



## Letter from your President

I hope you all have had a terrific summer! It is now time to get excited for another incredible year for Pennsylvania FBLA. This year is sure to be packed full of countless opportunities that we can all take advantage of!

This year's national slogan is "Simply the Best" and PA FBLA showed just with its great success at the National Leadership Conference in Anaheim, CA this summer! Pennsylvania brought home a record "smashing" 66 individual, team, chapter and state awards, eclipsing our previous record of 54! With over 300 members, advisers and guests attending we definitely made a huge impression. Congratulations to all our winners, and thank you for making PA FBLA proud!

In the upcoming year, there are multiple ways that you can get involved and learn how to become "Simply the Best!" I encourage each of you to participate in a competitive event this year. Once again, there will be some changes with the competitive event program, and I hope each of you will step up to the challenge! In addition, there are many goals and plans of work that your state officer team has set to help continue the PA FBLA tradition of excellence! Our state project this year, Habitat for Humanity, has many opportunities for monetary and community service donations, and I implore each one of you to check into the many activities and events available to you!

In addition to the opportunities available through Habitat for Humanity, it is my goal to be able to keep in touch with each and every member of PA FBLA through the use of a member email list. I hope you will assist me in this venture by registering your email address with PA FBLA. This can either be done by emailing me directly or by keeping an eye out for the information on how you can get your email address registered online.

Finally, to further enhance your 2009-10 PA FBLA year, I hope you will attend the conferences and workshops available to you! Get your other chapter members involved as well at your respective RLW and RLC. Also, don't forget about the SLW in State College in October, and the NFLC in Baltimore in November! Make the most of this upcoming year! I can assure you, your time spent participating in FBLA activities, with other members from across your region, the state, and the nation will not disappoint you!

Best of luck in the year ahead! I know you will demonstrate how you are "Simply the Best!"

Sincerely,

Zach Gosling  
State President



Penn Pal

# Habitat for Humanity: 2009-2010 State Project

Written By: Bryan Irving, State Secretary

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Based on all five presentations that the officers saw during an Executive Committee meeting, the presentation that stood out as an organization that has a mission of helping any and everyone was chosen as our 2009-2010 State Project.

Habitat for Humanity is a nonprofit Christian housing ministry whose mission is to seek to eliminate poverty housing and homelessness from the world and to make decent shelter a matter of conscience and action.

Through volunteerism, labor, giving donations of money and materials; Habitat builds and establishes simple, decent houses alongside our homeowner (partner) families. Habitat is not a giveaway program.

In addition to a down payment and monthly mortgage payments, homeowners invest hundreds of hours of their own labor (sweat equity) into building their Habitat house and the houses of others.

The state officer team decided that our 2009-2010 monetary goal would be \$75,000 the cost to build one home. Today Habitat for Humanity has built over 300,000 houses around the world providing more than 1.5 million people in 3,000 communities with safe, decent, affordable shelter.

If you are interested in learning more about Habitat for Humanity you can visit their website at <http://www.habitat.org>.



## NLC 2009 — Anaheim, CA

Written By: Mark Hickey, State Treasurer

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After a plane ride that took the PA FBLA delegation and its guests across the country, PA FBLA was out of the airport and onto a run of shuttles to have a Beach Barbecue at Huntington Beach. The welcoming waves and bright sun made the hours spent there worth while. The view from the pier looking out into to the Pacific Ocean was one that could not be compared to. The awesome scenery at Huntington Beach would be sorely missed as PA FBLA climber onto busses to be bussed to the hotel.



The streets of Anaheim were lined with palm trees, grand hotel chains, and restaurants. The Hilton Anaheim, which was where the state of Pennsylvania would be staying definitely was grand in itself.

Besides the hotel, one main attraction for the entire FBLA was Disneyland located on the same block as our hotel. So, when the opportunity arose, a short walk to Disneyland proved to be worth the experience. Boasting extravagant scenery and some of the best rides and attractions in the country, it didn't fall short of expectations. Many themed rides and games based upon some of our favorite Disney characters, topped off with an unforgettable fireworks show, made the time spent there as magical as Disney's legacy.

PA FBLA provided a tour day in which PA FBLA got to see some sites in Anaheim. The Crystal Cathedral, the Walk of Stars, and The Kodak Theater were all stops on this tour. The most memorable probably being the Kodak Theater in which the famous HOLLYWOOD sign could be spotted! In all, Anaheim was a great location with an abundance of sights and experiences for PA FBLA to enjoy their time at the 2009 FBLA National Leadership Conference in Anaheim California.



# Running a National Campaign

Written By: Justin Coleman, State First Vice President

As all of my fellow officers would agree, this National Conference will not be forgotten for a long time. It was a first experience for six out of the eight officers who attended. Although the State President and I had at least one national conference under our belts, none of us had ever endured such a long and grueling campaign experience like the one we would all soon face. Even with this daunting task ahead of all the state officers, none of them tried to get out of attending and helping at my booth. Without their help, my campaign would not have been nearly as successful as it was.

*"I could not have been more joyous. All the support from my family and friends had come together and helped me achieve a dream I have had for many years. "*

Our first official day of campaigning began on Friday at 7 AM. The officers and I had 2 hours to completely set up my campaign booth. At 9 AM, visitors were allowed entrance to the hall; the swarm of members, advisers and guests began and lasted until 4

PM. Later that night was the exciting Eastern Region meeting. My two opponents, Weishan Wang from New York and Leslie Redmond from Washington D.C., and I had to make speeches in front of the entire region, then together we underwent a

Question and Answer session. These questions ranged from our platforms and goals, to the routes we would take to achieve them. The next day at 9 AM the campaigning reconvened and lasted until 2 PM on Saturday. We had the rest of the day to relax,

until the next morning at the voting session.

When the Eastern Region voting session doors were closed, there were 324 official voting delegates present. That means that for a candidate to win on the first vote, he or she must receive 159 votes, giving that candidate a majority over the other two. Fortunately, with Pennsylvania's 109 present voting delegates, my campaign was able to secure majority on the first vote. Being that we did not know this until the award ceremony later that evening, the rest of the day would be spent trying to relax, wondering if I had been elected.

The Awards of Excellence Ceremony at Anaheim was spectacular this year. Many hardworking members were awarded with top 10 finishes and a trophy to take home. Many of the events were even sponsored, and the event winners received scholarships as well. When the end had come, and the Region Vice Presidents were being announced, my heart began to race. I had mixed emotions; if I had won I needed to remember everyone who made this experience possible. If I had lost, I would have to keep my head up and congratulate the newly elected Eastern Region Vice President. When my name was finally announced as the new Eastern Region Vice President, I could not have been more joyous. All the support from my family and friends had come together and helped me achieve a dream I have had for many years.



## The IFL Experience

Written By: Krista Smith, State Vice President-at-Large

At the National Leadership Conference in Anaheim, California, several FBLA members enrolled in the 2-day seminar, Institute for Leaders. During IFL, members engaged in individual and group activities. A few of these activities included participating in ice breakers, listening to inspiring speakers, and being able to break a wood board in half by putting "mind over matter."

The highlighted topics at the Institute for Leaders were: business, entrepreneurship, career, management, communication, and leadership. Each person was to choose a "major" and a "minor" in which was picked on his personal preference. Not only was it a learning experience, we were able to network with others and gain friendships with members from all over the world.

The PA State Officers took on IFL to learn new and exciting ideas, but most importantly, to better our time spend in FBLA.

If you attend the NLC next year in Nashville, sign up for the Institute for Leaders to see what it is really like!



# The Basics of Conducting a Business Meeting

Written By: Darcie Shaffer, State Parliamentarian

It is very difficult to speak briefly about parliamentary procedures. There are many complex steps, rules, and exceptions to the rules. Today I have decided to give you all a brief run-down of how to conduct a business meeting in nine easy steps.

## **Step 1:**

Make sure a quorum is present. A quorum is simply the minimum number of members required to be present in order to conduct business. In most organizations the quorum is a majority of its members. Ex: The organization has 50 members in total and its quorum is 25 members. Thirty members are in attendance. Therefore a quorum is present.

## **Step 2:**

Call the meeting to order. Generally the chair would simply say, "This meeting will now come to order." They would then rap the gavel one time. The gavel should never be rapped more than once!



## **Step 3:**

Reading and approval of minutes. In this step the minutes, which are a brief description of what was done at the previous meeting, are read to the assembly. This is normally done by the secretary. Corrections can then be made if any mistakes are found in the minutes and the minutes should then be approved. Usually the minutes are approved by unanimous consent, which means every one agrees to them without taking a formal vote.

## **Step 4:**

Reports of officers. Usually the treasurer is the only officer to report. Their report consists of the organization's total funds and spending.

## **Step 5:**

Reports of standing committees. A standing committee is a committee that exists year round and is found in the organization's bylaws. For example: The nominating committee makes nominations for major elections in some organizations.

## **Step 6:**

Reports of special committees: Special committees are not permanent like standing committees and cease to exist once they submitted their final report. For example: The

dance committee may be created specifically to organize the homecoming dance and once the dance is over and the committee gives its final report it is no longer needed and ceases to exist.

## **Step 7:**

Unfinished business. Unfinished business consists of the motions that were not reached or were not finished at the previous meeting.

## **Step 8:**

New business. New business is the time in the meeting where members can make motions that were not yet considered in the meeting. These motions are main motions. This means that they bring a new subject before the assembly. For example: "I move that the chapter hold a bake sale." This motion would then be debated and voted on.



*Both PA Parliamentary Procedure Teams pose for a picture together.*

# Fundraising Facts

Written By: Frankie Lewoc, State Vice President-at-Large

Every chapter needs to fundraise to stay afloat, but it is not always easy getting started. Chapters often have plenty of members and plenty of supplies, but they just do not know exactly where to begin. So I would like to give you pointers on how to actually "jumpstart your fundraising machine."

The very first and most important thing I find necessary is chapter plans. You need to sit down and plan out your chapter's goals. For example you need to know how much money you are planning on sending to various charities. This will give you an outline of what you need to raise.

After you have your charities and goal amounts set, you are really ready to start raising the funds. I have developed five tips to help you make your fundraisers successful.

First, plan out the event in detail. You need to make sure you have every aspect of the project thought out.

Second, advertisement is key to the success of your fundraising event. The sky is the limit when it comes to how much you can advertise. Do not rule out things such as TV stations or radio stations, those are key. For example for a breakfast we held at my high school we did tons of advertising. We had posters around the entire district and community, messages on our electronic school board sign. We went on the local radio and

TV stations; we sold pre-order tickets, and placed the event in the local newspaper prior to the event. All of this advertisement proved to be successful at our event, and are simple things you can do also!

Third, allot plenty of time to get the fundraiser underway. Do not rush the event or planning of the event. The fourth tip would be member and community support. This means you need to make sure to find people that are willing to work, donate supplies, and provide a location for the event. It is the members and the community that actually make the event run with their efforts.

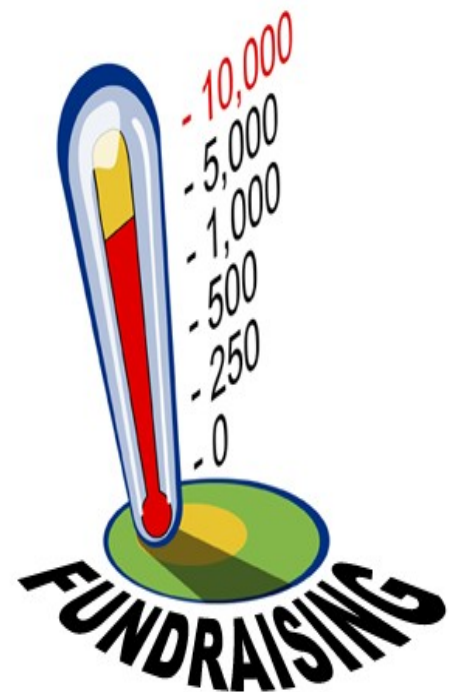
Finally, delegate work. Events can be very stressful and consuming so it is necessary for you to delegate work accordingly. If only a few people take on too much of the work, then there is a chance the project will suffer.

If you are still drawing a blank I would like to give you a couple fundraising examples that are successful. Sport tournaments that include students and teachers are always sure to attract a crowd. For example a dodge ball tournament with students versus teachers. You would charge admission for everyone who comes to watch the actual event. Serve a meal to the community. An example would be a themed dinner. Each person would buy a ticket and that would be your revenue. Contact corporate businesses

and seek their support. If they support your event you will advertise for them in return. Also do not forget about the common fundraisers that work such as: basket auctions, BINGO, car washes, and charity walks.

For any further assistance feel free to contact me at [vpatlarge1@pafbla.us](mailto:vpatlarge1@pafbla.us).

I hope you can find my tips helpful. I only wish you the BEST of luck as you "jumpstart your fundraising machine!"



## Meet Your State President: Zach Gosling

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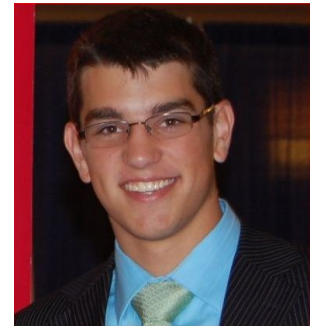
- **School District:**  
Cocalico High School
- **Interesting thing about your school district or area you live:**  
There are three public pools within our school district!!
- **Activities you are involved in:**  
I play football for the Cocalico Eagles, last year we went 10-2 making it to the second round of districts in section 2.
- **Hobbies outside of school:**  
I enjoy running my company, GozBay.com, which consumes the majority of my time.

The balance of my time is spent developing various other websites as well as riding my motorcycle and hanging out with close friends.

- **Favorite TV show:**  
Definitely House
- **Coolest movie:**  
Live Free or Die Hard
- **Why you joined FBLA:**  
To become a more competent, aggressive business leader and because I love everything PA FBLA has to offer.
- **Greatest challenge faced by businesses in the next 10 years:**  
Government

- **Any other interesting fact or comment:**

I really enjoy watching Sean Hannity at 9 O'clock on FOX



## Meet Your State First Vice President: Justin Coleman

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- **School District:**  
Hatboro-Horsham School District
- **Interesting thing about your school district or area you live:**  
There is a Naval Airbase in our town.
- **Activities you are involved in:**  
FBLA
- **Hobbies outside of school:**  
Surfing, Skimboarding, Skating, Snowboarding, Computer, Family, Reading, Faith.

- **Favorite TV show:**  
24
- **Coolest movie:**  
Defiance
- **Why you joined FBLA:**  
To learn better networking and public speaking skills
- **Greatest challenge faced by businesses in the next 10 years:**  
Getting consumers to buy the newest items instead of sticking with their old and used items.

- **Any other interesting fact or comment:**

The difference between a successful person and others is not a lack of strength, not a lack of knowledge, but rather a lack of will. ~Vince Lombardi



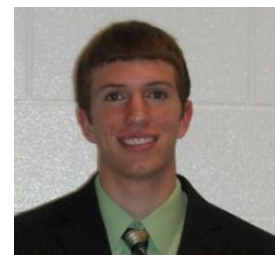
## Meet Your State Reporter: Brad Allison

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- **School District:**  
Chestnut Ridge SD
- **Interesting thing about where I live:**  
It is the largest school district in area in the state of PA with one high school
- **Activities:**  
FBLA, NHS, Spanish NHS, Football, Basketball and Track
- **Hobbies outside school:**  
I hunt, fish, kayak, mountain bike and snowboard.

- **Favorite TV show:**  
House
- **Coolest movie:**  
Step Brothers
- **Why I joined FBLA:**  
To gain valuable business knowledge.
- **Greatest challenge faced by businesses:** I suppose a businesses largest challenge in the next ten years would be a change in ethics.

- **Interesting fact:**  
I am very accident prone.



## Meet Your State Secretary: Bryan Irving

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- **School District:**  
Milton Hershey School
- **Something interesting about the school District in which I live is:**  
That right around the corner from where I live is the Hershey's Chocolate Factory. So I wake up to the morning of cocoa each day.
- **Some activities I am involved in include the following:**  
Track, Susquehanna Youth Chorale, Varsity Choir, Student Government Association, International Thespian Society, Fellowship Of Christian Athletes.

I don't consider singing really an activity because It plays such an important role in my life but I LOVE SINGING!!!!!! I do it all the time. But besides singing I love to run due to my energetic personality.

- **Favorite TV Show:**  
I love American Idol, So You Think You Can Dance, Real Housewives, Family Guy, and the News.
- **The Coolest movie I have seen would have to be:**  
TRANSFORMERS 2!!!!. It was hilarious!!!

- **Why I joined FBLA:**  
I joined FBLA to gain profitable knowledge in the business field that can help improve all aspects of my life. I also joined FBLA to obtain knowledge so that I am ahead and abreast of what is going on around me.



## Meet Your State Treasurer: Mark Hickey

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- **School District:**  
Sayre School District
- **Interesting thing about your school district or area you live:**  
I live in a small community so everyone knows each other. Sayre was a big railroading town, and is home to one of the nation "Top 100 Hospitals" which bring in doctors, residents and patients from around the country.
- **Activities you are involved in:**  
Swimming, Soccer, Track & Field, National Honor Society, Tri-M Music Honor Society, Chorus, Drama Dept., Forensics, FTA Class of 2010 Treasurer.
- **Hobbies outside of school:**  
Competitive Swimming in the Summer time, Lifeguarding, and Teaching Swim Lessons
- **Favorite TV show:**  
It's a toss up between Heroes & The Office
- **Coolest movie:**  
The Illusionist

- **Why you joined FBLA:**  
Honestly, I still remember going to 7<sup>th</sup> grade orientation and getting lured over to the FBLA table with doughnuts. I was informed about the organization and what it did, and also that our chapter took a trip to a major city at the end of the year. Mr. Selleck, our advisor, said that all I had to do was some community service hours and a good amount of fundraising and then I could go. Since we have a middle level chapter at our school, I was able to join in seventh grade. So you could say I joined for the doughnuts, (as did most in our school) and stayed because I discovered that my ideals matched the ideals of FBLA, and it has given me so many good experiences beyond what I foresaw in my seventh grade year.
- **Greatest challenge faced by businesses in the next 10 years:**  
I feel that changing to the constant fluctuation of technology will be rather difficult.

When you think about it, technology is constantly improving and at a fast rate at that. It is time consuming, difficult and expensive trying to update technology for any business; especially on a larger scale.

- **Any other interesting fact or comment:**  
Most people have no idea that I have a twin brother that is also in FBLA. So if you ever think you see me in two places at once just remember that I have a twin, and hopefully you'll be a little less confused.





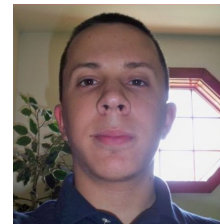
## Meet Vice President-at-Large #1: Frankie Lewoc

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- **School District:**  
Pleasant Valley School District
- **Interesting thing about the school district you live in:**  
Although I come from a fairly populated high school, I love the fact that the school and community are so supportive. It seems like everyone in the community remembers you on a personal basis and are always willing to help you succeed.
- **Activities:**  
Baseball and FBLA

- **Hobbies:**  
Playing Xbox 360, working out, and weight training.
- **Favorite TV Show:**  
The Daily Show or The Colbert Report
- **Cooldest Movie:**  
Never Back Down
- **Why You Joined FBLA:**  
When I was younger, my older sister, Zena Lewoc, was very involved in FBLA, and I saw how cool the organization was, and that is why I decided I wanted to be a part of FBLA.

- **Greatest Challenge Faced by Businesses in the Next Ten Years:**  
I believe the greatest challenge businesses will face in the next ten years will be getting consumers to have faith and trust in their company after these hard economic times.



## Meet Vice President-at-Large #2: Krista Smith

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- **School District:**  
Athens Area High School.
- **Interesting thing about where you live:**  
I live in "the valley." It's located right next to the PA/NY border.
- **Activities:**  
FBLA, National Honor Society and volleyball.
- **Hobbies Outside of School:**  
I enjoy dancing, skiing, music, hanging out with friends, and

- vacationing. Also, I love playing and watching sports.
- **Why did you join FBLA:**  
My sister was in our high school chapter of FBLA and I was anxious to be able to join. But during my freshman year, our junior high started a Middle Level chapter and I was asked to join by our adviser, Mr. Lemmon.
- **Greatest Challenge Faced by Businesses in the Next Ten Years:**

Businesses are going to have to try harder than ever to make a profit. Inflation has caused the prices of living and supplies to increase so now it's tougher to make money and get ahead.



## Meet Vice President-at-Large #3: Kayla Vanorskie

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- **School District:**  
Delaware Valley
- **Interesting thing about your school district or area you live:**  
We had one of our students place first in the state for wrestling, and we also had a state champion in swimming.
- **Activities you are involved in:**  
FBLA and the Cheerleading Team.
- **Hobbies outside of school:**  
Spending time with my little brothers and sister, and my friends.

- **Favorite TV show:**  
True Blood
- **Cooldest movie:**  
Hangover.
- **Why you joined FBLA:**  
I joined FBLA when I heard about it from my accounting teacher. I did not know much about the organization at that time. It was not until being in FBLA for a while that I realized I have become passionate about it.

- **Greatest challenge faced by businesses in the next 10 years:**  
I feel the greatest challenge faced by businesses in the next 10 years is the economic state of the country.





## Meet Your State Parliamentarian: Darcie Shaffer

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- **School District**  
Chestnut Ridge
- **Interesting thing about where I live:**  
It is the largest school district in area in the state of PA
- **Activities:**  
FBLA, NHS, Model UN, Student Council, Scholastic Scrimmage, Band, Tennis, and Track
- **Hobbies outside school:**  
I sing in church and participate in my church youth group
- **Favorite TV show:**  
House and MASH
- **Coolest movie:**  
Monty Python's Quest for the Holy Grail
- **Why I joined FBLA:**  
FBLA seemed like a great opportunity for me to develop my leadership skills and to learn new

things as well as meet new people. I also saw all of the benefits my sister gained from FBLA and wanted to gain from it as well.

- **Greatest challenge faced by businesses in the next 10 years:**  
I suppose a businesses largest challenge in the next ten years would be the changing economy. Currently spending is down but I'm sure that a business that makes it through the next few years will see a positive change in the future.
- **Interesting fact:**  
Two interesting facts about me that I would like to share are that I go to the renaissance faire every year in costume and I can make balloon animals. Also there is one comment that I would like to make to the members of PA FBLA

and that is to always do your best and to strive for greatness throughout your high school years. I encourage you all to seriously consider running for state office. It is the opportunity of a lifetime!



## An Amazing Year at the 2009 NLC!

Written By: Kayla Vanorskie, State Vice President-at-Large

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While at the National Leadership Conference in Anaheim, California, Pennsylvania FBLA set a new state record for the most number of award winners. PA FBLA took home a total of 66 awards from the Eastern Region, and the National Awards of Excellence Program. This shows that our student's and adviser's hard work and motivation are necessary for such a successful competitive events experience. With a total of 66 award winners, we broke our record from last year's National Leadership Conference, which was 54 award winners. Pennsylvania and California led the list of states with the most award winners; California with 73 awards and Pennsylvania with 66 awards. The successful competitive event experience at the National competition truly showed that the hard work from our members, and advisors truly paid off. Congratulations to everyone for their success! See the next page for a complete list of award winners.



*PA award winners pose for a picture.*



# National Award Winners



## First Place:

- **Accounting I:** James Sun, Wissahickon High School (20)
- **Introduction to Business Communication:** Karen Jin, Bayard Rustin High School (9)
- **Marketing:** Shika Saxena, Freedom High School (28)
- **Network Design:** Cyrus Boyce/Rob Verderame, Abington High School (20)
- **Technology Concepts:** Ishaan Gulrajani, Downingtown West High School (9)
- **First Place: State with Most Business Achievement Award Winners—Eastern Region, Pennsylvania**
- **First Place: State Recruitment of Chapters—Eastern Region, Pennsylvania**
- **First Place: Largest State Chapter Membership—Eastern Region, Pennsylvania**
- **First Place: Largest Increase in State Chapter Membership—Eastern Region, Pennsylvania**
- **First Place: Largest Local Chapter Membership—Eastern Region, Hazleton Area High School (16)**

## Second Place:

- **Business Procedures:** Brandon Mustin, Wissahickon High School (20)
- **Desktop Application Programming:** Michael Nazario, Hershey High School (15)
- **Digital Video Production:** Jenna Hludzik/David Craig/John Yang, Hazleton Area High School (16)
- **FBLA Principles and Procedures:** Emily Komar, Western Wayne High School (22)
- **Impromptu Speaking:** Thais Ridgeway, Bishop McDevitt High School (15)
- **Introduction to Business:** Chris Jordan, Montrose High School (27)
- **Personal Finance:** Natasha Seelam, Downingtown West High School (9)
- **Second Place: Market Share Award—Eastern Region, Serra Catholic High School (11)**

## Third Place:

- **Accounting I:** Linda Gao, Wissahickon High School (20)
- **Business Communication:** Lisa Xu, Bayard Rustin High School (9)
- **Computer Problem Solving:** Jesse Taylor, Abington High School (20)
- **FBLA Principles and Procedures:** Raphael Ingaglio, Western Wayne High School (22)
- **Job Interview:** Sarah Wiest, Spring Grove Area High School (6)
- **Management Decision Making:** Ben Olsho/Ryan Strauss/Jeff Marks, Upper Dublin High School (20)
- **Partnership with Business Project:** Brett Braley/Elijah Barefoot/Carissa Bowser, Chestnut Ridge High School (17)
- **Web Site Development:** John Siepinski/Colin Ulin, Bradford Area High School (1)

## Fourth Place:

- **Business Ethics:** Andrew Koch/Matt Hess/Dominic D'Ambrosio, Central Columbia High School (7)

- **Business Financial Plan:** Kaitlyn Russell/Lucus McMurtrie, Bradford Area High School (1)
- **Business Plan:** Anthony Gardill/Nick Green, Chestnut Ridge High School (17)
- **Business Presentation:** Chloe Karnick/Renee Reeke/Tatiana Samson, Western Wayne High School (22)
- **Cyber Security:** Alex Constantino, Fox Chapel Area High School (13)
- **Electronic Career Portfolio:** Sara Gaballa, Mansfield J/S High School (7)
- **Introduction to Technology Concepts:** William Seed, Downingtown West High School (9)
- **Technology Concepts:** Andrew Sauber, Wissahickon High School (20)
- **Virtual Business Challenge:** Cortney Rishel/Ian Eisenhauer/Nathan Welker, Jersey Shore Area High School (7)

## Fifth Place:

- **Desktop Publishing:** Caitlin Wolford/Megan Vilcek, Homer-Center High School (3)
- **Entrepreneurship:** Rohan Patel/Andy Michniewicz/Brian Fried, Stroudsburg High School (21)
- **Internet Application Programming:** Matt Smith, Towanda High School (27)
- **Introduction to Business Communication:** Allen Sirolly, Stroudsburg High School (21)
- **Introduction to Technology Concepts:** Shaun Howard, Western Wayne High School (22)
- **Local Chapter Annual Business Report:** Sayre Area High School (27)
- **Public Speaking II:** Marci Crawford, Claysburg-Kimmel High School (5)
- **Web Site Development:** Zachary Gosling/Andrew Hagy/Dominic Lyate, Cocalico High School (18)

## Sixth Place:

- **American Enterprise Project:** Nick Green/Fallon Shaffer, Chestnut Ridge High School (17)
- **Business Calculations:** Doug Komandt, Franklin Regional High School (2)
- **Introduction to Parliamentary Procedure:** Kristen Lopatofsky, Western Wayne High School (22)
- **Local Chapter Annual Business Report:** Chestnut Ridge High School (17)
- **Networking Concepts:** Craig Palermo, Downingtown West High School (9)
- **Parliamentary Procedure:** Staci Beegle/Jeremy Feight/Darcie Shaffer/Fallon Shaffer/Seth Shaffer, Chestnut Ridge High School (17)

## Seventh Place:

- **Accounting I:** Dale Peterson, Fox Chapel High School (13)
- **Database Design and Applications:** Joseph Seborowski, Neshaminy High School (12)
- **Digital Video Production:** Luke Brady/Kyle Engel, Jersey Shore Area High School (7)
- **Economics:** Katie Hough, West Allegheny High School (10)
- **Parliamentary Procedure:** Adam Folk/Jenny Shi/Laura O'Donnell/Kelsey Diltz, Central Columbia High School (7)

- **Public Speaking I:** Sara Coons, Western Wayne High School (22)

## Eighth Place:

- **Business Presentation:** Samuel Dahmer/Jonathan O'Hara/Alessandra Orehek, Western Wayne High School (22)
- **Computer Problem Solving:** Ian Swanson, Hollidaysburg High School (5)
- **Cyber Security:** Matthew Hanni, Easton Area High School (28)
- **Emerging Business Issues:** Neha Nagpal/Noah Sterngold/Kelsea Toseki, Muncy J/S High School (7)

## Ninth Place:

- **Business Calculations:** Ralph Beishline, Southern Columbia High School (7)
- **Business Math:** Peter Shi, Parkland High School (28)
- **Client Service:** Derek Faix, West Allegheny High School (10)
- **Community Service Project:** Darcie Shaffer/Stacie Beegle, Chestnut Ridge High School (17)
- **Economics:** Craig Fisher, Scranton High School (22)
- **Management Information Systems:** Staci Matt/Allie Mikels/Deborah Pacella, Stroudsburg High School (21)
- **Network Design:** Collin Thomas/Matthew Trautman, Forbes Road CTC (11)
- **Sports Management:** Brian Kamelhar, Unionville High School (9)
- **Virtual Business Challenge:** Jeremy Madden, Jersey Shore Area High School (7)

## Tenth Place:

- **Business Communication:** Erica Motter, Jersey Shore Area High School (7)
- **Business Ethics:** Michael Ziebel/Philip Carlitz/Nishant Dani, Council Rock North High School (12)
- **Introduction to Parliamentary Procedure:** Dan Schlessinger, Council Rock North High School (12)
- **Personal Finance:** Nicholas Rapak, Hatboro-Horsham High School (20)

## Special Recognition:

- **Who's Who in FBLA:** James Biery, Sayre Area J/S High School (27)
- **Outstanding Adviser:** Derek Selleck, Sayre Area J/S High School (27)
- **Distinguished Business Leader Scholarships:** Nick Green, Chestnut Ridge High School (17) Fallon Shaffer, Chestnut Ridge High School (17)
- **Adviser Wall of Fame:** Kathleen Turner, retired adviser, Chestnut Ridge High School (17)