse, Visual Studio)	Application appears to be compatible with more than one platform when launched	
	0 points	1-7 points	8-14 points	15-20 points	
Documentation & copyright compliance	Documentation & copyright information not addressed or addressed incorrectly		Documentation addressed & substantiated compliance to copyright regulations using visual representation		
	0 points		10 points		
Application Design					
Application addresses the topic/problem	Application does not address the topic/problem	Application addresses the topic/problem at a minimal level	Application fully addresses the topic/problem	Application fully addresses the topic/problem, & the correlation is explained in the instructions	
	0 points	1-14 points	15-21 points	22-30 points	
Navigation	App navigation is unclear	App navigation contains errors	App navigation is clear & contains no more than one error	App navigation is error free & can be used without instruction	
	0 points	1-7 points	8-14 points	15-20 points	
Code	Code is incorrectly written	Code has 3 or more errors	Code is error free & commented appropriately	Code is error free, commented, & written in a consistent language	
	0 points	1-7 points	8-14 points	15-20 points	
Icon & graphics	App does not have a custom icon or graphics	App has a basic custom icon & graphics	App has an icon that tells something about the app	App has an icon that tells something about the app & is integrated into app graphics	
	0 points	1-7 points	8-14 points	15-20 points	
Social media	Social Media is not incorporated	One social media platform is incorporated	Two or more social media platforms are incorporated	App is integrated to work directly with at least one social media application	
	0 points	1-14 points	15-21 points	22-30 points	
Bugs	App has multiple bugs that impair use	App has bugs that do not impair use	App is bug free & operates without errors	App is bug free & offers a bug reporting system should a user later discover a bug	
	0 points	1-14 points	15-21 points	22-30 points	
Penalty Points (5 points for each instance of guidelines not being followed)					

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



2026–2027 New York State Competitive Events

High School



Mobile Application Development Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Design & Code Quality								
Planning Process	No explanation or description of the planning process	Explains the process but does not share tangible planning documents	Explains the process & shares tangible planning documents	Explains process using industry terminology & displays tangible planning documents				
	0 points	1–6 points	7–8 points	9–10 points				
Appropriate use of classes, modules, and/or components	No use of classes, modules, or components	Use of classes, modules, and/or components	Appropriate use of classes, modules, and/or components	Expert use of classes, modules, and/or components				
	0 points	1–2 points	3–4 points	5 points				
Appropriate use of mobile app architectural patterns	No use of architectural patterns	Unclear use of architectural patterns	Appropriate use of architectural patterns	Expert use of architectural patterns				
	0 points	1–2 points	3–4 points	5 points				
Innovation & creativity	No innovation or creativity is demonstrated	Very little innovation or creativity is demonstrated	App is innovative or creative	App is innovative & creative				
	0 points	1–2 points	3–4 points	5 points				
User Experience								
UX Design: User Journey, Design Rationale, Accessibility Features	No UX design presented	Some elements of UX design are presented	UX design presented, with details missing	UX design presented, with details about the design rationale, user journey, & accessibility features highlighted				
	0 points	1–2 points	3–4 points	5 points				
User interface is intuitive or clear instructions are provided	No instructions provided & is not intuitive	Instructions provided or app is not intuitive	Appropriate & clear instructions are provided	App is intuitive & clear instructions are provided				
	0 points	1–2 points	3–4 points	5 points				
Icons/graphical elements are appropriate & consistent	App does not have a custom icon or graphics	App has a basic custom icon & graphics	App has an icon that tells something about the app	App has an icon that tells something about the app & is integrated into app graphics				
	0 points	1–2 points	3–4 points	5 points				
User input is validated	User input isn't validated	User input is somewhat validated	User input is validated	Input validation applied on both syntactical & semantic levels				
	0 points	1–2 points	3–4 points	5 points				
Application Functionality								
Program addresses all parts of the prompt	Application does not address the topic/problem	Application addresses the topic/problem at a minimal level	Application fully addresses the topic/problem	Application fully addresses the topic/problem, & the correlation is explained in the instructions				
	0 points	1–6 points	7–8 points	9–10 points				
Integrated with social media	Social media is not incorporated	One social media platform is incorporated	Two or more social media platforms are incorporated	App is integrated to work directly with at least one social media application				
	0 points	1–2 points	3–4 points	5 points				
Data handling & storage	No consideration of data handling & storage practices	Minimal consideration of data handling & storage practices with basic implementation	Adequate data handling & storage practices implemented with attention to data integrity & security	Comprehensive & secure data handling & storage practices implemented, ensuring data integrity, accessibility, & protection				
	0 points	1–2 points	3–4 points	5 points				
Documentation & copyright compliance	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	1–2 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 three) ✓ 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 (preliminary round) ✓ Avoided use of food or live animals						
	0 points	1–10 points						
Time Penalty (5 points over allowed time)								
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty (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

High School



Network Design

Network Design challenges members to demonstrate their understanding of networking concepts & infrastructure through an objective test & a role play scenario. Members apply their knowledge to design, implement, & troubleshoot network solutions that meet the needs of a business or organization.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Role Play Event

Event Elements: Objective Test & Interactive Role Play

Objective Test: 50 minute, 100-multiple choice questions

Role Play Time: 20-minute preparation (warning with one minute left), 7-minute presentation (warning with one minute left)

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Objective Test
 - Internet access
 - Test login information provided at test site
- Role Play
 - Two notecards per competitor & pencils
 - Role play scenario

Knowledge Areas

- | | | |
|--|--------------------------|---|
| • Network Installation & Configuration | • Network Administration | • Network Protocols, Services, & Access |
| • Network Security & Recovery | • Network Planning | |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- Competitors may only compete in one of the following events:

○ Banking & Financial Systems	○ Hospitality & Event Management	○ Sports & Entertainment Management
○ Business Ethics	○ International Business	○ Technology & support services
○ Business Management	○ Marketing	
○ Entrepreneurship	○ Network Design	
- All members of a team must consist of individuals from the same chapter.
- Competitors cannot be replaced or substituted between the objective test & role play time.

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 two phases: objective test & interactive role play.
- Objective Test
 - This event consists of an online objective test that is proctored and completed onsite at the SLC.
 - No reference or study materials may be brought to the testing site.
 - Competitors on a team must test individually, starting within minutes of each other. Individual test scores will be averaged for a team score.
 - Personal calculators are not allowed; online calculators will be available within the testing platform.
 - All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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.



2026–2027 New York State Competitive Events

High School



- Interactive Role Play Presentation
 - Presentations are not open to conference attendees.
 - Competitors will be provided with a single copy of a network design–related scenario or problem at the beginning of their assigned preparation time. This copy must be shared among team members & 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
 - In team presentations, all members must actively participate in the delivery of the presentation
 - Judges may ask questions during the presentation as part of the interactive role play format
 - Competition ethics demand that competitors do not discuss or reveal the role play until the event has ended.

Scoring

- Objective test 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.
- The team-averaged objective test score determines the top 5 teams advancing to role play round.
- Judges must break ties in the role play presentation. 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Network Design Role Play Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Demonstrates understanding of the role play & defines problem(s) to be solved	No description or role play synopsis provided; no problems defined	Describes & provides role play synopsis OR defines the problem(s)	Describes & provides role play synopsis & defines the problem(s)	Demonstrates expertise of role play synopsis & definition of the problem(s)	
	0 points	1-6 points	7-8 points	9-10 points	
Identifies alternatives & the pro(s) & con(s) of each	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	1-9 points	10-16 points	17-20 points	
Identifies logical solution & aspects of implementation	No solution identified	Solution provided, but implementation plan not developed	Logical solution & implementation plan provided & developed	Feasible solution & implementation plan developed, & necessary resources identified	
	0 points	1-9 points	10-16 points	17-20 points	
Demonstrates knowledge & understanding of the event knowledge areas: Network Installation & Configuration / Network Security & Recovery / Network Administration / Network Planning / Network Protocols, Services, & Access	No knowledge areas demonstrated	One or two knowledge areas are demonstrated	Three knowledge areas are demonstrated	Four or more knowledge areas are demonstrated	
	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	Unable to answer questions	Does not completely answer questions	Completely answers questions	Interacted with the judges in the process of completely answering questions	
	0 points	1-6 points	7-8 points	9-10 points	
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (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

High School



Networking Infrastructures

Networking Infrastructures challenges members to demonstrate their knowledge of network administration & infrastructure through an objective test. This event covers topics such as network design, protocols, hardware, & security, highlighting the importance of reliable connectivity in today's digital workplace.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- | | | |
|-------------------------------------|--------------------------------|-----------------------------------|
| • Networking Basics | • Network Security | • Network Hardware & Connectivity |
| • Network Topologies & Architecture | • Network Protocols & Standard | |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Organizational Leadership

Organizational Leadership challenges members to demonstrate their understanding of leadership principles within a business context through an objective test. This event explores topics such as leadership styles, team management, motivation, & ethical decision-making, preparing members to lead effectively in organizational settings.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- | | | |
|----------------------------------|---------------------------------|-------------------------------|
| • Role of Management in Business | • Manage Business Relationships | • Critical-Thinking Skills |
| • Leadership | • Human Resources Management | • Manage Stressful Situations |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Outstanding New Chapter of the Year– New York State–Only Event – Not a National Event

The Outstanding New Chapter of the Year event is designed to encourage new & reactivated chapters to develop local chapter activities that will benefit the student members, the school, & the community. The outstanding chapters that are chosen serve as examples of the enthusiasm & careful planning new chapters can achieve for their members.

Newly chartered or reactivated chapters may enter this event once during their first two years of FBLA. (Reactivated chapters must have been inactive for a minimum of 5 years)

Event Overview

Event Type: Adviser & 1 to 4 chapter members attend the interview

Event Category: Chapter Event

Event Elements: Prejudged Scrapbook & Interview

Prejudged Component: PDF of the Digital Scrapbook uploaded by March 1, 2027. Maximum upload size is 512 MB.

Internet Access: Not provided

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Judge's table

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 has two parts: prejudged digital scrapbook & interview.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- Prejudged Digital Scrapbook
 - Scrapbook Specifics
 - Chapters must use either Google Slides or Microsoft PowerPoint to create the digital scrapbook.
 - Slide One is the title slide & must include the school name & school year.
 - Slide Two is the Judges' Rating Sheet with your points claimed.
 - Slide Three is the Table of Contents. Include slide numbers on the slides.
 - Points can be claimed for chapter activities starting immediately after the previous State Leadership Conference to the close of the current State Leadership Conference during which the chapter is competing for recognition.
 - Proof of all points claimed must be evident in the scrapbook. The judges' rating sheet, indicating points, must be on the second slide.
 - A maximum of two (2) photos per event – one of which must show membership participation.
 - Evidence must be submitted in sequence of items followed on the judges' rating sheet. A table of contents must be included as the third slide.
 - Points used for one function may not be used for another function, with the exception of items used in New York State Program of Work & articles used in publicity. Example: A social event such as a dance cannot be used as a chapter meeting.



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- When the guidelines require a verified report, a chapter adviser's signature is required at the end of the descriptive report.
- All attendance records must be verified by the chapter adviser through their signature for any section of the scrapbook that has an attendance/participation requirement. Activities conducted from the SLC to the beginning of the new school year should use the previous year's January roster to meet attendance requirements.
- Activities conducted after the beginning of the new school year with attendance requirements should use the most recent official roster.
- A chapter must be awarded a minimum of 390 points to place & be recognized in this event.
- Highlighted activities may be used to fulfill a requirement for the national FBLA Champion Chapter.
- Interview
 - Your chapter will be scheduled for an interview session during the State Leadership Conference. This session should be attended by the adviser & one to four chapter members. Questions posed during the interview must be answered by the chapter members.

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.

OUTSTANDING NEW CHAPTER POINT EXPLANATION

1. MEMBERSHIP – 0 OR 5 POINTS

- Five (5) points are awarded for submitting a printed membership roster (from the national FBLA website) listing the names of all students who are dues paying members of National & New York State FBLA.

2. OFFICIAL FBLA EQUIPMENT – 0 OR 5 POINTS

- Five (5) points are awarded if a chapter has all of the following: banner, gavel, American flag, Roberts' Rules of Order, Newly Revised, 12th Edition, & creed.
- A photo(s) must be submitted.

3. INDUCTION CEREMONY FOR NEW MEMBERS – 0, 10 OR 15 POINTS

- Ten (10) points are awarded for holding an Induction Ceremony for new members.
- Five (5) points are awarded for including the Emblem Ceremony as part of the ceremony.
- This activity may be done in conjunction with Installation of Chapter Officers Ceremony.
- A photo(s) must be submitted.

4. INSTALLATION OF CHAPTER OFFICERS – 0 OR 15 POINTS

- Fifteen (15) points are awarded for holding an Installation of Chapter Officers Ceremony.
- This activity may be done in conjunction with Induction Ceremony for New Members.
- A photo(s) must be submitted.

5. CHAPTER PLANNING – 0, 5, 10 OR 15 POINTS

- Five (5) points will be awarded for holding a planning meeting for newly-elected local chapter officers. A verified attendance report must be submitted.
- Five (5) points will be awarded for preparing a Program of Work for the chapter. (Program of Work guidance is provided in the Chapter Management Handbook.) The Program of Work must be submitted.
- Five (5) points will be awarded for preparing a chapter budget. The budget must be submitted.
- A photo(s) must be submitted.

6. CHAPTER MEETINGS – 0 TO 80 POINTS

- Credit is given for only four (4) meetings with a maximum of twenty (20) points awarded for each meeting at which two-thirds (2/3) of the total chapter membership is in attendance. At least two (2) of the meetings must include: a guest speaker, a field trip, or a film or other special feature for the purpose of promoting a goal of FBLA, the state charity, or the national charity. The same program may be offered twice to meet the required two-thirds (2/3) attendance & will count as one meeting.



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- An agenda & minutes of each of these meetings must be submitted along with a chapter roster indicating which students were in attendance at each meeting.

7. SOCIAL ACTIVITIES – 0 TO 10 POINTS

- The activity should be chapter-wide & include at least one-third (1/3) of the chapter's members or thirty (30) students, whichever is less.
- Credit is awarded for only one (1) activity, for a maximum of ten (10) points.
- Pictures & a verified report must be submitted with a chapter roster indicating which students were in attendance at each meeting.

8. CIVIC/COMMUNITY ACTIVITIES – 0 TO 80 POINTS

- The activities should benefit the out-of-school community and/or the business community. Activities may be held within school facilities for an out-of-school organization. At least one (1) of the activities must benefit the state charity of the given year.
- Credit is given for only two (2) activities. A maximum of forty (40) points may be claimed for each activity.
- Pictures, publicity and/or a verified report must be submitted.

9. SCHOOL SERVICE ACTIVITY– 0 TO 30 POINTS

- This activity should benefit the school and/or students.
- Credit is given for only one (1) activity. A maximum of thirty (30) may be claimed.
- Pictures & publicity or a verified report must be submitted.

10. FUNDRAISING – 0 TO 30 POINTS

- Only one project may be claimed. This project may be a continuation of a previous year's activity.
- Student involvement in planning & organizing the project must be documented (ex: timelines, committee meeting agendas/minutes, photos).
- A verified report including evidence of the financial planning & educational value of the project must be presented. A verified Profit/Loss Statement must be included (5 points).

11. PUBLICITY – 0 TO 50 POINTS

Any combination can be used to a maximum of 50 points. A copy of all articles and/or news items must be submitted with banner & date on that page. (Articles detached from banner will not be considered). Screen shots of electronic articles are acceptable. A verified report or participation in radio and/or TV program must be submitted. This requires a signed statement from the radio/television station, verifying the actual air date of the program

5 points each	• School newspaper release, school district newsletter article or school website • Local (community newspaper release (in print or online) • FBLA district newsletter
10 points each	• State FBLA Newsletter (<i>The FBLA Express</i>) • Radio program in which the members participated
20 points	• Television cable or commercial program that is aired in which the members participated.
10 points	• The chapter has & maintains its own website. The website must be linked to the state website. You must provide the web address & include a screen shot of the homepage in the scrapbook.

12. TALKS OR DEMONSTRATIONS BEFORE CIVIC, BUSINESS, TRADE, OR EDUCATIONAL GROUPS – 0 TO 40 POINTS

- A presentation must be done by two or more chapter members.
- Credit is given for two (2) appearances of twenty (20) points each.
- Pictures, publicity and/or a verified report must be submitted. A verified report includes letters, certificates, or a signed statement from the group.

13. ATTENDANCE AT DISTRICT MEETINGS – 0, 15, OR 30 POINTS

- Fifteen (15) points are given if the chapter is represented at the Fall District Meeting.
- Fifteen (15) points are given if the chapter is represented at the Spring District Meeting.
- Proof of attendance, verified by the District Vice President or Board of Trustee member, must be submitted including names of students attending.

14. ATTENDANCE AT STATE LEADERSHIP CONFERENCE – 0 OR 25 POINTS

- Twenty-five (25) points are given if the chapter is represented at the SLC. The names of students attending must be submitted.



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15. PARTICIPATION IN COMPETITIVE ACTIVITIES AT STATE LEADERSHIP CONFERENCE – 0 TO 115 POINTS

- Points are awarded for each event the chapter participates in at the SLC, including the Who's Who in FBLA event. Participation in the following events will receive ten (10) points each, to a maximum of thirty (30) points:
 - Local Chapter Annual Report
 - Chapter Business Display
 - Community Service Project
- Participation in all other events including the State Officer Exam & district elimination events held at the Spring District Meeting will receive five (5) points per event, to a maximum of eighty (80) points.
- A chapter may receive a maximum of five (5) points for having one or more members serve as Internship at the SLC. (Proof of internship will be verified by the Internship Coordinator.)
- A copy of the contest registration form for the State Leadership Conference must be submitted. Documentation verified by the District Vice President & a Board of Trustee member must be submitted for events taken at the Spring District Meeting

16. WINNERS IN STATE LEADERSHIP CONFERENCE COMPETITIVE ACTIVITIES – 0 TO 50 POINTS

- Thirty (30) points are awarded for first place winners; twenty (20) points for second place; ten (10) points for third; five (5) points for fourth & fifth place.
- The panel of judges for this event will determine points to be awarded.

17. STATE OFFICERS – 0 TO 45 POINTS

- Fifteen (15) points are given for each State Officer serving during the current year, regardless of whether they are appointed or elected. If an elected or appointed officer resigns or is removed from office before the completion of their term, no points may be claimed. These points will be verified by the State Officer Adviser.

18. ATTENDANCE AT NATIONAL LEADERSHIP CONFERENCES– 0 TO 30 POINTS

- Ten (10) points are awarded if the chapter is represented by an official delegate at the National Leadership Conference.
- Ten (10) points are awarded if the chapter or a chapter member competes in a competitive event at the National Leadership Conference, excluding open events.
- Ten (10) points are awarded if the chapter is represented at the National Fall Leadership Conference.
- Proof of attendance must be submitted including the names of students attending (conference receipt).

19. WINNERS IN THE NLC COMPETITIVE ACTIVITIES – 0 TO 45 POINTS

- First to tenth place winners at the National Leadership Conference (NLC) may claim points on a scale of three (3) to thirty (30) points. Example: A tenth place winner will receive three (3) points; a first place winner will receive thirty (30) points. A member who receives recognition for Who's Who in FBLA will receive five (5) points. Each chapter may claim a maximum of thirty (30) points in this category.
- Chapters who receive recognition & certificate awards such as Gold Seal Awards of Merit may claim a maximum of one (1) award for a total of five (5) points.
- Chapters who receive recognition awards for individual programs such as Membership Madness, Business Achievement, & 100% Class Participation awards may claim a maximum of two awards for a total of ten (10) points.

20. NEW YORK STATE PROGRAM OF WORK – 0 TO 60 POINTS

- Five (5) points are given for each committee competition a chapter participates in, regardless of whether they win.
- A chapter may only claim points once for each committee competition.
- Copies of items submitted must be included in the Chapter of the Year scrapbook, including a copy of the successful upload notification.

21. SUPPORT OF NYS FBLA FOUNDATION – 0 TO 20 POINTS

- Ten (10) points will be given if the chapter contributes \$50 or more to the NYS FBLA Foundation. Verification by the NYS FBLA Foundation must be submitted.
- Ten (10) points will be given if the chapter contributed a basket, valued at a minimum of \$50, for the NYS FBLA Foundation Basket Auction at the current State Leadership Conference. Receipts for the items included in the basket must be provided to the Auction Coordinator. Verification from the Basket Auction Coordinator is obtained upon submitting the basket & must be handed in at the SLC Registration Table upon registering your chapter to claim the points.



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22. OUTSTANDING ACTIVITY OF THE YEAR – 0 TO 40 POINTS

- Up to forty (40) points will be awarded for one outstanding activity completed during the year.
- This activity must contribute to the personal and/or professional growth of the members & may not be claimed in any other section of the scrapbook.
- One half (1/2) of the chapter membership must participate in the activity.
- Pictures & publicity or a verified report must be submitted along with a chapter roster indicating which students were in attendance.



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Outstanding New Chapter Rating Sheet

Expectation Item	Point Value	Not Demonstrated	Points Claimed*	Points Awarded
1. Membership	0, or 5	0 points		
2. Official FBLA Equipment	0 or 5	0 points		
3. Induction Ceremony for New Members	0, 10, or 15	0 points		
4. Installation of Chapter Officers	0 or 15	0 points		
5. Chapter Planning	0, 5, 10, or 15	0 points		
6. Chapter Meetings	0 to 80	0 points		
7. Social Activities	0 to 10	0 points		
8. Civic/Community Activities	0 to 80	0 points		
9. School Service Activities	0 to 30	0 points		
10. Fundraising Projects	0 to 30	0 points		
11. Publicity	0 to 50	0 points		
12. Talks or Demonstrations Before Groups	0 to 40	0 points		
13. Attendance at District Meetings	0, 15, or 30	0 points		
14. Attendance at State Leadership Conference	0 or 25	0 points		
15. Participation in Competitive Events at SLC	0 to 115	0 points		
16. Winners of SLC Competitive Events	0 to 50	0 points		
17. State Officers	0 to 45	0 points		
18. Attendance at National Leadership Conference	0 to 30	0 points		
19. Winners of NLC Competitive Events	0 to 45	0 points		
20. NYS Program of Work	0 to 60	0 points		
21. Support of NYS FBLA Foundation	0 to 20	0 points		
22. Outstanding Activity of the Year	0 to 40	0 points		

Total (Maximum possible is 835 points)

*This column is to be filled in by the chapter

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



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Outstanding New FBLA Member (9th & 10th Grade) – New York State–Only Event – Not a National Event

Outstanding New FBLA Member (9th & 10th Grade) is a competitive event demonstrating a member's first year in FBLA & interviewing techniques. This competitive event consists of prejudged materials & presentation (interview) components.

Event Overview

Event Type: Individual

Event Category: Presentation

Event Elements: Prejudged Asset & Interview

Prejudged Asset: PDF of the 10–page report must be uploaded by January 15, 2026

Presentation Time: 7-minute presentation

Internet Access: Not Provided

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- N/A

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- A transcript showing grade level must be uploaded with registration by January 15, 2027

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 phases: prejudged asset, & presentation (interview)
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- Based on the highest scores on the prejudged component, a maximum number of 5 will advance to the SLC final round.
- Presentations are not open to conference attendees.
- Prejudged Materials
 - 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.



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- Competitors must prepare materials. Advisers & others are not permitted to write the report. Reports must be original, current, & not submitted for a previous SLC.
- The report is prejudged before the SLC. Based on the highest scores on the prejudged component, a maximum number of 5 will advance to the SLC final round.
- Performance Details
 - 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
 - Prejudged materials, visual aids, & samples related to the project may be used during the presentation; however, no items may be left with the judges or audience.
- No animals (except authorized service animals) will be allowed for use in any competitive event.

Scoring

- Based on the highest scores on the prejudged component, a maximum number of 5 will advance to the SLC final round.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



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High School



Outstanding New FBLA Member (9th & 10th Grade) 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	
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (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

High School



Parliamentary Procedure Individual

Parliamentary Procedure allows members to demonstrate their understanding of the principles & practices used to conduct orderly & efficient meetings. This event includes an objective test.

The highest scoring underclassmen on the Parliamentary Procedure exam, who submits a State Officer Application, passes the State Officer Exam at the SDM, & meets all appropriate criteria will be eligible for the position of State Parliamentarian. Such candidates will be notified prior to SLC regarding their eligibility

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- | | | |
|---|---|--|
| <ul style="list-style-type: none"> Foundations of Parliamentary Procedure Parliamentary Terminology | <ul style="list-style-type: none"> Meeting Structure & Order of Business Handling Motions & Rules of Debate | <ul style="list-style-type: none"> Classification of Motions Voting, Elections, & Nominations Boards & Committees |
|---|---|--|

The objective test for this event will be based on *Robert's Rules of Order, Newly Revised, 12th edition*

District Elimination Event

A member must take the objective test at their Spring District Meeting (SDM) with winners announced at SLC.

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit a maximum of two entries (**this includes any State Officer candidates**).
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Parliamentary Procedure Team

Parliamentary Procedure allows members to demonstrate their understanding of the principles & practices used to conduct orderly & efficient meetings. This event includes an objective test & a role play scenario, where members apply parliamentary law through simulated meeting activities.

The highest scoring underclassmen on the Parliamentary Procedure exam, who submits a State Officer Application, passes the State Officer Exam at the SDM, & meets all appropriate criteria will be eligible for the position of State Parliamentarian. Such candidates will be notified prior to SLC regarding their eligibility

Event Overview

Event Type: Team of 4 or 5 members

Event Category: Role Play Event

Event Elements: Objective Test, 100-multiple choice questions & Role Play

Objective Test Time: 50 minutes

Role Play Time: 20-minute preparation (warning with one minute left), 10 minute presentation time (warning with one minute left)

Items Competitor Must Provide for SLC Performance

- Conference-provided nametag
- Attire that meets the NYS FBLA Dress Code
- Reference materials
- Gavel & sounding block

Items FBLA Provides Onsite at SLC

- Two notecards per competitor & pencils
- Role play scenario

Knowledge Areas

- | | | |
|--|---|------------------------------------|
| • Foundations of Parliamentary Procedure | • Meeting Structure & Order of Business | • Classification of Motions |
| • Parliamentary Terminology | • Handling Motions & Rules of Debate | • Voting, Elections, & Nominations |
| | | • Boards & Committees |

The objective test & presentation criteria for this event will be based on *Robert's Rules of Order, Newly Revised, 12th edition*

District Elimination Event

Members must take the objective test at their Spring District Meeting (SDM) in order to compete in the performance at the SLC. The finalists for this event are based on the top 5 highest scoring teams in the state & will be announced after all SDMs have been completed.

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 19, 2025.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- All members of a team must consist of individuals from the same chapter.
- All team members are expected to actively participate in the presentation.
- Competitors cannot be replaced or substituted between the objective test & role play time.

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 two phases: objective test & interactive role play
- Objective Test
 - This event has an objective test administered online at the SDM.
 - No reference or study materials may be brought to the testing site.
 - Competitors on a team must test individually, starting within minutes of each other. Individual test scores will be averaged for a team score.



2026–2027 New York State Competitive Events

High School



- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 at the SLC.
- Role Play Details: The Meeting
 - Presentations are not open to conference attendees
 - Competitors will be provided with a single copy of a parliamentary procedure-related scenario or problem at the beginning of their assigned preparation time. This copy must be shared among team members & may only be accessed within the designated preparation area.
 - The role play scenario will simulate a regular chapter meeting & will be distributed to competitors at the start of their assigned preparation time.
 - Competitors may use parliamentary procedure reference materials during the preparation period only. No scripts may be brought into or created in the preparation room.
 - 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.
 - The following items may be brought into both the prep & presentation rooms:
 - One gavel/sounding block
 - A printed copy of the role play
 - A treasurer's report (created prior to competition)
 - Minutes from a previous meeting (created prior to competition)
 - *Note:* The secretary may take notes during the meeting but will not transcribe them into formal minutes.
 - No additional technology, reference materials, visuals, or props beyond the two notecards may be used during the presentation.
 - Presentation Expectations
 - The presentation must simulate a complete regular chapter meeting, beginning with a Call to Order & ending with Adjournment.
 - Required business items from the role play must be addressed in the proper order of business. Additional meeting business should also be conducted.
 - The presentation must demonstrate the use of all five classes of motions if listed in the role play: Main, Subsidiary, Privileged, Incidental, Motions that bring a question again before the assembly
 - Competition ethics demand that competitors do not discuss or reveal the role play until the event has ended.

Scoring

- 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.
- The team-averaged objective test score determines the top 5 teams advancing to role play round.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Parliamentary Procedure Role Play Presentation Rating Sheet

Expectation Item	Not Completed	Completed	Completed & Correct	Points Earned		
Business of Meeting						
Main Motion	0 points	1-6 points	7-10 points			
Subsidiary Motion	0 points	1-6 points	7-10 points			
Privileged Motion	0 points	1-6 points	7-10 points			
Incidental Motion	0 points	1-6 points	7-10 points			
Bring Again Motion	0 points	1-6 points	7-10 points			
Business of Meeting						
Call to Order	0 points	1-3 points	4-5 points			
Problem Addressed	0 points	1-16 points	17-25 points			
Proper Use of Parliamentary Terms	0 points	1-6 points	7-10 points			
Voices Projected & Expressions Clear	0 points	1-3 points	4-5 points			
Presiding Official Remained Impartial	0 points	1-3 points	4-5 points			
Members took initiative in meeting	0 points	1-3 points	4-5 points			
Meeting Adjournment	0 points	1-3 points	4-5 points			
Presentation Protocols						
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines	Execution Aligned with Guidelines: ✓ Presentation aligned with the assigned topic ✓ Did not leave materials behind after the presentation ✓ Only items listed in the guidelines were brought to prep & presentation rooms				
	0 points	1-10 points				
Time Penalty (5 points over allowed time)						
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)						
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)						
Presentation Total (120 points)						
Name(s):						
School:						
Judge Signature:						
Comments						
	Date:					



2026–2027 New York State Competitive Events

High School



Personal Finance

Personal Finance challenges members to demonstrate their understanding of essential financial skills through an objective test. This event covers topics such as budgeting, saving, credit, investing, & responsible financial decision-making, helping members build a foundation for lifelong financial wellness.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- | | | |
|---------------------------|--------------------------------|----------------------|
| • Principles of Money | • Financial Services Providers | • Financial Literacy |
| • Financial Needs & Goals | • Investment Strategies | • Risk Management |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Project Management

Project Management challenges members to demonstrate their understanding of key project management concepts through an objective test. This event covers areas such as planning, scheduling, budgeting, risk management, & team coordination, reflecting the skills needed to successfully lead & execute projects in a business setting.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- Foundational Knowledge
- Executing, Monitoring, & Controlling a Project
- Closing a Project
- Initiating & Planning a Project

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Public Administration & Management

Public Administration & Management challenges members to demonstrate their understanding of how government functions & its role in society through an objective test. This event explores topics such as public policy, organizational structure, budgeting, & the intersection of political & economic systems.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- | | | |
|------------------------------|------------------------------|---------------------|
| • Public Finance | • Communication | • Public Management |
| • Public Policy & Governance | • Public Sector Fundamentals | • Ethics |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Public Service Announcement

Public Service Announcement (PSA) gives members the opportunity to create a 60-second video that raises awareness about a specific issue. Members research the topic, define a clear objective, & develop a compelling message. The event includes a presentation component where the PSA is shown to judges & the creative & production process is explained.

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 with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judge's Table
- Internet access

2026–2027 Topic: Every Bite Counts: Reducing Food Waste

Create a public service announcement (PSA) that encourages individuals and families to reduce food waste through thoughtful planning, responsible consumption, and sustainable habits. How can your message inspire others to reduce food waste and make a positive impact on their community and the environment?

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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

- Presentations are not open to conference attendees.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- All members of a team must be from the same local chapter.
- 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).



2026–2027 New York State Competitive Events

High School



- 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 judges table.
 - 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.
- In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information: Presentation should cover the following aspects of the PSA
 - The PSA video is shown to the judges.
 - Research, form an objective for the PSA, & create a no-longer-than 60-second video on the topic. Facts & data must be cited & secured from quality sources.
 - The presentation should demonstrate an understanding of the topic with a learning objective for the intended audience; major findings from the topic research; the script writing process; use of different video techniques; a list of equipment & software used; & copyright or sources for the project & PSA.
 - The production must be original content; competitors may not use previously published video clips in the videos submitted for competitions.

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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Public Service Announcement Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Learning Objective Demonstrates understanding of the topic & creates an objective for the intended audience	No understanding of event topic OR incorrect topic used, & no objective created 0 points	Unclear understanding of the topic with or without a learning objective 1–6 points	Clear understanding of the topic with a learning objective 7–8 points	Expert understanding of the topic with a learning objective for the intended audience 9–10 points				
Research Explain the major findings from the topic research	No explanation of research or findings 0 points	Unclearly explains findings from topic research 1–8 points	Clearly explains findings from topic research 9–12 points	Clearly explains the finding from topic research with provided evidence for support 13–15 points				
Script Describe the design development & script writing process	No description of design development & script writing 0 points	Unclearly describes the design development & the script writing process 1–6 points	Clearly describes the design development & script writing process 7–8 points	Clearly describes the design development & the script writing process with supporting evidence 9–10 points				
Techniques Explain video & audio techniques used to create the PSA	No explanation of use or implementation of audio or video 0 points	1–2 techniques used to create the PSA 1–8 points	3–4 techniques used to create the PSA & described 9–12 points	5 or more techniques used to create the PSA & described using expert terminology 13–15 points				
Equipment & Software Explain at least 3 types of equipment and/or software used to create PSA	No explanation of equipment & software 0 points	1 forms of equipment or software utilized to create the PSA 1–6 points	2 forms of equipment or software utilized to create PSA 7–8 points	3 or more forms of equipment or software were used to create the PSA & described using expert terminology 9–10 points				
Copyright/Sources Copyright & source information is noted & documented, & video content is original	Copyright & source information not addressed or addressed incorrectly & video content is not original 0 points	Material violates copyright guidelines; sources are not addressed OR video content is not original 1–6 points	Copyright & source information is documented, & video content is original 7–8 points	Copyright compliance & source information is documented using visual representation, & video content is original 9–10 points				
PSA Video Presentation	PSA is not shown during the presentation 0 points		PSA is shown during the presentation 5 points					
Presentation Delivery								
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared 0 points	Competitor(s) were prepared, but flow was not logical 1–6 points	Presentation flowed in logical sequence 7–8 points	Presentation flowed in a logical sequence; statements were well organized 9–10 points				
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills 0 points	Demonstrated 1–2 of the listed skills (confidence, body language, eye contact, or voice projection) 1–2 points	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection) 3–4 points	Demonstrated all skills, enhancing the overall presentation 5 points				
Demonstrates the ability to effectively answer questions	Does not respond to questions or responses are completely off-topic. 0 points	Provides incomplete or unclear answers that show limited understanding. 1–6 points	Responds accurately & clearly to most questions, showing adequate understanding. 7–8 points	Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation. 9–10 points				
Presentation Protocols								
Adherence to Competitive Events Guidelines	Competitor(s) did not follow guidelines 0 points	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 ✓ PSA was no longer than 60 seconds ✓ 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 (preliminary round) ✓ Avoided use of food or live animals 1–10 points						
Time Penalty (5 points over allowed time)								
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty (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

High School



Public Speaking

Public Speaking allows members to develop & deliver a well-structured speech on a designated topic. This event helps members enhance their confidence, clarity, & persuasive communication skills through a live presentation before a panel of judges.

Event Overview

Event Type: Individual

Event Category: Presentation

Event Elements: Speech

Presentation Time: Maximum 5-minute presentation (warning with one minute left), 2-minute question & answer. Time allocations are exclusive. Time may not be shifted between segments.

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- N/A

2026–2027 Topic: Discipline Over Talent: The Habits of Successful Leaders

Deliver a speech exploring the role discipline plays in achieving personal and professional success. Examine how discipline shapes leadership, influences decision-making, and contributes to achieving long-term goals. Why does discipline often have a greater impact on long-term success than talent alone?

District Elimination Event

A member may enter only one of these events & must place at their Spring District Meeting (SDM) in order to compete in these events at the SLC:

- Impromptu Speaking
- Introduction to Decision Making (9th & 10th Grades Only)
- Introduction to Public Speaking (9th & 10th Grades Only)
- Job Interview
- Public Speaking

Semi-finalists for the SLC will be based on this formula:

# of Chapters in the District	# of Participants to the SLC
1–10	2
11–20	3
21–30	4
31–40	5
>41	6

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 19, 2025.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA events).
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- To be eligible for an award, each competitor must complete all components of the event at the State Leadership Conference.
- 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.



2026–2027 New York State Competitive Events

High School



- In the event there are less than 10 competitors in an event, only the final round will be held at the SLC.
- An equal number of competitors 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 from each section will advance to the final 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.
 - Reference materials such as visual aids, props, handouts or electronic devices.
- Copyright Compliance
 - All competitors must comply with state & federal copyright laws.
 - Facts & data must be cited using credible sources.
- 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 FBLEA 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



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> 0 points	<i>Topic is not clearly incorporated into speech</i> 1–6 points	<i>Topic was clearly incorporated into speech</i> 7–8 points	<i>Topic was clearly incorporated & expanded thoroughly throughout the speech, using personal stories</i> 9–10 points					
Introduction Introduce the topic	<i>Speech had no introduction</i> 0 points	<i>Introduction was not clearly presented</i> 1–6 points	<i>Introduction was clearly presented, & topic was defined</i> 7–8 points	<i>Introduction was clearly presented, & topic was defined with an effective transition into the speech body</i> 9–10 points					
Supporting Information (Body) Include accurate & appropriate supporting information	<i>Speech did not have a topic</i> 0 points	<i>Multiple topics presented without clear connections</i> 1–9 points	<i>Central topics were identified, connected, & supported throughout the speech</i> 10–16 points	<i>Central topics were identified, connected, & supported throughout the speech with smooth transitions effectively utilized to support the central topic</i> 17–20 points					
Conclusion Provide effective conclusion connected to the topic & theme	<i>Speech did not have a conclusion</i> 0 points	<i>Conclusion was not clearly presented</i> 1–6 points	<i>Effective conclusion was presented</i> 7–8 points	<i>Conclusion provides connection to entire presentation</i> 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> 0 points	<i>Displayed a distracting & uneven pace, accompanied by noticeable use of filler words</i> 1–6 points	<i>Maintained an appropriate pace with minimal use of filler words</i> 7–8 points	<i>Maintained a well-varied pace & eliminated filler words, fully engaging the audience</i> 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> 0 points	<i>Minimal varied facial expressions and/or eye contact</i> 1–6 points	<i>Appropriate facial expressions & eye contact</i> 7–8 points	<i>Appropriate eye contact, facial expressions, & didn't use notecards</i> 9–10 points					
Speech Delivery – Vocal Clarity Deliver speech with appropriate voice projection	<i>Does not have voice projection</i> 0 points	<i>Minimal voice projection</i> 1–6 points	<i>Appropriate voice projection</i> 7–8 points	<i>Appropriate voice projection & diction</i> 9–10 points					
Speech Delivery – Poise & Presence Deliver speech with self-confidence, & poise	<i>Did not demonstrate self-confidence, poise, or good posture</i> 0 points	<i>Demonstrated self-confidence, poise, or good posture</i> 1–6 points	<i>Demonstrated elevated self-confidence, poise, & good posture</i> 7–8 points	<i>Demonstrated elevated self-confidence, poise, posture, & assertiveness</i> 9–10 points					
Demonstrates the ability to effectively answer questions	<i>Does not respond to questions or responses are completely off-topic.</i> 0 points	<i>Provides incomplete or unclear answers that show limited understanding.</i> 1–6 points	<i>Responds accurately & clearly to most questions, showing adequate understanding.</i> 7–8 points	<i>Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.</i> 9–10 points					
Presentation Protocols									
Adherence to Competitive Events Guidelines	<i>Competitor(s) Did Not Follow Guidelines</i> 0 points		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 1–10 points						
Time Penalty (5 points over allowed time)									
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)									
Guidelines Penalty (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

High School



Real Estate

Real Estate challenges members to demonstrate their understanding of the real estate industry through an objective test. Members are assessed on key concepts such as property law, real estate finance, market analysis, sales strategies, & ethical practices. This event encourages exploration of the skills & knowledge needed to navigate the real estate sector successfully.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- | | | |
|----------------------------|--------------------------------------|----------|
| • Real Estate Fundamentals | • Real Estate Transactions & Finance | • Ethics |
| • Laws & Regulations | | • Agency |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Retail Management

Retail Management challenges high school members to demonstrate their understanding of core retail operations & strategies through an objective test. Members are assessed on key knowledge areas such as inventory control, sales techniques, merchandising, & product mix.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- | | | |
|---------------------------------|--------------------------------|------------------------|
| • Foundational Retail Knowledge | • Market Planning | • Visual Merchandising |
| • Selling | • Warehousing & Transportation | • Display Techniques |
| • Pricing | • Inventory Control | • Product Mix |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Sales Presentation

Sales Presentation allows members to showcase their ability to effectively sell a product or service of their choice. Members deliver an interactive presentation that highlights their sales techniques, product knowledge, & ability to engage & persuade potential customers.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Presentation

Event Elements: Interactive Presentation

Presentation Time: 3-minute set-up, 7-minute presentation (warning with one minute left). 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judge's table

Note: This event is an interactive presentation with judges.

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA events).
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- All members of a team must be from the same local 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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final 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.
- 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

High 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
 - Musical Instruments
 - 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.
- In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information: Competitors should incorporate the following aspects in their sales presentation/pitch
 - The team may sell whichever product or service they choose.
 - The team shall provide the necessary materials & merchandise for the sales pitch.
 - The sales presentation must be the result of the competitor's own efforts. Facts & working data may be secured from any source.
 - This is an interactive event & judges may ask questions throughout 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Sales Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Presents appropriate greeting	No introduction was presented	The conversation began, but the customer (judge) had to start the presentation	The conversation was initiated by the competitor(s)	Competitor(s) show(s) creativity in their introduction & led to a seamless transition into needs determination	
	0 points	1-6 points	7-8 points	9-10 points	
Able to determine needs	No questions were utilized to determine needs	Competitor(s) ask questions, but specific needs are not determined	Competitor(s) use questions to determine the needs of the customer (judge)	Competitor(s) use questions to determine the need of the customer (judge) & relates the needs to the product or service	
	0 points	1-6 points	7-8 points	9-10 points	
Presenting the product or service	No product/service was presented	Competitor(s) was unable to create interest in the product/service or the features	Competitor(s) was able to create interest in the product/service through knowledge of its features	Competitor(s) was able to convert unnecessary item(s) (wants) into needed item(s) (needs)	
	0 points	1-6 points	7-8 points	9-10 points	
Able to overcome objections	Objections were not addressed or overcome	One objection was overcome	2-3 objections were overcome	All objections were overcome, & sale resulted	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates suggestion selling	No additional items were offered	Additional items were suggested, but did not relate to the product/service	Additional items were suggested that relate to the product/service	Additional items were suggested that relate to product/service & enhance the sale	
	0 points	1-6 points	7-8 points	9-10 points	
Able to close the sale	Sale was not suggested	Competitor(s) asks for the sale but not all objections were addressed	Competitor(s) asks for the sale & there is little apprehension in agreeing	Competitor(s) didn't have to ask for the sale, the presentation confirmed the customer's (judge's) intent to buy	
	0 points	1-6 points	7-8 points	9-10 points	
Demonstrates the ability to develop relationship	No follow up was mentioned	Non-effective follow up was mentioned	Sale was finalized & interest in product/service was established	Relationship was established resulting in customer (judge) loyalty	
	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	
Demonstrates the ability to effectively answer questions	Unable to answer questions	Does not completely answer questions	Completely answers questions	Interacted with the judges in the process of completely answering questions	
	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 (preliminary round) ✓ Avoided use of live animals ✓ Avoided use of musical instruments ✓ Avoided distributing and/or leaving food with judges		
	0 points	1-10 points			
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (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

High School



Securities & Investments

Securities & Investments challenges members to demonstrate their understanding of investment principles & financial markets through an objective test. This event covers topics such as stocks, bonds, mutual funds, portfolio management, & risk analysis, encouraging members to build foundational knowledge in personal & professional investing.

Event Overview

Event Type: Individual

Event Category: Objective Test

Event Elements: 50-minute test; 100-multiple choice questions

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Test login information provided at test site

Knowledge Areas

- Principles of Money
- Financial Markets
- Investment Analysis
- Selecting Investments
- Securities & Investments Industry
- Securities Products

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit two entries.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 an online objective test that is proctored and completed onsite at the SLC.
- Reference or study materials are not permitted at the testing site.
- Personal calculators are not allowed; online calculators will be available within the testing platform.
- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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 Code of Conduct, Competitive Event Guidelines, Dress Code, or are late for the event.



2026–2027 New York State Competitive Events

High School



Social Media Strategies

Social Media Strategies allows members to develop & present a comprehensive marketing campaign using multiple social media platforms. Members demonstrate their ability to engage audiences, create cohesive content, & analyze platform performance through a strategic & creative presentation.

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 with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judges' Table
- Internet access

2026–2027 Topic: Adventure Awaits: Relaunching an Outdoor Adventure Rental Business

An outdoor adventure rental business has recently been renovated and is under new ownership. While demand for outdoor recreation continues to grow, the business has struggled to stand out in a competitive market and has a limited social media presence. Company leaders want to increase awareness, attract new customers, and establish a recognizable brand before the grand reopening. You have been hired as a social media consultant to develop a strategy that supports the business's goals and creates meaningful connections with current and prospective customers. How can a strategic social media campaign transform a local business into a recognized destination for outdoor adventure experiences??

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA events).
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- All members of a team must be from the same local 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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final 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.
- 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.



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High School



- 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.
- In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information: Competitors should incorporate the following aspects in response to the topic
 - Develop a marketing strategy, utilizing social media, to effectively address an opportunity & a strategic approach to a target audience.
 - Demonstrate knowledge of social media marketing beyond community management, including but not limited to developing unique content, effectively utilizing existing content, optimizing content for search, & distributing content across as many platforms as possible within a limited budget.
 - Describe any applicable insight/research methodology as to why you have chosen specific platforms, messaging, content, engagement, & outreach strategies.
 - Overall campaign – images, videos, copywriting, graphic design (if applicable) – is creative & appealing.
 - Planned metrics to measure on the campaign.
 - Final product indicates a clear thought process, a well-formulated campaign, & execution of a firm idea.
 - Effectively communicate required information & drive the campaign toward a clear call-to-action.

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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



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High School



Social Media Strategies Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Develops a social media campaign that effectively addresses the topic for the target audience	<i>Did not explain the campaign</i> 0 points	<i>Provided an unclear explanation of the social media campaign & topic for the target audience</i> 1-6 points	<i>Social media campaign effectively addresses the topic for the target audience</i> 7-8 points	<i>Social media campaign effectively addresses the topic for the target audience with supporting evidence</i> 9-10 points				
Demonstrate knowledge of social media strategies & metrics throughout	<i>No knowledge demonstrated</i> 0 points	<i>Unclearly demonstrated knowledge of social media or metrics</i> 1-6 points	<i>Demonstrates knowledge of social media & metrics</i> 7-8 points	<i>Demonstrates knowledge of social media strategies & metrics with supporting evidence</i> 9-10 points				
Describe the research, & methodology used to develop social media strategies	<i>Research & methodology not described</i> 0 points	<i>Unclearly describes the research & methodology used to create strategies</i> 1-6 points	<i>Clearly describes research & methodology used to create social media strategies</i> 7-8 points	<i>Clearly describes the research & methodology used to create social media strategies with supporting evidence</i> 9-10 points				
Describes the design & development process used to create campaign content	<i>Design & development process not described</i> 0 points	<i>Unclearly describes the design & development process</i> 1-6 points	<i>Clearly describes design & development process</i> 7-8 points	<i>Clearly describes the design & development with supporting evidence</i> 9-10 points				
Describes social media strategies used to create a clear call-to-action	<i>Does not present social media strategies</i> 0 points	<i>Unclearly describes the social media strategies</i> 1-6 points	<i>Clearly describes social media strategies used to create a clear call-to-action</i> 7-8 points	<i>Clearly describes the social media strategies used to create a clear call-to-action with supporting evidence</i> 9-10 points				
Presents a minimum of three social media posts across multiple platforms	<i>Does not include three social media posts on multiple platforms</i> 0 points	<i>Included three social media posts but not on multiple platforms</i> 1-6 points	<i>Included three social media posts on multiple platforms</i> 7-8 points	<i>Included more than three social media posts on multiple platforms with supporting evidence</i> 9-10 points				
Substantiates & cites sources used while conducting research	<i>Sources are not cited</i> 0 points	<i>Sources/References are seldom cited to support statements</i> 1-6 points	<i>Professionally legitimate sources & resources that support statements are generally present</i> 7-8 points	<i>Compelling evidence from professionally legitimate sources & resources is given to support statements</i> 9-10 points				
Presentation Delivery								
Statements are well-organized & clearly stated	<i>Competitor(s) did not appear prepared</i> 0 points	<i>Competitor(s) were prepared, but flow was not logical</i> 1-6 points	<i>Presentation flowed in logical sequence</i> 7-8 points	<i>Presentation flowed in a logical sequence; statements were well organized</i> 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> 0 points	<i>Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection)</i> 1-6 points	<i>Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection)</i> 7-8 points	<i>Demonstrated all skills, enhancing the overall presentation</i> 9-10 points				
Demonstrates the ability to effectively answer questions	<i>Does not respond to questions or responses are completely off-topic.</i> 0 points	<i>Provides incomplete or unclear answers that show limited understanding.</i> 1-6 points	<i>Responds accurately & clearly to most questions, showing adequate understanding.</i> 7-8 points	<i>Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation.</i> 9-10 points				
Presentation Protocols								
Adherence to Competitive Events Guidelines	<i>Competitor(s) Did Not Follow Guidelines</i> 0 points	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 (preliminary round) ✓ Avoided use of food or live animals						
Time Penalty (5 points over allowed time)								
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty (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

High School



Sports & Entertainment Management

Sports & Entertainment Management challenges members to demonstrate their understanding of the business aspects of the sports & entertainment industries. Through an objective test & a role play scenario, members apply knowledge in areas such as marketing, event planning, sponsorship, & financial management within this dynamic field.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Role Play Event

Event Elements: Objective Test & Interactive Role Play

Objective Test: 50 minute, 100-multiple choice questions

Role Play Time: 20-minute preparation (warning with one minute left), 7-minute presentation (warning with one minute left)

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Objective Test
 - Internet access
 - Test login information provided at test site
- Role Play
 - Two notecards per competitor & pencils
 - Role play scenario

Knowledge Areas

- | | | |
|--|---|--|
| <ul style="list-style-type: none"> Fundamentals of Sports/Entertainment Management & Marketing Product/Service Management Pricing | <ul style="list-style-type: none"> Advertising Basics Publicity & Public Relations Sales Promotion | <ul style="list-style-type: none"> The Sports/Entertainment Management & Marketing Environment Event Planning Sports/Event Distribution |
|--|---|--|

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- Competitors may only compete in one of the following events:

- Banking & Financial Systems - Business Ethics - Business Management - Entrepreneurship	- Hospitality & Event Management - International Business - Marketing - Network Design	- Sports & Entertainment Management - Technology & support services
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- All members of a team must consist of individuals from the same chapter.
- Competitors cannot be replaced or substituted between the objective test & role play time.

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 two phases: objective test & interactive role play.
- Objective Test
 - This event consists of an online objective test that is proctored and completed onsite at the SLC.
 - No reference or study materials may be brought to the testing site.
 - Competitors on a team must test individually, starting within minutes of each other. Individual test scores will be averaged for a team score.
 - Personal calculators are not allowed; online calculators will be available within the testing platform.



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High School



- All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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.
- Interactive Role Play Presentation
 - Presentations are not open to conference attendees.
 - Competitors will be provided with a single copy of a sports & entertainment management-related scenario or problem at the beginning of their assigned preparation time. This copy must be shared among team members & 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
 - In team presentations, all members must actively participate in the delivery of the presentation
 - Judges may ask questions during the presentation as part of the interactive role play format
 - Competition ethics demand that competitors do not discuss or reveal the role play until the event has ended.

Scoring

- Objective test 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.
- The team-averaged objective test score determines the top 5 teams advancing to role play round.
- Judges must break ties in the role play presentation. 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



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High School



Sports & Entertainment Management Role Play Presentation Rating Sheet

Sports & Entertainment Management Role Play Presentation Rating Sheet					Points Earned
Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	
Demonstrates understanding of the 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	
Identifies alternatives & the pro(s) & con(s) of each	<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	
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	1-9 points	10-16 points	17-20 points	
Demonstrates knowledge & understanding of the event knowledge areas: <i>Fundamentals of Sports/Entertainment Management & Marketing/ Product/Service Management/ Pricing/ Advertising Basics/ Publicity and Public Relations/ Sales Promotion/ The Sports/Entertainment Management & Marketing Environment/ Event Planning / Sports/Event Distribution</i>	<i>No knowledge areas demonstrated</i>	<i>One or two knowledge areas are demonstrated</i>	<i>Three knowledge areas are demonstrated</i>	<i>Four or more knowledge areas are demonstrated</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>Unable to answer questions</i>	<i>Does not completely answer questions</i>	<i>Completely answers questions</i>	<i>Interacted with the judges in the process of completely answering questions</i>	
	0 points	1-6 points	7-8 points	9-10 points	
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (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

High School



Supply Chain Management

Supply Chain Management challenges members to apply their understanding of how goods, information, & finances move through a supply chain. Members deliver a presentation that demonstrates their knowledge of logistics, procurement, inventory control, & distribution strategies used to support business operations.

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 with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judges' Table

2026–2027 Topic: The Last Mile Challenge

A national online retailer has experienced rapid growth, resulting in increased customer demand and higher expectations for rapid delivery. While sales continue to increase, delivery costs have risen significantly, order fulfillment times have become inconsistent, and customer satisfaction scores have declined. Company leaders must determine how to improve performance without sacrificing profitability. You have been hired as a supply chain consultant to analyze the organization's challenges and develop a strategy that supports continued growth and long-term success. How can effective supply chain strategies help organizations balance customer expectations, operational efficiency, and profitability?

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure. **Competitors who placed in the top ten in Supply Chain Management at a previous National Leadership Conference are eligible to compete in this event.**
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA events).
- All members of a team must be from the same local 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.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- 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
 - 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.



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- 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/power 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 judges table.
 - 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.
- In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information: Competitors should incorporate the following aspects in response to the topic:
 - **Management Planning**
 - Explain the supply chain structure for launching a limited-edition product line.
 - Identify ethical suppliers & manufacturing partners aligned with the mission.
 - Outline production timelines & logistics for regional or national distribution.
 - **Financial Planning**
 - Estimate production, packaging, & fulfillment costs.
 - Develop pricing strategies that allow for profit & donation margin.
 - Include a brief risk analysis & strategies to manage budget constraints.
 - **Demand Planning**
 - Forecast product demand based on youth market trends & social impact interest.
 - Propose preorders or limited drop campaigns to manage inventory.
 - Recommend adjustments to production based on early interest or regional popularity.

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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



2026–2027 New York State Competitive Events

High School



Supply Chain Management Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned			
Summarizes Supply Chain Management: Explain the overall business or supply chain scenario (industry, product, or service) & the role of supply chain strategy in context.	No explanation of the business or supply chain topic is provided; lacks any reference to supply chain strategy.	Provides a vague or incomplete explanation of the business or supply chain topic with limited or unclear reference to supply chain strategy or its role.	Clearly explains the business or supply chain topic (industry, product, or service) & identifies the role of supply chain strategy in a relevant context.	Thoroughly explains the business or supply chain scenario with strong clarity & detail. Effectively connects the role of supply chain strategy to the topic with insight & relevance, showing understanding of strategic impact.				
	0 points	1–6 points	7–8 points	9–10 points				
Management Planning Outline the structure & operations of the supply chain from a strategic planning lens (e.g., goals, processes, partnerships).	Does not explain the supply chain structure or address suppliers, timelines, or logistics.	Provides a basic or unclear explanation of the supply chain structure. Limited mention of suppliers or manufacturing partners, with little or no connection to ethics or mission. Timelines & logistics are vague or incomplete.	Explains the supply chain structure for the limited-edition product line. Identifies suppliers & manufacturing partners with some alignment to the mission. Provides a general outline of production timelines & logistics for distribution.	Clearly & thoroughly outlines the supply chain structure tailored to a limited-edition product launch. Selects ethical suppliers & manufacturing partners that directly align with the mission. Presents a well-organized production timeline & detailed logistics plan for regional or national distribution.				
	0 points	1–9 points	10–16 points	17–20 points				
Financial Planning Analyze the financial considerations of the supply chain strategy (e.g., cost-benefit decisions, budgeting, efficiency tradeoffs).	Does not address financial elements or show evidence of estimating costs, pricing, or risk analysis.	Identifies some basic costs or general pricing ideas, but lacks detail or accuracy. Risk analysis or budgeting strategies are missing or unclear.	Estimates production, packaging, & fulfillment costs with reasonable detail. Proposes a pricing strategy with attention to profit & donation goals. Briefly addresses risks & budget constraints.	Provides accurate & well-supported estimates for all key cost areas. Develops a thoughtful pricing strategy that balances profitability & donation margin. Clearly identifies potential financial risks & proposes realistic strategies to manage budget constraints.				
	0 points	1–9 points	10–16 points	17–20 points				
Demand Planning Describe how forecasting, demand trends, & customer needs inform decision-making & influence other areas of the plan.	Does not address demand forecasting, market trends, or inventory strategies.	Provides vague or incomplete discussion of demand trends or youth market relevance. Mentions inventory or production without clear connection to demand insights.	Uses youth market or social trend data to forecast demand. Suggests appropriate inventory strategies & explains how production could adjust based on early interest or regional trends.	Demonstrates thorough understanding of demand planning by clearly forecasting based on market trends & values. Proposes strategic inventory management (e.g., preorders, drops) & provides compelling recommendations for production adjustments supported by rationale & potential outcomes.				
	0 points	1–9 points	10–16 points	17–20 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				
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 (preliminary round) ✓ Avoided use of food or live animals						
	0 points	1–10 points						
Time Penalty (5 points over allowed time)								
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)								
Guidelines Penalty (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

High School



Technology Support & Services

Technology Support & Services challenges members to demonstrate their knowledge of help desk operations & IT support through an objective test & a role play scenario. Members apply problem-solving, technical, & customer service skills to address real-world technology support issues in a business setting.

Event Overview

Event Type: Individual

Event Category: Role-Play

Event Elements: Objective Test & Interactive Role Play

Objective Test: 50 minutes, 100-multiple choice questions

Role Play Time: 20-minute preparation time, 7-minute presentation time (warning with one minute left)

Items Competitor Must Provide

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

Items FBLA Provides Onsite

- Objective Test
 - Internet access
 - Test login information provided at test site
- Role Play
 - Two notecards per competitor & pencils
 - Role play scenario

Knowledge Areas

- | | | |
|---------------------------|---------------------------------------|----------------------------------|
| • IT Fundamentals | • Hardware & Software Troubleshooting | • IT Management & Administration |
| • Service Desk Operations | | |

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure. **Competitors who placed in the top ten in Help Desk at a previous National Leadership Conference are not eligible to compete in this event.**
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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.
- Competitors may only compete in one of the following events:

◦ Banking & Financial Systems	◦ Hospitality & Event Management	◦ Sports & Entertainment Management
◦ Business Ethics	◦ International Business	◦ Technology & support services
◦ Business Management	◦ Marketing	
◦ Entrepreneurship	◦ Network Design	
- All members of a team must consist of individuals from the same chapter.
- Competitors cannot be replaced or substituted between the objective test & role play time.

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 two phases: objective test & interactive role play.
- Objective Test
 - This event consists of an online objective test that is proctored and completed onsite at the SLC.
 - No reference or study materials may be brought to the testing site.
 - Competitors on a team must test individually, starting within minutes of each other. Individual test scores will be averaged for a team score.
 - Personal calculators are not allowed; online calculators will be available within the testing platform.
 - All cell phones, smart watches, & headphones must be turned off & put away before competition begins. Visible 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.



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- Interactive Role Play Presentation
 - Presentations are not open to conference attendees.
 - Competitors will be provided with a single copy of a technology support-related scenario or problem at the beginning of their assigned preparation time. This copy must be shared among team members & 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
 - In team presentations, all members must actively participate in the delivery of the presentation
 - Judges may ask questions during the presentation as part of the interactive role play format
 - Competition ethics demand that competitors do not discuss or reveal the role play until the event has ended.

Scoring

- Objective test 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.
- The team-averaged objective test score determines the top 5 teams advancing to role play round.
- Judges must break ties in the role play presentation. 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



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Technology Support & Services Role Play Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Demonstrates understanding of the role play & defines problem(s) to be solved	No description or role play synopsis provided; no problems defined 0 points	Describes & provides role play synopsis OR defines the problem(s) 1–6 points	Describes & provides role play synopsis & defines the problem(s) 7–8 points	Demonstrates expertise of role play synopsis & definition of the problem(s) 9–10 points	
Communicates position on role play scenario	No position communicated 0 points	Communicates position not related to problem 1–6 points	Communicates position on problem 7–8 points	Communicates in a professional manner position on problem in scenario 9–10 points	
Identifies logical solution & aspects of implementation	No solution identified 0 points	Solution provided, but implementation plan not developed 1–6 points	Logical solution & implementation plan provided & developed 7–8 points	Feasible solution & implementation plan developed, & necessary resources identified 9–10 points	
Displays empathy/diplomacy when responding to role play scenario	No empathy or diplomacy displayed 0 points	Empathy or diplomacy displayed in response to role play scenario 1–6 points	Empathy & diplomacy displayed in response to role play scenario 7–8 points	Display of empathy & diplomacy skills add to resolution of role play scenario 9–10 points	
Shows knowledge of terminology & components related to the role play	No understanding of the role play demonstrated 0 points	Terminology is presented but not expanded on 1–6 points	Clear understanding of terminology & implementation into presentation 7–8 points	Terminology is communicated clear enough for client (judge) to proceed on their own 9–10 points	
Demonstrates conflict resolution & closure to the role play	No closure was provided 0 points	Situation was closed OR conflict was resolved 1–9 points	Conflict was resolved, the situation has closure 10–16 points	Conflict was resolved, the situation has closure, & client (judge) is satisfied 17–20 points	
Presentation Delivery					
Statements are well-organized & clearly stated	Competitor did not appear prepared 0 points	Competitor was prepared, but flow was not logical 1–6 points	Presentation flowed in logical sequence 7–8 points	Presentation flowed in a logical sequence; statements were well organized 9–10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills 0 points	Demonstrated 1–2 of the listed skills (confidence, body language, eye contact, or voice projection) 1–6 points	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection) 7–8 points	Demonstrated all skills, enhancing the overall presentation 9–10 points	
Demonstrates the ability to effectively answer questions	Unable to answer questions 0 points	Does not completely answer questions 1–6 points	Completely answers questions 7–8 points	Interacted with the judges in the process of completely answering questions 9–10 points	
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)					
Presentation Total (100 points)					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					



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Visual Design

Visual Design allows members to showcase their creativity & technical skills by developing original visual content. Members present their designs to a panel of judges, demonstrating their use of design principles, visual communication techniques, & the creative process behind their work.

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 with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Judges' Table

2026–2027 Topic: Creating a Public Library and Technology Center Experience

A public library and technology center is being developed to serve the needs of a growing community while creating an engaging, welcoming, and accessible visitor experience. The facility will offer traditional library services alongside technology resources, collaborative workspaces, digital learning opportunities, and community programs. Develop a visual design concept that helps visitors navigate the space, access information, and connect with available resources and services. How can thoughtful visual design transform a public library and technology center into a space that is clear, welcoming, functional, and inspiring for its community?

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA 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 has two phases: prejudged asset & presentation.
- Presentations are not open to conference attendees.
- In the event there are less than 10 competitors in an event, only the final round will be held.
- An equal number of competitors 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 from each section will advance to the final round.
- Only registered competitors are permitted to plan, research, prepare, & set up their presentations. Advisers & others may not assist.
- All members of a team must be from the same local chapter.
- 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
 - 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.



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- 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/power 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 judges table..
 - 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.
- In team presentations, all members must actively participate in the delivery of the presentation.
- Event Specific Information: Competitors should incorporate the following aspects in response to the topic:
 - **Apply Design Principles:** Use balance, contrast, alignment, & other design principles to create visually strong & purposeful layouts.
 - **Demonstrate Technical Skills:** Use digital design tools effectively, showing knowledge of proper formatting, file setup, & software features.
 - **Communicate Visually:** Design visuals that clearly communicate a message, meet audience needs, & support the purpose of the project.
 - **Explain the Creative Process:** Describe how ideas were developed, refined, & brought to life, including how problems were solved along the way.
 - **Present Work Professionally:** Organize & present design work clearly, using correct terminology & justifying design decisions with reasoning.

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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



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Visual Design Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Description of the event topic & materials	Materials not described and/or one or more elements are missing or incomplete 0 points	Event topic & at least one of the materials described 1-6 points	Event topic & all materials described 7-8 points	All materials & event topic described, & the competitor(s) connect the different pieces together 9-10 points	
Apply Design Principles: Use balance, contrast, alignment, & other design principles to create visually strong & purposeful layouts.	No evidence of design principles is present; layout appears random or disorganized. No design terms are used 0 points	Some design principles are used, but inconsistently or without clear purpose. Layout may lack visual clarity or impact. Limited use of design terminology 1-9 points	Demonstrates a clear understanding of core design principles. Layout is visually strong, well-organized, & supports the message or purpose. Appropriate design terms are used, & design choices are explained with logical reasoning. 10-16 points	Applies multiple design principles with skill & creativity. Layout is polished, purposeful, & visually compelling, enhancing the overall impact & effectiveness of the design. Design decisions are clearly justified using accurate terminology & thoughtful explanations that show a deep understanding of the work. 17-20 points	
Demonstrate Technical Skills: Use digital design tools effectively, showing knowledge of proper formatting, file setup, & software features.	No evidence of technical skill; tools are misused or formatting is missing or incorrect. 0 points	Basic understanding of tools is shown, but formatting, file setup, or use of features is incomplete or inconsistent. 1-9 points	Design tools are used correctly with proper formatting, file setup, & appropriate use of core features. Work shows technical competence. 10-16 points	Tools & features are used skillfully & efficiently. Formatting, file setup, & execution are precise & professional, demonstrating a strong command of the design software. 17-20 points	
Communicate Visually: Design visuals that clearly communicate a message, meet audience needs, & support the purpose of the project.	Visuals do not convey a clear message & lack connection to the audience or project purpose. 0 points	Visuals attempt to communicate a message but are unclear, inconsistent, or not well-suited to the audience or purpose. 1-9 points	Visuals clearly communicate the intended message, are appropriate for the target audience, & support the overall purpose of the project. 10-16 points	Visuals are engaging, well-crafted, & deliver a strong, focused message. Design choices are highly effective in reaching the audience & reinforcing the project's purpose. 17-20 points	
Explain the Creative Process: Describe how ideas were developed, refined, & brought to life, including how problems were solved along the way.	No explanation of the creative process is provided. 0 points	Provides a limited or unclear explanation of the process. Few details are given about idea development or problem-solving. 1-9 points	Clearly describes how ideas were developed & refined. Includes relevant steps & explains how challenges were addressed. 10-16 points	Provides a detailed & thoughtful explanation of the full creative process. Describes brainstorming, revisions, & specific problem-solving strategies that shaped the final design. 17-20 points	
Consistency in graphic design to theme	Consistency in graphic design to theme not addressed 0 points	Explains how graphic design is consistent with theme 1-6 points	Demonstrates with visual aids the consistency between graphic design & theme 7-8 points	Emphasize interpretation of the topic & design as it relates to graphic design & theme including use of visual aids 9-10 points	
Presentation Delivery					
Statements are well-organized & clearly stated	Competitor(s) did not appear prepared 0 points	Competitor(s) were prepared, but flow was not logical 1-6 points	Presentation flowed in logical sequence 7-8 points	Presentation flowed in a logical sequence; statements were well organized 9-10 points	
Consistently displays confidence, poised body language, engaging eye contact, & effective voice projection.	Did not demonstrate any of the listed skills 0 points	Demonstrated 1-2 of the listed skills (confidence, body language, eye contact, or voice projection) 1-6 points	Demonstrated 3 of the listed skills (confidence, body language, eye contact, or voice projection) 7-8 points	Demonstrated all skills, enhancing the overall presentation 9-10 points	
Demonstrates the ability to effectively answer questions	Does not respond to questions or responses are completely off-topic. 0 points	Provides incomplete or unclear answers that show limited understanding. 1-6 points	Responds accurately & clearly to most questions, showing adequate understanding. 7-8 points	Responds confidently with clear, accurate, & thoughtful answers that enhance the overall presentation. 9-10 points	
Presentation Protocols					
Adherence to Competitive Event Guidelines	Competitor(s) did not follow guidelines 0 points	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 (preliminary round) ✓ Avoided use of food or live animals 1-10 points			
Time Penalty (5 points over allowed time)					
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)					
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)					
Presentation Total (140 points)					
Name(s):					
School:					
Judge Signature:					
Comments:					
					Date:



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Website Coding & Development

Website Coding & Development challenges members to design & build a website based on a specific topic, with a primary focus on backend coding & functionality. Members present their completed site to a panel of judges, showcasing their technical skills, problem-solving, & understanding of web development principles.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Presentation

Event Elements: Prejudged Asset & Presentation with a Topic

Prejudged Asset: URL of the website must be uploaded by January 15, 2026

Presentation Time: 3-minute set-up, 7-minute presentation (warning with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Judges' Table

2026–2027 Topic: Digital Resource Management Website

Organizations often need efficient ways to manage shared resources, information, requests, or services. Develop a fully functional website that addresses a real-world organizational need through thoughtful design, clear navigation, and effective use of technology. Competitors should determine the purpose, audience, structure, and key features of the website based on the problem they choose to solve. Focus on clean design, functionality, accessibility, responsive layouts, user experience, and well-organized code. The website must be coded from scratch using programming languages and technologies of the competitor's choice.

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA events).
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- All members of a team must be from the same local 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

- This event has two phases: prejudged asset & presentation.
- All members of a team must be from the same local chapter.
- Prejudged Asset Details: Program
 - Asset Requirements:
 - 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 URL is accessible to judges. If the URL cannot be viewed, a score of zero will be given for the prejudged portion. 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
 - The prejudged asset is judged before the 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.



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- Research
 - Information must be supported by credible, well-documented sources.
 - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Presentation Details
 - Venue & Format
 - Presentations are not open to conference attendees.
 - 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
 - Presentations must be delivered using no more than three personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
 - 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/power 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 judges table.
 - 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.
 - In team presentations, all members must actively participate in the delivery of the presentation.
 - Event Specific Information: Competitors should incorporate the following aspects in response to the topic:
 - **Code Structure:** Use clean, well-organized code with consistent spacing & formatting for readability & maintainability.
 - **Website Usability & Accessibility:** Design a website that is easy to navigate & intuitive for all users. Include accessibility features to support inclusive design.
 - **Design Choices:** Use fonts, colors, & layout choices that support readability & enhance the user experience. Design should be consistent across all pages.
 - **Graphics Integration:** Include graphics that are purposeful, well-placed, & enhance the overall look, feel, & clarity of the site.
 - **Website Content:** Present clear, well-written content that allows any user to understand the topic. Ensure all text is free from grammar & spelling errors. Support information with credible, professional sources.
 - **Technical Skill & Functionality:** Show advanced coding ability with functional, interactive elements that run without errors. The site should be responsive & fully functional across devices (i.e. desktop, tablet, mobile).
 - **Consistency & Interactivity:** Make sure all pages follow a consistent structure & style. Interactive features should work smoothly & enhance the user experience.
 - **Source Code & Documentation Requirements:** Competitors must be prepared to show judges relevant materials that support their project. This may include original source code, documentation of any copyrighted material, & a list of sources used. The use of website templates is not permitted.

Scoring

- Based on the highest scores on the prejudged component, a maximum number of 5 will advance to the SLC final round.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



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Website Coding & Development Prejudged Project Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Project Usability					
Website usability & navigation	Website is not usable	Website usable but does not follow event guidelines	Website usable & meets all guidelines	Website contains more features than what is required in the guidelines	
	0 points	1–7 points	8–14 points	15–20 points	
Color/contrast, backgrounds, & font are appropriate for the topic	No design principles applied	Color/contrast, font, or design choice is distracting	Color/contrast, font, & design choice are appropriate for the concept/topic	Color/contrast, font, & design choice enhance the experience for the user	
	0 points	1–3 points	4–7 points	8–10 points	
Graphics appropriate for topic	No graphic design principles applied	Graphics are distracting	Graphics are appropriate for the concept/topic	Graphics enhance the experience for the user	
	0 points	1–3 points	4–7 points	8–10 points	
Site Content					
Fully address the topic	Topic is not followed	Topic is not fully developed	Topic is fully addressed	User with no knowledge of the topic can identify based onsite	
	0 points	1–7 points	8–14 points	15–20 points	
Site contains multiple elements providing evidence of production skill	No evidence of website production skill demonstrated	Website is designed using limited features	Website contains use of multiple technologies	Website contains advanced features	
	0 points	1–7 points	8–14 points	15–20 points	
Grammar, spelling, & punctuation	Website contains grammar or spelling errors	Website contains 3 or less spelling or grammar errors	Website contains 1 grammar & no spelling errors	Website is grammar & spelling error free	
	0 points	1–7 points	8–14 points	15–20 points	
Site documentation & copyright compliance	Documentation & copyright information not addressed or addressed incorrectly		Documentation addressed & substantiated compliance to copyright regulations using visual representation		
	0 points		20 points		
Project Evaluation					
Site is compatible with multiple platforms	Site is not compatible with any platforms	Site is only compatible with one platform	Site opens appropriately on at least 2 platforms	Site opens appropriately on more than 2 platforms	
	0 points	1–3 points	4–7 points	8–10 points	
Site interactivity functions & is error free	Site contains errors that prevent the execution	Site contains errors that did not prevent execution	Site is error free	Site is error free & logically organized	
	0 points	1–7 points	8–14 points	15–20 points	
Site has e-commerce technology	No e-commerce technology demonstrated	E-commerce technology demonstrated	E-commerce technology functional (does not have to be activated)	E-commerce technology functional with advanced features (does not have to be activated)	
	0 points	1–7 points	8–14 points	15–20 points	
Additional technology is used appropriately	No additional technologies are used	Attempt of additional technology evident, but does not function	At least one additional technology added & functions	Multiple technologies added & function appropriately	
	0 points	1–3 points	4–7 points	8–10 points	
Website elements are consistent across all pages	Only one page is presented	Pages are not consistent	Pages are consistent	Pages are consistent & elements enhance the experience for the user	
	0 points	1–7 points	8–14 points	15–20 points	
Penalty Points (5 points for each instance of guidelines not being followed)					
Project Total (200 points)					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					



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Website Coding & Development Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Website Coding					
Style	Code spacing is not available. Style sheets & scripts are not used.	Script & style sheets are used, but not separated. Code includes some comments.	Appropriately uses files & separates all languages.	Code spacing is well thought out.	
	0 points	1–6 points	7–8 points	9–10 points	
Website Usability					
Website usability & navigation	Website is difficult to use or navigate. No evidence of accessibility features	Navigation is present but may be confusing or inconsistent. Accessibility is minimal or not fully considered	Website is user-friendly, with clear navigation & basic accessibility features (e.g., alt text, readable fonts). Structure supports a positive user experience	Website is highly intuitive & easy to navigate. Accessibility is thoughtfully integrated (e.g., keyboard navigation, color contrast, ARIA labels), showing strong attention to inclusive design & user experience best practices	
	0 points	1–9 points	10–16 points	17–20 points	
Color/contrast, background, & font are appropriate for the topic	No design principles applied	Color/contrast, font, or design choice is distracting	Color/contrast, font, & design choice are appropriate for the concept/topic	Color/contrast, font, & design choice enhance the experience for the user	
	0 points	1–6 points	7–8 points	9–10 points	
Graphics appropriate for topic	No graphic design principles applied	Graphics are distracting	Graphics are appropriate for the concept/topic	Graphics enhance the experience for the user	
	0 points	1–6 points	7–8 points	9–10 points	
Website Content					
Fully addresses the topic	Topic is not followed	Topic is not fully addressed	Topic is fully addressed	Users with no knowledge of the topic can identify based on site	
	0 points	1–6 points	7–8 points	9–10 points	
Site contains multiple elements providing evidence of coding skills	No evidence of website coding skill demonstrated	Website is designed using limited features	Website contains use of multiple coding skills	Website contains advanced coding skills	
	0 points	1–9 points	10–16 points	17–20 points	
Grammar, spelling, & punctuation	Website contains grammar or spelling errors	Website contains 3 or less spelling or grammar errors	Website contains one grammar & no spelling errors	Website is free of grammar & spelling errors	
	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	
Project Evaluation					
Website is compatible with multiple platforms	Website is not compatible with any platforms	Website is only compatible with one platform	Website opens appropriately on at least 2 platforms	Website is fully functional on multiple devices, including mobile phones, tablets, & computers	
	0 points	1–9 points	10–16 points	17–20 points	
Website interactivity functions & is error free	Website interactivity contains errors that prevent the execution	Website interactivity contains errors that did not prevent execution	Website interactivity is error free	Website interactivity is error free & enhances the experience for the user	
	0 points	1–9 points	10–16 points	17–20 points	
Website elements are consistent across all pages	Only one page is presented	Pages are not consistent	Pages are consistent	Pages are consistent & elements enhance the experience for the user	
	0 points	1–9 points	10–16 points	17–20 points	
Source code & documentation requirements	No source code or documentation is provided. Project appears to use a template or lacks original work.	Source code is shown but may be incomplete or disorganized. Documentation is missing or unclear. Potential template use is evident.	Source code is original, complete, & available upon request. Documentation includes proper citations & source attribution. No templates used.	Source code is well-organized, clearly written, & fully original. All sources & materials are properly documented with professional presentation. Demonstrates strong ownership & understanding of the development process.	
	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	



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Website Coding & Development Presentation Rating Sheet (page 2)

Presentation Protocols			
Adherence to Competitive Event 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 (preliminary round) ✓ Avoided use of food or live animals ✓ Templates are not used	
	0 points	1-10 points	
Time Penalty (5 points over allowed time)			
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)			
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)			
Presentation Total (220 points)			
Name(s):			
School:			
Judge Signature:			Date:
Comments:			



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Website Design

Website Design allows members to create a visually engaging & user-friendly website based on a specific topic. Members present their site to a panel of judges, emphasizing front-end design elements such as layout, navigation, aesthetics, & user experience.

Event Overview

Event Type: Team of 1, 2 or 3 members

Event Category: Presentation

Event Elements: Prejudged Asset & Presentation with a Topic

Prejudged Asset: URL of the website must be uploaded by January 15, 2026

Presentation Time: 3-minute set-up, 7-minute presentation (warning with 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 Competitor Must Provide

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

Items FBLA Provides Onsite

- Internet access
- Judges' Table

2026–2027 Topic: Community Resource Website

Communities often have a wide range of organizations, programs, services, events, and resources that support residents and local needs. A well-organized website can present this information clearly, making it easier for users to explore available resources, understand community offerings, and access relevant information in one central location. Your team has been hired to design a modern, user-friendly website that organizes community information and resources in a clear, accessible, and visually engaging way. Focus on visual design, usability, accessibility, responsive layouts, and effective organization of information. Your design should create an engaging user experience that allows visitors to explore community resources and locate information that is relevant to their needs.

State

Eligibility Requirements

- FBLA membership dues are paid by 11:59 pm Eastern Time on December 31, 2026.
- Members may compete in an event more than once if they have not previously placed in the top ten of that event at NLC. If a member places in the top ten of an event at NLC, they are no longer eligible to compete in that event. Chapter events are exempt from this procedure.
- Members must be officially registered for the SLC by the January 15 deadline & must pay the state conference registration fee to participate in competitive events.
- Each chapter may submit one entry.
- To be eligible for an award, each competitor must complete all components of the event at the SLC.
- Each member can compete in a maximum of three individual/team events (excluding the Outstanding New FBLA & Who's Who in FBLA events).
- All members of a team must be from the same local 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

- This event has two phases: prejudged asset & presentation.
- All members of a team must be from the same local chapter.
- Prejudged Asset Details: Program
 - Asset Requirements:
 - 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 URL is accessible to judges. If the URL cannot be viewed, a score of zero will be given for the prejudged portion. 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.



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- Judging & Ownership
 - The prejudged asset is judged before the 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.
- Research
 - Information must be supported by credible, well-documented sources.
 - Any use of copyrighted material, images, logos, or trademarks must be properly documented.
- Presentation Details
 - Venue & Format
 - Presentations are not open to conference attendees.
 - 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
 - Presentations must be delivered using no more than three personal devices (laptop, tablet, mobile phone, or monitor approximately laptop-sized).
 - 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/power 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 judges table.
 - 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.
 - In team presentations, all members must actively participate in the delivery of the presentation.
 - Event Specific Information: Competitors should incorporate the following aspects in response to the topic:
 - **Planning & Development:** Clearly explain the planning, design, & implementation process. Include reasons for design decisions supported by evidence & rationale.
 - **Content & Relevance:** Ensure the website directly addresses the assigned topic, includes all required elements, & thoughtfully goes beyond expectations.
 - **Design & User Experience:** Create a visually polished, cohesive, & user-friendly website. Use colors, fonts, graphics, & layout that enhance both usability & accessibility.
 - **Functionality & Compatibility:** Make sure the website loads & functions correctly on at least three platforms (e.g., desktop, tablet, mobile).
 - **Interactivity:** Include interactive elements that function smoothly & enhance the user experience without errors.
 - **Consistency Across Pages:** Design should be consistent across all pages, with repeated elements & layout choices that improve navigation & clarity.
 - **Metrics & Industry Language:** Include measurable success indicators & explain them using accurate web design & development terminology.

Scoring

- Based on the highest scores on the prejudged component, a maximum number of 5 will advance to the SLC final round.
- 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 Event 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 competitive event guidelines.
- Five points are deducted for presentations over the allotted time.



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Website Design Prejudged Project Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Project Usability					
Website usability & navigation	Website is not usable	Website usable but not submitted according to event guidelines	Website usable & meets all guidelines	Website contains features in addition to is required in the guidelines	
	0 points	1–7 points	8–14 points	15–20 points	
Color/contrast, backgrounds, & font are appropriate for the topic	No design principles applied	Color/contrast, font, or design choice is distracting	Color/contrast, font, & design choice are appropriate for the concept/topic	Color/contrast, font, & design choice enhance the experience for the user	
	0 points	1–3 points	4–7 points	8–10 points	
Graphics appropriate for topic	No graphic design principles applied	Graphics are distracting	Graphics are appropriate for the concept/topic	Graphics enhance the experience for the user	
	0 points	1–3 points	4–7 points	8–10 points	
Site Content					
Fully address the topic	Topic is not followed	Topic is not fully addressed	Topic is fully addressed	User with no knowledge of the topic can identify based onsite	
	0 points	1–7 points	8–14 points	15–20 points	
Site contains multiple elements providing evidence of production skill	No evidence of website production skill demonstrated	Website is designed using limited features	Website contains use of multiple technologies	Website contains advanced features	
	0 points	1–7 points	8–14 points	15–20 points	
Grammar, spelling, & punctuation	Site contains grammar or spelling errors	Site contains 3 or less spelling or grammar errors	Site contains 1 grammar & no spelling errors	Site is free of grammar & spelling errors	
	0 points	1–7 points	8–14 points	15–20 points	
Site documentation & copyright compliance	Documentation & copyright information not addressed or addressed incorrectly		Documentation addressed & substantiated compliance to copyright regulations using visual representation		
	0 points		20 points		
Project Evaluation					
Site is compatible with multiple platforms	Site is not compatible with any platforms	Site is only compatible with one platform	Site opens appropriately on at least 2 platforms	Site opens appropriately on more than 2 platforms	
	0 points	1–7 points	8–14 points	15–20 points	
Site interactivity functions & is error free	Site interactivity contains errors that prevent the execution	Site interactivity contains errors that did not prevent execution	Site interactivity is error free	Site interactivity is error free & enhances the experience for the user	
	0 points	1–7 points	8–14 points	15–20 points	
Website elements are consistent across all pages	Only one page is presented	Pages are not consistent	Pages are consistent	Pages are consistent & elements enhance the experience for the user	
	0 points	1–7 points	8–14 points	15–20 points	
Penalty Points (5 points for each instance of guidelines not being followed)					
Project Total (180 points)					
Name(s):					
School:					
Judge Signature:					Date:
Comments:					



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Website Design Presentation Rating Sheet

Expectation Item	Not Demonstrated	Below Expectations	Meets Expectations	Exceeds Expectations	Points Earned
Planning, Development, & Implementation Describe planning, development, & implementation of project	No planning, development, & implementation process described	Unclearly explains or is missing either the planning, development, or implementation process	Clearly explains the planning, development, & implementation process	Clearly explains the planning, development, & implementation process including rationale with evidence	
	0 points	1-9 points	10-16 points	17-20 points	
Website Features Demonstrate the required elements of the project as stated in guidelines	Website is not on topic or does not include required elements	Website is on topic, includes some the required elements	Website presented is on topic, includes all the required elements	Website presented is on topic, includes required elements & more	
	0 points	1-6 points	7-8 points	9-10 points	
Website UX Design Includes appropriate color/contrast, backgrounds, fonts, & graphics that enhance the UX design	Design elements are missing, inconsistent, or distracting. No consideration for user experience or accessibility is evident	Some design elements are used appropriately, but there are issues with readability, consistency, or accessibility. UX may feel unpolished or hard to follow.	Website uses suitable colors, fonts, backgrounds, & graphics that work well together. Accessibility features are present & support a positive user experience.	Website design is polished, visually cohesive, & user-friendly. Design elements are thoughtfully selected to enhance usability & accessibility, resulting in a highly effective & inclusive user experience.	
	0 points	1-9 points	10-16 points	17-20 points	
Website Content Grammar, spelling, & punctuation	Website contains 4+ grammar or spelling errors	Website contains 3 or less spelling or grammar errors	Website contains one grammar & no spelling errors	Website is free of grammar & spelling errors	
	0 points	1-2 points	3-4 points	5 points	
Website Content 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	1-2 points	3-4 points	5 points	
Website Evaluation Website is compatible with multiple platforms	Website is not compatible with any platforms	Website is only compatible with one platform	Website opens appropriately on at least 2 platforms	Website opens appropriately on more than 2 platforms	
	0 points	1-2 points	3-4 points	5 points	
Website Evaluation Website interactivity functions & is error free	Website interactivity contains errors that prevent the execution	Website interactivity contains errors that did not prevent execution	Website interactivity is error free	Website interactivity is error free & enhances the experience for the user	
	0 points	1-2 points	3-4 points	5 points	
Website Evaluation Website elements are consistent across all pages	Only one page is presented	Pages are not consistent	Pages are consistent	Pages are consistent & elements enhance the experience for the user	
	0 points	1-2 points	3-4 points	5 points	
Website Evaluation Description of metrics planned to use to measure the success of the website	Planned measure of metrics not described	Planned measure of metrics unclearly addressed	Planned measure of website metrics clearly addressed	Planned measure of website advanced metrics addressed & enhanced by use of industry terminology	
	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	



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Website Design Presentation Rating Sheet (page 2)

Presentation Protocols			
Adherence to Competitive Event 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 (preliminary round) ✓ Avoided use of food or live animals	
	0 points	1-10 points	
Time Penalty (5 points over allowed time)			
Dress Code and/or Late Arrival Penalty (Deduct 5 points for dress code penalty and/or 5 points for late arrival penalty)			
Guidelines Penalty (Deduct 5 points for each instance of not following competitive events guidelines)			
Presentation Total (120 points)			
Name(s):			
School:			
Judge Signature:			Date:
Comments:			