

FBLA Penn Pal

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Pennsylvania Future Business Leaders of America's Newsletter

Fall 2002

STATE OFFICER TEAM

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First Vice President

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Treasurer

Jennifer Chronister
Reporter

Heather Diehl
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Eastern District VP

Nick Truesdale
Central District VP



Sean O'Brien, Ashley Rampulla, Josh Coleman, Kelly Kavetski, Brett Hollister, Jennifer Chronister, Nick Truesdale, Heather Diehl

Letter from the President:

As I sit here today writing this letter to the PA FBLA membership, I cannot help but be amazed by the beautiful fall foliage that is still quite evident outside my window. The brilliant red, orange, and yellow leaves of the maple and oak trees create a spectacular view for all to admire.

While I sit here, I also realize that you will not be reading this issue of the *FBLA Penn Pal* until sometime in January when the trees will be barren and flakes of snow--perhaps even inches of snow--might cover the ground.

By that time, half of the school year will be over. Boy, the time has certainly flown!

By this time, many of you have already attended your regional conference or are busy with last-minute preparations for it. I hope each of you are successful in your endeavors and that you will represent your chapter well.

All of this serenity makes me stop and ask myself where would I be without FBLA in my life? Perhaps you, too, feel the same way.

Just a few years ago I had never even heard of RLCs, SLWs, SLCs, NFLCs, etc. Today, however, they represent much more than letters to me.

When I think of these letters, a big smile comes to my lips because I think of the many people whom I have met and worked with throughout the years. These are members whom I have laughed with or shed a tear or two with--members who have made me who I am today.

The *official* definition of FBLA might be that it's an organization for students in grades 9-12 who are interested in learning more about the business world. I've learned much more than about the business world in my three years as a member. I've learned how to compete as well as the importance of competition. I've learned the importance of working as a team to accomplish a particular task.

Finally, I've learned that FBLA is for everyone. If you feel the same way, tell everyone about it. Encourage underclassmen in your school to join. Tell your teachers and your parents about the wonderful opportunities this organization provides. Spread the word about the best student organization in the country.

Sincerely,

Brett Hollister

Brett Hollister

In This Issue

| | |
|-----------------------------------|----|
| President's Message | 1 |
| PA FBLA Goals..... | 2 |
| State Project | 3 |
| Scholarships..... | 4 |
| New Chapters and Membership | 5 |
| Chapter Articles..... | 6 |
| <i>Penn Pal</i> Ads..... | 14 |
| Officer Bios | 15 |

PA FBLA Goals

Sean O'Brien
State Secretary

"Setting goals is how successful people reach their dreams." These words were said by Bill Gates when he addressed a group of Seattle high school students. Since FBLA is a successful organization, we also set goals.

Every year the State Officer Team selects a set of goals for PA FBLA to fulfill in the coming year. The state goals parallel the nine (9) goals of FBLA that govern what we do as an organization. To fulfill these goals, we need the help of every single member in Pennsylvania.

The following goals were selected in June for the 2002-2003 school year:

- **Raise \$80,000 for our 2002-2003 State Project, Habitat for Humanity**
- **Increase membership by 2.5% or 283 new members**
- **Improve communication and publicity between the local, region, and state chapters**
- **Promote and expand the PA FBLA Scholarship program**
- **Encourage and increase community service** (Our state goal is to collectively accumulate 33,000 hours of community service through programs such as the "Big 33" Club.)
- **Intensify the PA FBLA Competitive Events Program by "Filling Every Slot"**

PA FBLA needs YOU to help if we are going to accomplish our goals this year. Every member is asked to get involved in his/her local chapter activities by planning activities centered on these goals. If we all work together, Pennsylvania will be "SOARING TO NEW HEIGHTS" this year!

"Setting goals is how successful people reach their dreams."
Bill Gates

Fill Every Slot

Brett Hollister
State President

Have you ever participated in the FBLA Competitive Events Program? If you have, you already know the benefits of this great program; but if you haven't, please read the following paragraphs carefully.

The FBLA Competitive Events Program on the regional level is jam packed with over 35 competitive events--more events this year than ever before.

There are

- **Speaking Events**
- **Computer Events**
- **Math Events**
- **English Events**
- **Interview Events**
- **Business Events**

I am confident that you can find an event that suits both your interests and your abilities. Regardless of your field of expertise, there is an event for you!

You might have wondered, "Where can I find which event is best for me?" I'll tell you right where you can find out. Look in the *PA FBLA Policy/Leadership Handbook* or the PA FBLA website, www.pafbla.org. However, if you would like to read a brief overview of each event in easy-to-understand language, check out the brochure *Fill Every Slot*. I believe this brochure can be downloaded from the PA FBLA website.

Besides enjoying the thrill of competition, you will learn many things from this program. First of all, competing helps you develop good study habits that are necessary in order to succeed academically throughout the rest of your high school career as well as when you head to college. At each level that you are involved—

regional, state, or national--you will get the chance to meet and interact with FBLA members who are having the same feelings as you. Perhaps the most wonderful experience of them all, you might have the chance to represent your state at the National Leadership Conference in Dallas, Texas, in June 2003.

If *you* want to reap the rewards of this program and this organization, start searching for an event that fits you. Don't forget to talk this over with your adviser since he/she might be able to offer you some important information as well.



State Project

Ashley Rampulla
Treasurer

The kick-off for our State Project has begun. The elected organization is Habitat for Humanity International. This organization helps build homes for low-income families that may not otherwise have the opportunity to live in safe, adequate, and affordable conditions.

Volunteers donate their time to help build the houses board by board. The homes are sold for the cost of materials; no profit is made on the sale of the home. Habitat homeowners pay 0% interest on their mortgages. However, Habitat families must invest 250-500 hours of "sweat equity" into the construction of their home.



- Is your sports team doing well this year? Why not take advantage of that--ask all the players to sign the game ball and auction it off for \$1 a ticket?
 - Speaking of sports, why not hold your own--a bike race or how about a powder puff football game, where the girls play football and the guys put on cheering outfits and cheer for the girls?
 - Maybe rent-a-worker, where you are bought to do household chores in a local home for a day, might appeal to you.

Your options are endless, so use your imagination and have a ball! Remember this is all to help an amazing cause, Habitat for Humanity.

All proceeds from your fund-raiser should be sent to

Ashley Rampulla
PA FBLA State Treasurer
Lehigh High School
One Indian Lane
Lehigh, PA 18235

Checks should be made payable to
PA FBLA STATE PROJECT.

2002-2003 STATE PROJECT

Theme:
"Hammer It Home"

PA FBLA Fund-Raising Goal: \$80,000

PA FBLA's goal of \$80,000 will help Habitat for Humanity build about two houses. However, in order to reach this goal, your help is needed.

There are fund-raiser ideas in the "Plans of Work," which was sent to your school earlier this fall. However, try to think of some interesting and unique ideas for fund-raisers for your chapter.

To aid in this process, I have come up with a few examples of fund-raisers:

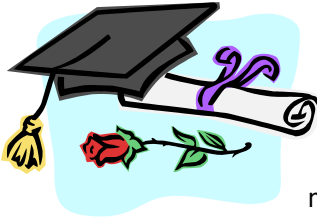
- Your school can hold a pie-eating contest. Have someone ask the local bakery to donate or discount a certain number of pies and have each participant pay \$5 to enter. Whoever wins might receive a gift certificate of some sort.
- Another food event can be having a spaghetti dinner, but there are many types of food--so use your imagination.
- When people eat, they need to burn the fat, so have a dance or a concert. Mardi Gras dances are a blast, especially with costume contents.



State Officers Jenn Chronister and Sean O'Brien display banner for Charity Walk. Over \$8,000 was raised at the SLW from the Charity Walk and Charity Auction.

Scholarship Corner

**Nick Truesdale
Central District VP**



This year will hold a lot of work for every FBLA member across Pennsylvania, but one group will definitely be taxed more than the rest. That group is seniors, since they have to

worry about graduation requirements, not to mention making plans that will affect the rest of their lives. Many of the seniors have realized that they will need to continue their education after high school, but there is one discrepancy: money.

Tuition to colleges, universities, or trade and technical schools is on the rise. One solution: apply for many scholarships. PA FBLA has a scholarship program available exclusively to PA FBLA members. This year, a new school has been added to the list. **Indiana University of Pennsylvania** is offering one scholarship for the **Eberly College of Business and Information Technology**. The academic departments at Eberly College are Accounting, Finance/Legal Studies, Management, Marketing, MIS/Decision Sciences, and Technology Support and Training. The undergraduate degree programs are Bachelor of Science Degree, Bachelor of Science in Education Degree, and Associate of Arts Degree. The graduate degree programs are Master of Business Administration (of which the Executive Track is available, also) and Master of Education in Business.

The opportunities for advancement in life that are offered at IUP are endless. For more information on IUP, go to www.iup.edu.

The chapter mailing from the state office includes a packet summarizing the scholarships available from each school and the contact person from each school, if interested. Apply for one or more of the many available scholarships. The scholarships are free money for college, so why not apply? Every little bit helps when it comes to funding your education.



The Eberly College is accredited by AACSB International--The Association to Advance Collegiate Schools of Business. AACSB International is the premier accrediting agency for collegiate business programs. Less than 400 United States colleges and universities hold AACSB International accreditation.

Eberly College provides a broad range of high value undergraduate and graduate programs. The College is also committed to research activities that enhance the quality of instruction and contribute to the literature of business.

NLC in Nashville

**Kelly Kavetski
First Vice President**

On June 27, 2002, the Pennsylvania delegation traveled to the country music capital of the world, Nashville, Tennessee, to participate in the National Leadership Conference (NLC).

The NLC was held at the elegant Opryland Hotel. The Opryland Hotel is one of the finest hotels in the country; it has everything from shopping to boat rides--all under one roof.

While in Nashville, PA FBLA enjoyed a cruise and lunch on the General Jackson, which is a boat that travels along the Cumberland River, and toured the great city of Nashville itself. In the city there were numerous shopping opportunities as well as plenty of fine dining.

During the actual conference, members participated in many workshops and competitive events. Not only did PA FBLA members compete in the events

TUNE IN TO NASHVILLE!
National Leadership
Conference
2002



FBLA
June 29 - July 2
Awards of
Excellence
Program

but they also cleaned up at the awards ceremony. Pennsylvania made a lasting impression on the organization by winning approximately 35 awards (both individual and chapter awards)--several of which were first place.

Be sure to get started on your competitive events now, so that you can join the Pennsylvania delegation to the

National Leadership Conference to be held in Dallas, Texas, this summer.



PA FBLA—The Beast of the East

How do you "Lay on the Table"?

Heather Diehl
State Parliamentarian

Parliamentary procedure provides the basis for running a successful meeting. It is based on the making and disposing of motions. To consider a certain topic of business, a member must make a motion for that business to be brought before the group. Once the motion is made, the members of the assembly discuss the motion and vote on how they want to act on it. Parliamentary procedure has several different kinds of motions. Subsidiary is one type of motion. These are used to help dispose of the business pending.



The most commonly misused subsidiary motion is *lay on the table*. Contrary to popular belief, this does not mean to *lay* on a table physically! It is a motion used at a meeting. When an urgent matter comes up during a meeting that needs to be considered before the meeting adjourns, the motion that is currently being discussed is laid on the table so the urgent business can be considered. To *lay on the table* is not used to simply postpone the consideration of a motion to a different time. There should be some other urgent business that needs to be considered before a motion can be laid on the table. Once a motion is laid on the table that motion cannot come up in business again until the urgent matter has been taken care of and someone moves to bring it back from the table.

When bringing a motion back from the table, it is called *taking from the table*. The motion that is laid on the table must be brought up before the end of the next meeting of the organization, or the motion automatically dies.

Organizations commonly mistake *lay on the table* for the motion to postpone. The motion to postpone simply delays the action on a particular motion. This motion can be used when a controversial issue arises and members feel they need more time to discuss it.

When running your local FBLA meetings, try following proper parliamentary procedure and use different motions. Just remember, before you *lay on the table*, make sure there is an urgent reason for doing it!

New Chapters and Membership

Joshua Coleman
Eastern District VP

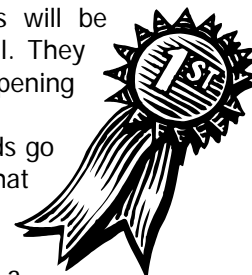
This year in FBLA we are already soaring towards our membership goal! The membership goal is to raise our total state membership by 2.5%. We have over 1,000 more members this year than we had at this time last year. I encourage all of you to continue this amazing progress! PA FBLA is climbing the national membership ladder very quickly. So please, keep recruiting and help us soar to new heights in our state membership.

We have many ways to encourage membership this year. These programs include individual, chapter, and region membership awards. The individual award is for members who recruit five (5) or more new members. The top ten individual recruiters will be recognized at the PA SLC in April. They will be presented awards at the opening general session.

The chapter and region awards go to chapters and regions that increase their total membership by 2.5%. The top ten chapters will receive awards at the PA SLC; a representative from each chapter will receive this award. Regions that increase their membership by 2.5% will also be recognized at the PA SLC, with the Region President being recognized on stage.

The top finishers in the state will be considered for national awards and a chance to be recognized at the NLC in Dallas in June. These three methods of increasing membership present our state with an amazing chance to soar to new heights in membership!

Recruiting new chapters is one of the best ways to increase our regional and state membership. All new chapters will be recognized at the PA SLC in April during the "lighting of the candles" ceremony. Representatives from each new chapter will be presented with a candle that will be lit by the state president on stage. It is a great opportunity for your school to be recognized.



MEMBERSHIP MADNESS AWARDS

Complete the necessary applications by
February 15, 2003

Bentworth

On October 4, 2002, Bentworth FBLA held a fund-raiser called "Sign a Stud" at the Homecoming Football Game. Members brought a 12-foot 2" x 4" stud to the game and asked individuals to sign their names on the board and donate \$1 to support our State Project, Habitat for Humanity. The "stud" and money collected will be donated to Habitat for Humanity. The "stud" will actually be used in building a Habitat house, and the money will be used to fund two FBLA houses.



Despite the rainy evening, FBLA managed to raise a total of \$65. Additional board signing stands will be set up at winter sporting events later this year.

Central Dauphin

Central Dauphin's FBLA has been working hard to raise money for Habitat for Humanity. In early October we sold Tupperware, pizza, soft pretzels, and cookie dough to our teachers, family, and friends. Having sold pizza, soft pretzels, and cookie dough last year, we knew the merchandise and had an easier time selling it. Tupperware is known for its quality and sold almost effortlessly to those familiar with the brand.

Our chapter also holds monthly events such as "Wacky Hair Day," "Sunglasses Day," and "Twin Day." On October 25, 2002, we held our first event, "Hat Day." Each student purchases stickers before school and lunches to participate in the activity. Other future events planned are to sell candy canes at Christmastime, Casual for a Cause at Thanksgiving, and data matches for Valentine's Day.



Coatesville

On October 26, 2002, the Coatesville FBLA chapter decided it was time to make a difference. Our club organized a school-wide walkathon from 6 a.m. to 6 p.m. We managed to get every club involved, and everyone raised a little money.



We voted on two charities to give money to. We kept the charities in the community and ended up giving all money to Special Olympics and our Food Cupboard.

We acquired our school stadium for the students to walk around; we set up a snack bar and a water table. Next, the music fell into place. The time was coming--only a couple days away. On the day before, we trembled in our knees--weather prediction: RAIN! Oh, no,

that was not going to stop us; we won't let it rain on our parade. And when October 26 came around, it did not rain. Thank goodness!



The students generally walked for two hours, some even four. Some gracious early-bird teachers came and helped volunteer; now that's blackmail to see your English teacher up that early looking like that! Just kidding.

The walkathon was a complete success; and although our totals are not 100 percent accurate, we raised more than \$1,800. That's at least \$900 per charity.

East High

This year, East High FBLA has 77 members. Excitement is building as the year of activities unfolds. In November, East High FBLA will be the host school for the Region 15 Fall Leadership Workshop, where Jack Chambers will be speaking. Also in November, 17 members will be attending the NFLC in Philadelphia.

East High FBLA is also working hard on community service projects this year. The first Adopt-a-Highway clean-up was held October 20 and the fifth annual Basket Bingo was held in October. Proceeds of \$1,400 will be donated towards Habitat for Humanity. Entertainment Books, "Casual for a Cause," Data Match, and Wolfgang Candy will round out the fund-raising experiences throughout the year.

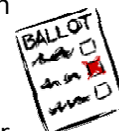


Finally, on November 10 East High FBLA will host the American Culinary Federation Harrisburg Chapter for an afternoon of live cooking demonstrations and tasting by local executive chefs. The event should be a total success. Over 90 items have been donated to the silent auction, and nine chefs will be cooking. **All** proceeds will benefit Habitat for Humanity.

James M. Coughlin

As of the dues deadline of October 20, the Coughlin chapter had 60 members. During the years, Coughlin has participated in a number of events, projects, and fund-raisers. Community service has been a huge part of our chapter's history. This year we participated in service projects such as the Crop Walk, Voter Registration, and Exit Polling.

On election night members of the James M. Coughlin Chapter will be participating in an exit-polling project in conjunction with Voter News Service. In September members received a list of 35 polling places in the Wilkes-Barre area. One member is assigned to be at each polling place 15 minutes before the polls close. After the polls close, the unofficial vote tally is read from the



voting machine. FBLA members write down the numbers from the predetermined contests and immediately call Voter News Service with the vote number.

Voter News Service enters the vote count into its computer and then sells the data to television networks NBC, CBS, ABC, CNN and FOX. The chapter will receive \$15 for each polling place covered. Money will be donated to "Hammer it Home"--Habitat for Humanity.

In participating in Habitat for Humanity, Crop Walk, Voter Registration, and Exit Polling projects, Coughlin plans to continue as a chapter that concentrates on community service. This will better our chapter, city, region, and state.

Jersey Shore Area High School

Rachel Poorman's exciting "Most Creative" costume award from the State Leadership Workshop on October 27-28 was not the only, nor the first, win of Jersey Shore Senior High's FBLA year. The chapter began its year with two top-ten finishes at the 2002 NLC in Nashville, Tennessee. Jennine Terrill, a current freshman at Penn State University, achieved eighth place in business law; Julia Speicher, senior at Jersey Shore, won first place in business communications. The two girls' achievements marked the first time in six years that Jersey Shore had gotten a top-ten finish at the national conference and the first time in the school's history that a Shore student took first place. With these accomplishments under their belts and in their minds, many students of the Jersey Shore chapter of FBLA were pumped up to implement the state's current mantra—"Soaring to New Heights"—before the school year even began.

Once the school year did begin, however, the officers began enthusiastically deciding how to initiate the season with "Membership Madness." Financed by extra money in the treasury, membership dues were lowered to students who paid early, increasing the chapter's numbers. Last year's final membership was 92; this year, 100 students are already part of FBLA. This gain places the chapter seventh in the state based on total membership, and the membership is still rising.

Right now, the group is also actively fund-raising through its annual Gertrude Hawk candy sale. Sales like this help to finance trips to conferences and to other FBLA events by lowering the cost to the students.



The main focus, however, is the future, especially the (Region 7) RLC, in January. Students will soon choose or confirm which event they would like to compete in and will then study vigorously to do well at the competition. With such energy from the successes of this summer, many students from Jersey Shore are ready to take themselves a step further and join their fellow members in "Soaring to New Heights."

Lehighton

The Lehighton Area High School FBLA has many money-making opportunities. Among the chapters' numerous fund-raisers, the most prosperous is the selling of the Krispy Kreme doughnuts. Through this effort, this fund-raiser has raised over \$6,000 last year. Having only one flavor (glazed) and selling for \$5 a dozen, the doughnuts are indeed the chapter's top seller. Due to the demand on Krispy Kreme doughnuts, the chapter sells them at least once a month. In doing so, the customers can enjoy a delicious Krispy Kreme doughnut to satisfy their cravings.



Line Mountain

Members of the Line Mountain FBLA are again preparing for its annual Chinese auction to be held on Saturday, December 7, 2002. The event will be held at the high school in Herndon, PA, and proceeds will benefit the state project, Habitat for Humanity, and future FBLA field trips. Last year, over 400 items from local businesses, crafters, and individuals were auctioned off, and the chapter donated about two-thirds of the profits to Juvenile Diabetes. This year, Line Mountain hopes to reach the goal of \$3,000.

For a set price at the door, participants receive a drink, snack, and page of tickets. Extra tickets and "special" tickets for items valued at more than \$20 can also be purchased. Some items in the past have included gift certificates, baskets, Christmas decorations, tickets to special events, and money trees. Members ask for donations at local businesses and at the fall craft fair.

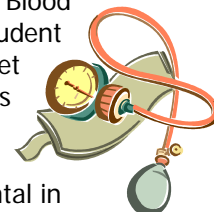


Marion Center High School

During the first nine weeks of the 2002-03 school term, the Marion Center Chapter was busy with election of officers, fund-raisers, and community service project planning.

Executive committee members are President, junior Diane Lloyd; Vice President, senior Cari Brooks; Secretary, senior Jennifer Sweeney; and Treasurer, senior Kari Painter. Diane is also the President of Region 3.

The first community service activity was co-sponsoring an American Red Cross Blood Mobile. FBLA members registered student donors, assisted with blood mobile set up, and acted as greeters and escorts during the drive. Senior Teanna Watkins was the chair of that community service committee. She was instrumental in



negotiating with the high school culinary arts faculty adviser and students to make cookies for the blood mobile.

A major event this semester was the addition of door-to-door sales of beverages during daily activity periods on Tuesdays, Wednesdays, and Fridays. In October, the soda/pop machines were replaced with vending machines that dispense 20-ounce bottles of juices, water, and flavored teas.

During November, the members of the organization will visit a senior citizen personal care home, read in the classrooms of the district elementary schools, and write letters from Santa to the District first graders.

The next focus for advisers Ms. Denise Henry and Mrs. Barbara Treese and for all active members will be preparing for the upcoming 2003 Regional Leadership Conference.

Northampton Area Senior High School

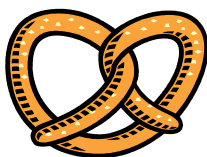
Northampton Area Senior High School, located in Region 28, recently sent six members and two advisers to Penn State for this year's State Leadership Workshop. The members included senior Dan Walker, juniors Megan Beatty and Lindsay Paulus, sophomore Amanda King, and freshman Matt Clinger. All these members graduated from their tracks.

On Sunday night the students attended the Charity Walk for Habitat for Humanity. Together the students and adviser Mr. Thomas Neiper raised \$100 for the walk.

The chapter's next goals to conquer are Trick-or-Treat for UNICEF, and we are currently working on increasing chapter membership.

Northeastern

Northeastern's Chapter of FBLA has successfully started off the new year. Our officers have recently attended the State Leadership Workshop, and we had a speaker from Consolidated School of Business. We have also sold pretzel sandwiches and glow sticks at our homecoming game to raise money.



In the upcoming weeks and months we are planning several things. Several of our members will be attending the Fall National Leadership Conference as well as the Region Six Leadership Workshop. We are also planning to hold a lock-in, going to work for Habitat for Humanity, and a Christmas gift-wrapping.

Northern

The Polar Bear chapter of FBLA had a very busy start to the year. With losing three of its five members

last year, recruitment has been a major emphasis. As of now, the chapter is 94 members strong.

We have developed a plan for community service, with our Casual for a Cause coming up on November 22. We have plans to help Cystic Fibrosis and Special Olympics.



Our chapter has also added a school service component. We will do events such as hosting refreshments for our faculty during parent conference week, cleaning school grounds, and hosting a faculty luncheon.

The chapter has started hitting the books for competitive events. Our chapter has literally taken off with the slogan "Fill Every Slot."

Wilmington Area

On October 31, 2002, the Wilmington Area FBLA chapter in Region 2 hosted their second annual "Spooked Away Hunger" event. Once again the FBLA members invited fifth graders to Trick-or-Treat with them throughout New Wilmington Borough during the regularly scheduled hours. Ironically, the ghouls and goblins were not collecting candy, but non-perishable food items to provide Thanksgiving dinners for families in need.



Local newspapers and window flyers alerted residents of New Wilmington that there was an alternative manner in which to "Spook Away Hunger." A drop-off time and location was designated for those who wished to contribute but were unavailable at their homes during the Trick-or-Treat hours.

All of this, in addition to student donations, will form Thanksgiving Celebration Baskets, which will be distributed throughout the community to needy families.



Peters Chapter

The Peters Chapter of FBLA has gotten the ball rolling for the busy fall season. Dues have been collected finalizing the members for the 2002-2003 school year. Many enjoyable events and programs are planned for the months of November and December.

Our officers represented our chapter at the State Leadership Workshop at State College in October. They participated in the workshops,



the Charity Walk, and the costume dance. One officer in the Enterprise track won an award for her team's imaginary business.

Seeing everyone dressed up got me even more excited for our next activity - **TEACHER COSTUME MADNESS**. It is an FBLA fund-raising tradition at our school. Every year on Halloween, the teachers dress up in creative, entertaining costumes. Throughout the day, students vote for their favorite costume by placing money in that teacher's container at lunch. The winning teacher will receive a gift certificate to a local restaurant for their efforts. Students have a chance to win, as well, by participating in a raffle for two baskets crammed with all sorts of goodies. All proceeds will be donated to the charity chosen by our chapter - Multiple Sclerosis.

We have many other exciting charity activities planned for the winter. Coming up on December 11 is Candygrams. This is a new activity that the kids at our school love. During lunch periods on December 11-17, students will buy and fill out cards in the cafeteria. Then on December 20, the cards will be delivered to home-rooms complete with a candy cane. This is a great way to say Happy Holidays to all your friends without spending too much money.

December also holds The Winter Carnival. This is an all-day event where different clubs and groups from our school set up tables with crafts or games. Our club will set up a flat, wooden Grinch with the face cut out. We ask teachers and school administrators to volunteer to be the Grinch for a half-hour. We have to warn them that kids will be throwing sponges with whipped cream at them. This is everyone's favorite booth.

Cocalico

The Cocalico High School Chapter of the Future Business Leaders of America, Denver, PA, has begun raising money for Habitat for Humanity in several different ways. Two huge fall projects included making donation cans for each 2002 Homecoming Queen candidate to allow students to add votes to their favorite candidate's total for 25 cents a vote. In addition, a district-wide "Casual for a Cause" is being planned for the beginning of December.

On November 4, 40 members of our chapter traveled to Central Penn College to get a lesson in leadership at the Region 18 RLW. We will be attending workshops offered by the college and running our own general session to get up to date with the other chapters.



As the holidays near, we have also been planning several projects to support needy families. We are planning a field trip to the Salvation Army Distribution Center where we will collect and pack gifts such as toys, games, radios, and blankets to give to local "less fortunate" families. We tie

this project in with "Angel Tree" and deliver 450 gifts we have collected from the community to give to the Salvation Army to be distributed to the needy.

Warrior Run

Warrior Run FBLA is excited about the year 2002-03. We've already increased our membership from 22 to 47 and hope to continue to grow. We had 24 members attend our regional workshop held at Blue Mountain High School. Warrior Run won the award for being the "Best Dressed Chapter" in attendance!

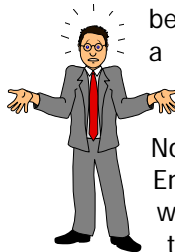
FBLA has opened a school store at Warrior Run. Students can now buy their school supplies at school--how convenient!

We've been busy trying to raise money for Habitat for Humanity--\$91 was raised for the Charity Walk that was held at the SLW on October 27. An area lumber company donated a 2" x 4" and we had people "Sign a Stud" for \$1. This piece of lumber will be donated to our local Habitat for Humanity chapter--\$50 has been collected to date. A "Hammer It Home" dance is being scheduled to raise more money towards this cause.

As you can see, Warrior Run FBLA is active and anxious to be the best we can be.

South Western High School

South Western FBLA is going strong with 84 members, a little less than last year. We started off a little slower this year compared to other years, but we are rolling now.



South Western hosted the RLW on November 5 for Region 6. Also, for American Enterprise Day, we set up a table at lunch with information and questions for students to promote business awareness.

The biggest thing that is going on right now is that we partnered with Cactus Willies, which is a restaurant. This means that one night a month anyone who eats there will have 15 percent of their bill going to Habitat for Humanity. October 31 was the first date.

Members are beginning to prepare for the SLC, which is scheduled for January 27. Members are constantly busy with community service, meetings, and Habitat for Humanity.

Shippensburg

The Shippensburg FBLA chapter has decided to make community service its top priority this year.

As an effort to earn chapter community service hours, they are working with a local community organization, the Lions Club. This organization operates the concession stand at home



football games. Part of the responsibilities of operating the concession stand includes cleaning up the football field and surrounding areas by picking up trash following the football games.

This year Shippensburg FBLA has assumed the responsibility of clean up on five Saturdays to help the community.

The chapter members, as well as the Lions Club, have agreed this has been quite a joint effort on both parts.

Shippensburg

The Shippensburg FBLA chapter began organizing its chapter and activities in May 2002. Before the school year ended, chapter officers were elected. A different approach was used to elect officers. Members who were interested in running for a chapter officer position were required to complete an FBLA officer application (much like an employment application). The assistant principals screened the applications. After screening the applications, these individuals interviewed selected candidates; and based solely on their recommendations, chapter officers were elected. The following chapter members will be serving as officers during the 2002-2003 school year:



- Christopher Reed - President
 - Jared Gastrock - Vice President
 - Meghan Looney - Secretary
 - Stephanie Ocker - Treasurer
 - Holly Kaminski - Publicity Coordinator/Historian
- The Shippensburg FBLA Chapter has 14 members this year.

Central Columbia

The Central Columbia High School FBLA has been extremely busy during the early part of the year. Primarily, the chapter has had to organize and carry out our school sweatshirt fund-raiser and prepare for the Region 7 Leadership Workshop (RLW). Our sweatshirt sale was very successful this year. The officers put in an enormous number of hours taking and calculating orders. Overall, we are very pleased with the success of the sale.



In addition to the fund-raiser, we have been planning the RLW, which is to be hosted by our school this year. The officer team has been working on the workshop since July, and we haven't stopped yet. The workshop will take place on November 7. State President Brett Hollister will be presenting a workshop, and the main speaker is Doug Davis, a Central graduate and former professional baseball player.

Our chapter has participated in the Adopt-a-Highway Program twice this year. On Make-a-Difference Day, we collaborated with our school's Care Club to volunteer at our local Ronald McDonald House; and on that same day, the other members participated in an AIDS walk. We traveled to the State Leadership Workshop in State College, and we will attend the National Fall Leadership Workshop in Philadelphia. We also volunteered our time at the American Cancer Society's Jail-a-thon and sold "Americana" blocks for donations.

We have been quite involved this year, and we will still be busy as the year moves on.

Pine Grove Area High School

Recently our chapter has taken part in fund-raising, fund-raising, and a little more fund-raising. During our annual Homecoming Day, "our PGA FBLA Chapter" knocked on wood and tried a new fund-raiser. For one of our benefits for the Habitat for Humanity, we ran a "Sign a Stud" stand. At this stand, we had two 2X4X8 stud boards that the public could sign for \$1. Each person who paid his/her dollar not only signed the stud, but his/her name was placed in two boxes for raffles that we were chancing off. Two local vendors gave us a donation of gift certificates to their businesses. We raised \$270 in just one day. Another fund-raiser that we are working on is selling sub tickets--this is to help our members pay their dues. Yet another activity is selling Krispy Kreme Donuts to raise funds for members to attend our NFLC this year. Yes, we are busy fund-raising!



This year our volunteer chairperson has also signed up many students to volunteer their time during their study hall periods or after school to help elementary and middle school teachers. Each year we send out letters to our elementary and middle school teachers to see who would like a student assistant for the year. This is a great project for FBLA members, younger students, and teachers in our district. We are able to do this project because of the support from our district and the location of the elementary and middle school buildings, which are located next to our high school.

New Oxford

FBLA members and officers attended the Regional Fall Workshop on November 5 at South Western High School. The presenter for the workshop was Susan Kozak from Consolidated School of Business, whose topic was "Get S.M.A.R.T." After reports were given on the SLC and the NLC, there was a speaker for this year's state project, Habitat for Humanity. Door prizes were awarded. This workshop was a success.

Waynesboro

The Waynesboro Chapter of FBLA is off to a strong start. We have considerably increased membership to 67 paid members to date. (In 2001/2002 we had 46). Recently at the Regional Leadership Workshop, we had 59 members attend.



Students from our chapter are active already. We held a spaghetti dinner to raise funds. Other planned fund-raisers are the selling of Bonus Books and Christmas ornaments. The Waynesboro chapter hopes to raise sufficient funds to cover all its social events.

Littlestown

The Littlestown chapter of FBLA has kicked off another great year. After reaching its goal of increasing membership to over 50 members, the chapter hopes to concentrate on its other goals including community service, member involvement, and success at the Regional Leadership Conference. The Littlestown officer team attended the State Leadership Workshop and hopes to use that to assist the chapter this year.

Currently, the chapter's biggest project is the annual basket auction to benefit FBLA's charity of choice, Habitat for Humanity. With that and much more on the agenda for this year, the 2002-2003 school year will be one of Littlestown FBLA's best years yet.

Upper St. Clair

On the last October weekend, seven of the Upper St. Clair High School FBLA chapter members went to the beautiful town of State College. The seven students left early on Sunday the 27th. They were going for the annual Pennsylvania FBLA State Leadership Workshop. These students were expecting to have a fun, yet informal, experience. Students from all across the state came to this workshop.

Even though only seven of our chapter members were able to go, they had much to bring back. Phil Gorman, Region 24's secretary, said, "We learned ways to strive to improve our region." Gorman said he had a great time at the workshops and is excited for next year. Region 24's vice president commented, "We learned how many minor things are very important in order to be professional. For instance, it is extremely important that



a professional shows that he or she really cares. A warm welcome, an introduction, and a handshake are all very appropriate gestures made by professionals every day. We also learned that to keep things running smoothly, we, as regional officers, must improve communication with all the chapters, as well as within the chapters."

Kennett

Kennett High School's largest club, FBLA, started the school year by adding a tremendous amount of spirit to the homecoming festivities of 2002. This year we carried on our tradition of funding the club's many activities and scholarships by creating and marketing the much-anticipated annual T-shirt, along with the new arrival of athletic shorts. In addition to our Kennett apparel, we sweetened our treasury with the sale of cotton candy. With the fund-raising we develop and execute, FBLA is now able to provide scholarships for less fortunate students to become members. Our strong fund-raising also enables us to host "power lunches" and regional meetings.

The excitement is mounting for November 18, when Kennett will co-host the Region 9 RLW. Rob Armstrong, the author of the comic strip *Jump Start*, will deliver an interactive motivational speech. Kennett FBLA also hosts "power lunches" while members listen to business success stories.

Along with the meetings and stories, we also squeeze in time to provide the entire school with a truly "magical" dance. The "Mistletoe Magic Dance," December 14, is one of the most well attended and renowned dances of the school year. FBLA transforms the gymnasium with sparkling, twinkle lights and holiday decorations, just right for a cozy December night. Fund-raising, marketing apparel, and conducting various meetings are a product of education the club receives about business.



Sayre

The FBLA year is off to a good start with an impressive 85 students joining this year. This year's officers have also been named. President is senior Andrea Bottoni; vice president is sophomore Bill Bustin; and the reporter, senior Molly Guinane. Senior Allison Rae is this year's treasurer and junior Lauren Rich is secretary. We all wish the best of luck to the new officers.

According to advisers Mr. Selleck and Mrs. Fabbri, the activities this year will be very similar to last year's activities. Some of the highlights of this year will be the trips to the Snyder and Latchfield Elementary Schools for Christmas, the regional conference, and New York City.

The first thing on the list is Christmas at the elementary schools. In this event, students are put into groups and assigned to a specific grade/class. Most students do some sort of craft project or watch a movie with the younger kids for a couple of hours. That event is something that both elementary and high school students enjoy.



The second thing on the agenda is the regional conference. This year's regional conference is held on January 11 at Sayre. There will be eight schools attending the regional conference: Troy, Towanda, Wyalusing, Sayre, Athens, Canton, Tunkhannock, and Susquehanna County AVTS.

Lastly, the most important part of the year to most students is the New York City trip. This year's trip is planned for three days in late April. All students planning to attend the trip must complete 50 hours of community service. Students are advised to listen to the morning announcements for opportunities to earn some of their hours. Other examples are working at concession stands at sporting events, working the FBLA café during the tutorial period, and the upcoming Turkey Trot.

Purchase Line

Purchase Line FBLA chose to sell candy bars to help raise money for Habitat for Humanity. The Purchase Line FBLA set up a booth at the local Cookport Fair. This increased the knowledge of what Habitat for Humanity is about and how we are helping. In addition, we told others how they can get involved in the action with the promotion of the charity. The future for FBLA looks bright, including more plans to raise money for the Habitat for Humanity by our annual citrus sale.



Pleasant Valley

This year the Pleasant Valley FBLA officer team mapped out their 2002-2003 objectives in late June and worked during the summer months planning their mode of attack. The biggest challenge was to beef up the membership to an all-time high of 200 members and to make meetings informational, educational, and yet fun.

The officer team attacked the first challenge of membership by scheduling guest speaker sessions in business classes the second week of school. In preparation for their speeches, officers made brochures explaining FBLA and created bulletin boards in two areas of the building explaining what FBLA is all about. Many of the officers had their own objective of recruiting at least ten new members. The first meeting took place, and over 180 students showed up to find out what FBLA is all about. So far, Pleasant Valley has a little over 160 paid members and is still growing.

Adviser Miss Ruschak and the officer team conjured up some fun ideas for the first four meetings. One of the ideas was to honor products that were discovered 50 years ago. The big item found was the Pez Dispenser. PV FBLA purchased over 100 Pez Dispensers and distributed them to members at meetings. At the third meeting

an online FBLA scavenger hunt was conducted. Over 100 computers were booted up and logged onto the PA FBLA website where members searched for answers to FBLA-related questions. Lastly, officers made up a "Dress Code" violation game. Members are given copies of the dress code and the officers all have items on them that violate the FBLA Dress Code. The team that finds the most violations wins the prize.



All in all, it looks like Pleasant Valley FBLA is on its way to "Soaring to New Heights!"

Garnet Valley

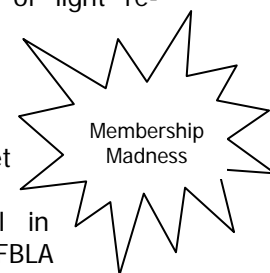
Four officers of the Garnet Valley High School Future Business Leaders of America traveled to Chichester High School in early October to address the membership, which has reactivated its chapter status. The after-school presentation allowed Chichester students to learn more about the organization, its goals, and its activities.

Representing Garnet Valley were Jenny Jou, local and Region 19 president; James Breen, secretary; Zein Nakhoda, treasurer; and Sarah Fuesler, Region 19 secretary. Each member participated through the discussion of the GVHS calendar of events for the year, competitions, charitable projects, and ways that Chichester students can become involved in local, region, and state activities.

Following the presentation, the attendees had the opportunity to receive prizes upon demonstrating their knowledge of information discussed during the meeting. The Chichester chapter members demonstrated their hospitality through a reception of light refreshments.

Garnet Valley

Chapter officers of Garnet Valley High School FBLA traveled to the district's middle school in September in order to initiate an FBLA chapter—the first middle school chapter in Delaware County and one of a few in Pennsylvania. During two sessions, Jenny Jou, chapter and Region 19 president; Heather Farah, vice president; James Breen, secretary; and Sarah Fuesler, Region 19 secretary, acquainted the GVMS students with FBLA.



The officers addressed the students on the goals of FBLA, charitable and service activities in which they can become involved, competitive events, as well as the upcoming Regional Leadership Workshop.

At an after-school ceremony in October, the four officers of the chapter were installed during a candlelight ceremony.

Western Wayne

"Good morning, welcome to Western Wayne." These words were echoed numerous times throughout the halls of Western Wayne High School during three days in late October by several FBLA members. These members were selected by the principal to serve as "official ambassadors" during the recent curriculum evaluation conducted at the high school. Approximately 33 teachers (representing 24 area school districts and 12 members of the NEIU No. 19) visited the school to observe the educational process in action.

The students involved were required to be at the high school by 7 a.m. Each student was then responsible for escorting the visitor(s) on a tour of the building and telling him/her about the school. Participating in this activity were Danielle Premuto, Lauren Lubinski, Michelle Matthews, John Michael Vitovsky, Stefen Lovelace, Jordan Covey, and Kellyn Nolan.

Western Wayne

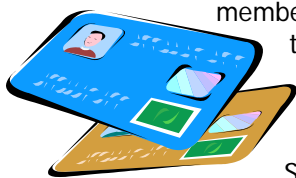
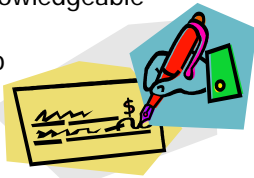
Nearly 300 students from 19 area high schools participated in a Youth Financial Summit at Keystone College in May, sponsored by Skills in Scranton, the award-winning business-education partnership of the Greater Scranton Chamber of Commerce. Representing Western Wayne HS were 15 business students and active FBLA members. Responsible for coordinating the day's activities were 31 members of Tomorrow's Leaders Today, a youth initiative comprised of juniors from area schools specially selected because of their outstanding leadership qualities and commitment to the future of northeastern Pennsylvania. One of those students is Western Wayne FBLA member, John Michael Vitovsky.

According to Vitovsky, who began learning about personal finances when he prepared for competition in the Banking & Financial Systems event, "High school students need to become more knowledgeable about their finances."

This summit enabled students to attend three breakout sessions on investing, budgeting, and credit card use.

"The session on credit cards will definitely make me think twice about getting a credit card," said chapter member Rhonda Poska. Added fellow member, "I understand how important it is to have good credit,

but I learned it's even more important that we use that credit responsibly." James Smith echoed, "One of the things I learned from this summit is to never let someone else charge on my credit card; it usually ends up causing problems."



Bermudian Springs

Community service has been the focus for members of the Bermudian Springs chapter of FBLA. The year began with members' managing the high school's annual magazine/music campaign. Members organize and distribute sales materials to the student body, collect and verify the subscriptions, distribute prizes, and allocate the profits to the classes proportionately.

Another service project involved typing approximately 1,400 names and addresses into a data base to be used for mailing labels for the East Berlin Community Library.

Both a fund-raiser and a school service project is selling Otis Spunkmeyer cookies and muffins every Wednesday before school. This project involves many members weekly to bake the cookies, sell the cookies, order the products, and count the money.

In addition, a candy bar fund-raiser was held for members to be able to have their \$10 dues paid.

With only three Bermudian Springs FBLA members having attended either a state or national conference before this year, the chapter sent eight members to the SLW. The chapter will perform the emblem ceremony at the Region VI Leadership Workshop on November 5 and will be taking five members to Philadelphia for the NFLC.

Five members are planning to participate in a "Blitz Build" for Habitat for Humanity in Biglerville on Saturday, November 16. A Zap-a-Snack sale (pizza, cinnamon rolls, and pretzels) will be held in November with proceeds to benefit the State Project.

Penn Pal Personals

Garnet Valley FBLA

Growing
 Awesome
 Resilient
 Noble
 Enthusiastic
 Talented

PTHS FBLA HOT Seniors!
Good luck in college next year.
Love, Mary-Alice

Corn! bats, Red coats, ice bucket, Mighty
Ducks, State Office 2001!
Chuck Reed

Good Luck to all FBLA Members.
Bishop McDevitt High School

Best wishes to all Bermudian Seniors!
Sara

Wilmington Area Officers are #1.
Keep up the great work!
Miss Petro

PA FBLA—Have a great year!
CTSO Facilitator

Good Luck, CD Rams, at Regionals
Rams Rock!!!



Region 19
is
"Soaring to New Heights"

Welcome
to Four (4) New Chapters—

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- Chichester H.S.
- Garnet Valley M.S.
- E. T. Richardson M.S.

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**Brett Hollister, President
Western Wayne High School**

Extracurricular Activities:

FBLA, football, track and field, Student Council

Hobbies: Weightlifting, Sunday School assistant

Favorite Musical Group: Creed

Favorite Food: Steak

Spare-Time Activities: Listen to music, weightlift

Future Plans: Attend college with architectural major

**Sean O'Brien, Secretary
Bentworth High School**

Extracurricular Activities:

FBLA, Scouts, School Musical

Hobbies: Reading, duck tape sculpture, remote-controlled airships, history, tactical board games

Favorite Musical Group: Beatles

Favorite Food: My grandmother's spaghetti

Spare-Time Activities: N/A--I have no spare time

Future Plans: Engineering, management, and possibly politics



Sean O'Brien, Joshua Coleman,
Brett Hollister, Nick Truesdale

**Nick Truesdale, Central District VP
New Oxford High School**

Extracurricular Activities:

Tennis, FBLA

Hobbies: Guitar, politics, swimming, tennis, and reading

Favorite Musical Group: AC/DC

Favorite Food: Chicken fingers

Spare-Time Activities: Play my electric guitar

Future Plans: Major in political science and serve people as an elected official

**Joshua Coleman, Eastern District VP
Hatboro-Horsham Senior High School**

Extracurricular Activities: FBLA, Student Council, Advisory Board, National Honor Society, soccer, cross country, football, winter track, diving, pole-vaulting, and spring track

Hobbies: Snowboarding, pole-vaulting, surfing, skimboarding, skateboarding, spending time with my family.

Favorite Music Group: New Found Glory

Favorite Food: Spaghetti

Spare Time Activities: Snowboarding

Plans for Future: Start my own business after attending the University of Pennsylvania.

**Heather Diehl, Parliamentarian
Chestnut Ridge Senior High School**

Extracurricular Activities:

Band, Field Conductor, National Honor Society, Senior Executive Committee, Student Council, Key Club Secretary, SADD Secretary, Chestnut Ridge FBLA Secretary, Region 17 FBLA Secretary, member of Parliamentary Procedure team

Hobbies: Dance (employed by Nancy Cogan's School of Dance to teach beginners classes)

Favorite Music Group: Jagged Edge, Lifehouse, Vanessa Carlton

Favorite Food: Caesar salad, tacos, and anything Italian

Spare-Time Activities: Dance, reading, spending time with my friends

Future Plans: Attend college to major in Health Administration

**Kelly Kavetski, First VP
Norristown Area High School**

Extracurricular Activities:

FBLA, cheerleading, lacrosse, field hockey, editor of school newspaper, mock trial, secretary of class, Student Council, and part of an explorers program at a local law firm

Hobbies: Going to parties and clubs, concerts, and to the mall; dancing, listening to music, and hanging out with friends

Favorite Musical Group: Changes depending on mood

Favorite Food: Anything meat related, preferably Philly cheese steaks

Spare-Time Activities: Dance, watch TV, sleep, and listen to music

Future Plans: Go to college for business communications and hopefully get a job paying lots of money and live in a city



Jennifer Chronister, Kelly Kavetski,
Ashley Rumpulla, Heather Diehl

**Jennifer Chronister, Reporter
Bermudian Springs High School**

Extracurricular Activities:

FBLA, chorus, intern at local newspaper

Hobbies: Reading, writing, working, hanging out with friends, spending time with my family

Favorite Musical Group: Listen to anything depending upon how I feel

Favorite Food: Pickles and anything Italian

Spare-Time Activities: Sleep

Future Plans: Major in communications and be happy in all I do

**Ashley Rumpulla, Treasurer
Lehigh Area High School**

Extracurricular Activities:

Cheering, Debate, PowWow, FBLA

Hobbies: Hanging out with friends

Favorite Musical Group: Listens to almost anything—no favorites

Favorite Food: Chicken Parmesan

Spare-Time Activities: Spend time with friends and family

Future Plans: Go to ESU for elementary education