



The President's Message

Dear PAFBLA Members and Advisers:

I hope everyone had a successful summer. Let's get ready to start another excellent year Pennsylvania FBLA.

PA FBLA had another impressive showing at this year National Leadership Conference in Orlando, Florida. As a state, we brought home 56 individual and team awards along with a multitude of chapter, open event and state awards. With four more awards than last year and second most in the nation, PA showed its aptitude for Breaking Barriers. With over 300 Pennsylvanians attending the conference, we definitely left a huge impression on the nation. Congratulations to all our winners, and thank you for making PA FBLA proud.

In the upcoming year, there are many ways that you can learn to pass through the "Gateway to Greatness". I encourage each of you to participate in a competitive event this year. This is a great way to become involved in all levels of Pennsylvania FBLA. In addition, there are many goals and plans of work that your state officer team has developed to help continue the PA FBLA tradition of excellence. This year is shaping up to be quite informative as new ways to communicate with the state key contacts (Board of Directors, State officers) become available.

Our state project this year, the American Heart Association, is a tried and trusted charity with many opportunities for monetary and community service. I would like to encourage each of you to explore the various options this organization has to offer. With your help, we are sure to reach our \$35,000 goal.

Finally, to further enhance your 2011-12 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 Lancaster in October and the NLFC in the city of brotherly love, our own Philadelphia, Pennsylvania 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 create lifetime memories and opportunities!

Best of luck in the coming year Pennsylvania.

Sincerely,

Cooper J. Nordquist
Pennsylvania FBLA President



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Special points of interest:

- *Introducing the 2011-2012 New PA FBLA State Officers*
- *PA FBLA stands out at the FBLA National Leadership Conference in Florida*
- *PA FBLA Officers Plans of Work*
- *PA FBLA State Project: American Heart Association*

Introducing the PA FBLA State Officers



PA FBLA President, Cooper Nordquist

Name: Cooper J. Nordquist

Words to describe you: Ambitious, Confident, Cooperative, and Honest

School: Stroudsburg High School

Activities/Interests: Model Congress, Mock Trial, Soccer, FBLA, TSA, National Honor Society, Student Government, GSA, and swag in general.

Favorite quote: An individual has not started living until he can rise above the narrow confines of his individualistic concerns to the broader concerns of all humanity. ~Martin Luther King Jr.

Inspiration for being a state officer: Attending the SLC in my sophomore year and being wowed by all the grandeur.

Future plans: I plan on attending the United States Military Academy at West Point and then pursuing a career in the military.



PA FBLA First Vice President, Emily Wolfe



Name: Emily Wolfe

Words to describe you: Outgoing, Energetic, and Friendly

School: Central Columbia

Activities/Interests: Running, hanging out with my friends, cooking, making weird faces :)

Favorite quote: "Imperfection is beauty, madness is genius, and it's better to be absolutely ridiculous than absolutely boring."

Inspiration for being a state officer: Being an officer last year was such a great experience, I couldn't wait to run again this year.

Future plans: To attend a college for nursing and be successful.

PA FBLA Treasurer, Victoria Zhao

Name: Victoria Zhao

Words to describe you: Energetic, Outgoing, Dedicated, and Responsible

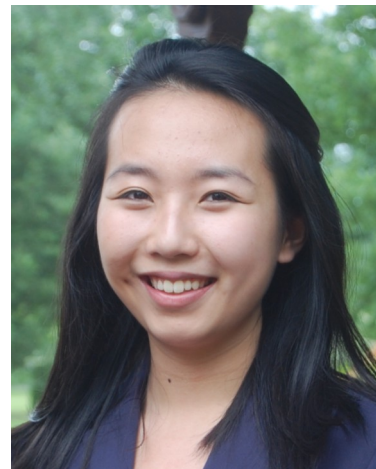
School: Council Rock High School North

Activities/Interests: FBLA, Tennis, Orchestra, Model UN, National Honor Society, French National Honor Society, Science National Honor Society, Snowboarding, and Ice-skating.

Favorite quote: "It eluded us then, but that's no matter—tomorrow we will run faster, stretch out our arms farther...And then one fine morning—So we beat on, boats against the current, borne back ceaselessly into the past."
~F. Scott Fitzgerald

Inspiration for being a state officer: At my 1st SLC, I saw the state officers on stage and I was inspired to be a leader in PA FBLA!

Future plans: Go to college, get a job that I love, travel the world and make a difference.



PA FBLA Secretary, Bethany Barefoot



Name: Bethany Barefoot

Words to describe you: Outgoing, Compassionate, and Friendly

School: Chestnut Ridge High School

Activities/Interests: Twirling, National Honor Society, FBLA, Teens Against Tobacco Use, Basketball, Student Council, Relay for Life, Orange and ESPN

Favorite quote: "Whenever you go, go with all your heart."

Inspiration for being a state officer: My older sister was a state officer and I saw all the wonderful opportunities she was given and I really wanted to follow in her footsteps.

Future plans: Attend the University of Pittsburgh and major in business and work my way up the ranks and one day become a successful CEO in New York City.



PA FBLA Reporter, Caitlin Muldowney

Name: Caitlin Muldowney

Words to describe you: Fun, energetic, loving, caring, kind, persistent, athletic, and understanding.

School: Pine Grove Area High School

Activities/Interests: FBLA, soccer, law, criminal justice, and science.

Favorite quote: "Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure."

Inspiration for being a state officer: My inspiration for becoming a state officer was the people that I surround myself with, and the ability to be able to change lives.

Future plans: In the future I plan to attend college for forensic Anthropology and then get a job in a crime lab.



PA FBLA Parliamentarian, Brendan Hopkins

Name: Brendan Hopkins

Words to describe you: Perseverant, compassionate, intelligent, dedicated, and enterprising.

School: Wissahickon High School

Activities/Interests: FBLA, finance, literature, law, musical theatre, and debate.

Favorite quote: "In the end, it's not going to matter how many breaths you took, but how many moments took your breath away." -Shing Xiong

Inspiration for being a state officer: Myriad reasons drove me to run for state office, but most notable are my passion for the organization and my motivation to further enhance my communication and leadership skills.

Future plans: I plan to attend college and major in either finance or economics. After graduating from college, I hope to work in the field of investment banking. I also want to get married and raise a family.



PA FBLA VP at Large #1, James Coulson

Name: James David Coulson

Words to describe you: Funny, fun loving, determined, hardworking, and kind

School: Wissahickon Senior High School

Activities/Interests: FBLA, soccer, tennis, chess, football, and reading

Favorite quote: A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty. – Sir Winston Churchill

Inspiration for being a state officer: My father encouraging me to go further in FBLA.

Future plans: Major in international business at New York University and then get a job in sales.



PA FBLA VP at Large #2, Danielle DuBee

Name: Danielle DuBee

Words to describe you: Bubbly, Creative, Friendly and Lovely

School: Delaware Valley High School

Activities/Interests: Diving, FBLA, Rachel's Challenge, accounting, swimming, teaching, kick boarding, LAX, lifeguarding, charities, working out and the color orange.

Favorite quote: "Everybody is a genius, but if you judge a fish by its ability to climb a tree, then it will live its whole life thinking it's stupid."

Inspiration for being a state officer: My brother

Future plans: Going to PSU Main Campus and becoming an accountant and CPA or going into international business.



PA FBLA VP at Large #3, Lorenzo Servedio

Name: Lorenzo Servedio

Words to describe you: Ambitious, Detailed, Determined, and Athletic

School: Sayre Area High School, Junior

Activities/Interests: FBLA, Student Council, SADD, Boy Scouts, Cross Country, Swimming, Track, Baseball

Favorite quote: Don't let the fear of striking out keep you from playing the game!

Inspiration for being a state officer: The inspiration came from Luke Skerpon, he was once PA FBLA's president and is now the middle level coordinator. Furthermore, he attended the same school as me and it's no surprise that he was the president of every club in our school. I was a member of these clubs at the time but decided I wanted to be just like him.

Future plans: I plan on attending college to become either a brain surgeon or business owner when I graduate from high school. These two fields that I am interested in are total opposites but I can always own my own hospital and have both careers.



State Leadership Conference 2011 Recap

On April 4, 2011, thousands of Pennsylvania members came to the sweetest place on earth, Hershey, PA, ready for tough competition and excitement for the next few days to come.

On Monday, all competitive event performances began their preliminary rounds and students performed their best with dreams of walking across the stage during the awards program. Students showed off their hard work that took months to prepare and just after the first round, students realized the competition was tough.

The 2011 State Leadership Conference officially kicked off during the famous opening session at 7:45 p.m. During this ceremony, aspiring state officer candidates gave their speeches in dreams of catching the audiences' attention and votes. PA FBLA also experienced the excitement of the

keynote speaker Sam Glenn, a corporate speaker who captivates audiences through a unique blend of inspiration, humor, and art.

PA competitors woke up bright and early Tuesday morning ready for either the final round of their competitive performance event or their online test. Every competitor who worked hard the past few months was ready to show that they truly can "break barriers." Once the tough competition was over, students enjoyed their free time by meeting new people, hanging out in the lobby, and even swimming.

All competitors showed up Tuesday night anxious for the results and ready to see if spending hours practicing their speeches or staying up late studying would put them on stage. The entire night, hundreds of names were called and winners rushed

on stage excited to accept their award. The recipient of this year's state project, Teen Challenge, was given a monetary contribution to be used towards the organization's programs throughout Pennsylvania. The ceremony concluded with the sad farewells of the outgoing state officer team and the introduction of the newly elected 2011-2012 state officer team. These new state offices are:

President – Cooper J. Nordquist
First Vice President – Emily Wolfe
Secretary – Bethany Barefoot
Treasurer – Victoria Zhao
Reporter – Caitlin Muldowney
Vice Presidents at Large – James Coulson, Danielle DuBee, and Lorenzo Servedio
Parliamentarian – Brendan Hopkins

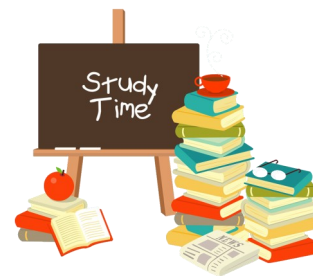
Pennsylvania's 60th State Leadership Conference left many competitors who won anxious and ready to "break barriers" in Orlando, Florida. Others left the conference motivated to come back next year. All members left Hershey, PA with several memories to share and lots of new friends.



Competitive Event Tips

Individual:

- Make a study guide pertaining to the material to be tested and study as much as possible.
- Take everything seriously, hang with your friends and have fun **AFTER** the test.
- Usually individual events are more complex and difficult. Pick wisely and don't select them assuming they are an easy way out.



Group:

- Pick a team that is reliable and trustworthy, don't pick members that will slack and not do any work. Furthermore, split up the work evenly and equally to keep all team mates happy.
- Do not procrastinate; it makes for a very stressful night and the ending product looks bad.
- Never give up and leave a team, if a team is going through a difficult situation, push through it. If a team breaks up it may ruin any previous friendships or relationships.

Miscellaneous:

- Strongly consider partaking in two or more competitive events by taking chapter events. It may be stressful at times but if planned out, but it will double a member's chance of making it to nationals.
- Get a good night sleep before competitive event. With a good night sleep it is easy to concentrate and not stress out during the actual event.

PA FBLA Stands Out at the National Leadership Conference

Pennsylvania once again distinguished itself as a "powerhouse" at this summer's National Leadership Conference in Orlando. When the week was over, Pennsylvania FBLA went home with 56 National Awards Program Winners, 2 open event winners, and numerous recognition and membership awards. By all accounts, Pennsylvania is the 3rd largest state chapter in the national, and we had the 2nd highest number of awards won of all the state chapters in attendance.

Congratulations to all our PA FBLA participants; congratulations to all PA FBLA award winners. You made us all "Pennsylvania Proud."

You are able to watch a rebroadcast of the 2011 National Awards Program by clicking the link on the Pennsylvania FBLA site. <http://www.pafbla.org>



2011 PA FBLA NLC Award Winners

First Place

1. Business Math: Rohan Shah, Gateway HS (11)
2. Cyber Security: Zainul Shah, Downingtown East HS (19)
3. Desktop Publishing: Megan Ro, Brittany Yang, North Penn HS (20)
4. Emerging Business Issues: Ryan Conrad, Benjamin Fait, Danville Area HS (23)
5. Marketing: Zhiheng Qin, Parkland HS (28)
6. Personal Finance: Zachary Mikaya, Athens Area HS (27)
7. Spreadsheet Applications: Jessica Chin, Laurel HS (2)



First Place: Investments/Stock Market (open event): Steven Ho, Fox Chapel Area HS (13)

First Place: Leadership (open event): Haley Clinton, Gateway HS, (11)

Pennsylvania: First Place, State Recruitment of Chapters/Eastern Region

Pennsylvania: First Place, Largest State Chapter/Eastern Region (13,400 members)

Pennsylvania: First Place, Most Business Achievement Awards Participants/Eastern Region

Hazleton Area High School (16): Largest Local Chapter Membership, First Place/Eastern Region

Waynesboro Area High School (26): Go Green Eco-Chapter, First Place/Eastern Region

Waynesboro Area High School (26): Most Business Achievement Awards Participants/Eastern Region

Second Place

1. Business Communication : Daniel Dore, Great Valley HS (9)
2. Electronic Career Portfolio: Kristen Lopatofsky, Western Wayne HS (22)
3. Health Care Administration: Haley Clinton, Gateway HS (11)
4. Introduction to Business: Garrett Richards, Hershey HS (15)
5. Management Decision Making: Akua Bonsu, Cecelia Espinosa, Noelle Watters, Easton Area HS (28)
6. Networking Concepts: Vadim Tanygin, Great Valley HS (9)
7. Partnership with Business Project: Tara Banfield, Hannah Robinson, Lea Scopelliti, Sayre HS (27)
8. Spreadsheet Applications: Julian Hatfield, Altoona Area HS (5)

Chestnut Ridge HS (17): National Market Share Award, Second Place/Eastern Region

Third Place

1. Business Calculations: Terrence Lui, Great Valley HS (9)
2. Computer Game and Simulation Programming: Chris Finestone, Susie Heilman, Abington HS (20)
3. Computer Problem Solving: Lojjik Braughler, Marion Center HS (3)
4. Hospitality Management: Eric Kodhinsky, Great Valley HS (9)
5. Parliamentary Procedure: Bethany Barefoot, Katherine Bischof, Aaron Feathers, Nicole Ryba, Chestnut Ridge HS (17)
6. Sports Management: Andrew Jackson, Great Valley HS (9)

Fourth Place

1. Business Presentation: Seth Loff, Cassandra Mandrell, Logan Mauk, Bloomsburg HS (7)
2. Client Service: Greg Matz, Hazleton Area HS (16)
3. Computer Game and Simulation Programming: Kevin Chen, Vincent Tranquillo, Abington HS (20)
4. Network Design: David Fritz, Patrick Gwiazda, Lehigh Career and Technical Institute (28)

PA FBLA Winners



Fifth Place

1. Accounting II: Kathryn Claudy, Butler Area HS (13)
2. Business Law: Megan Brookens, Jersey Shore Area HS (7)
3. Business Plan: Marlee Clevenger, Darcie Shaffer, Chestnut Ridge HS (17)
4. Computer Problem Solving: John Hu, Stroudsburg HS (20)
5. Digital Design and Promotion: Marian Wolfe, Delaware Valley HS (22)
6. Economics: Pearl Li, Unionville HS (9)
7. Global Business: Brian Barr, Nathan Kai Duncan, Alan Fu, Souderton Area HS (20)
8. Marketing: Thomas Strodk, Southern Lehigh HS (28)

Sixth Place

1. American Enterprise Project: Bethany Barefoot, Kat Bischof, Chestnut Ridge HS (17)
2. Management Decision Making: Olivia Lemons, Olivia Mock, Selinsgrove Area HS (23)

Seventh Place

1. Hospitality Management: Sheron Tang, Council Rock HS-North (12)
2. Network Design: Chris Brown, Jon Fry, Jon Williams, Abington HS (20)
3. Technology Concepts: Christian Neville, Tussey Mountain HS (5)

Eighth Place

1. Client Service: Victoria Williams, West Allegheny HS (10)
2. Personal Finance: Steven Ho, Fox Chapel Area HS (13)
3. Virtual Business Challenge: Nathan Wasson, Jersey Shore Area HS (7)
4. Web Site Design: Stroudsburg HS (21)
5. Word Processing II: Lindsay Long, Claysburg-Kimmel HS (5)

Ninth Place

1. Entrepreneurship : John Matus, Aaron Patterson, Randy Schaible, Wissahickon HS (20)
2. FBLA Principles and Procedures: Elizabeth Curtis, Western Wayne HS (22)
3. Help Desk: Ryan Palski, Jersey Shore Area HS (7)
4. Introduction to Parliamentary Procedure: Kaelyn Jacques, Western Wayne HS (22)
5. Technology Concepts: Sam Savoy, Dallas HS (16)
6. Word Processing I: Mike Good, Franklin Regional HS (11)

Tenth Place

1. Accounting I: Jon Soll, Wissahickon HS (20)
2. Banking and Financial Systems: Laure Beebe, Jules DuPont, Peter Wang, Great Valley HS (9)
3. Business Law: Jeremy Bauchwitz, Hershey HS (15)
4. Digital Video Production: Rachel Hurley, Lorenzo Servedio, Nicholas Skerpon, Sayre HS (27)
5. Economics: Dale Peterson, Fox Chapel Area HS (13)
6. Hospitality Management: Stacie Rihl, Montrose Area HS (27)
7. Introduction to Parliamentary Procedure: Makerzie Winegardner, Chestnut Ridge HS (17)

As We Head Back To School

As we head back to school, seniors are already thinking ahead to college. Underclassman should keep in mind that it is never too early to begin preparing for your future. Here are the top ten things student should consider when preparing for college:

1

Begin Early! It is never too early to begin thinking about college. College is a major step to your future. It is advisable to plan ahead and know deadlines for things such as SAT registration dates, application deadlines, and even financial aid deadlines. Do not procrastinate and wait until the spring of your senior to make decisions. Plus, some colleges have early admission deadlines, sometimes called "early decision" deadlines. Try to meet those deadlines because fewer students apply during those times.



Take appropriate classes. Do your research. If you know you are going into a science-related field, then you should probably take as many science courses as possible. If you want to major in business, it would not be advisable to take as many science classes as possible. Instead, focus more on business courses. Some colleges have certain class requirements.



PSAT. This is a practice test for the SAT. It is usually offered at high schools. Check with your guidance counselors if this test will be available at your school in the fall. This is an inexpensive way to practice for the SATs. Usually this test is open to students as young as sophomores.



Take the SAT/ACT. Most four year colleges/universities require an admission test, either the SAT or the ACT. These tests are offered about six times a year. It is recommended that students take the exam in the spring of the junior year, and again in the fall of the senior year if you choose to retest to try to increase your score. Visit the following websites for more information:



SAT-www.collegeboard.com

ACT-www.actstudent.org



Visit colleges. Visiting colleges is a great way to narrow down the college search. By visiting a college, you can decide whether or not you can picture yourself at this college. Also, some colleges offer that if you visit their school, they will eliminate the application fee.



Do not "dummy down" your senior year. Do not take the easy way out your senior year. By having the attitude that you just want to have fun your senior year will not help you in the long run. It will only make it harder for you to transition from high school to college. Colleges like to see students who challenge themselves.

Back to School (continued)



Apply for college. After visiting colleges, you will probably have it narrowed down to a couple of schools that you wish to go to. Apply to the schools of your choice. Also, complete any “optional” essays that are included in the application. They could be the deciding factor on whether you are accepted or not.



Apply for scholarships Paying for college is not easy. Scholarships give you money, and unlike loans they do not need to be repaid. There is a plethora of scholarships. From athletics to academics to extracurricular. Even if you think there will be a lot of students applying, you may be surprised who actually gets their application turned in! Apply anyway—you won’t know unless you try. See the following website: www.fastweb.com



Complete financial aid-FASFA-get taxes done early. Complete financial aid to see if you can receive any help in paying for college. Also, get your taxes and your parents’ taxes done as soon as possible. This information is critical to completing the FASFA. Even if you don’t believe that you will qualify for grants and loans, you must complete the FASFA anyway. It is required for most schools.

PA FBLA Officer Goals for 2011-2012

Goals:

1. Raise \$35,000 for American Heart Association
2. Complete 50,000 Community Service Hours
3. Increase membership to 13,500 high school members and 500 middle level members
4. Establish a Virtual FBLA Chapter with 50 members
5. Continue the State Treasurer’s Council (Increase to 10 members) –Secure sponsors for SLC Awards
6. Increase Business Achievement Awards to 150 completed
7. Increase participation in the Keystone Leadership Awards program to 20
8. Increase participation in the SLC Personal Ads
9. Establish new forms of electronic communication (i.e. Podcasts and Live Classroom Meetings)



Announcing the PA FBLA State Project for 2011-2012

The Pennsylvania FBLA State Officer Team has selected the American Heart Association as its charity for the 2011-2012 State Project. The American Heart Association was founded in 1915, and has since worked to build healthier lives, free of cardiovascular diseases and stroke. This charity has eleven offices across Pennsylvania.

The American Heart Association dreams of a world in which heart disease and stroke are much less prevalent in our society. Some of their goals include:

- ♥ Reducing the death rate from coronary heart disease and stroke by 25%
- ♥ Reducing the prevalence of smoking, high blood cholesterol, and physical inactivity by 25%
- ♥ Reducing the rate of uncontrolled blood pressure by 25%
- ♥ Eliminating the growth of obesity and diabetes

The money Pennsylvania FBLA raises over this next year will help the American Heart Association to achieve the goals that it has set by funding research and informative seminars that will work to spread awareness about heart disease and stroke. The Pennsylvania FBLA State Officers have created the following slogan and fundraising goal:

Slogan: "Be a Hero, Leave a Legacy."

Fundraising Goal: \$35,000



PA FBLA State Leadership Workshop

October 23-24 in Lancaster!

Who Should Attend SLW?

There are no attendance restrictions at the Pennsylvania FBLA SLW this year! All members and advisers are welcome to attend. Additionally all Middle Level members and advisers are welcome to attend and are invited to stay overnight. To get the most out of the SLW for your chapter, we recommend inviting the following profile of FBLA members:

1. Chapter President (ideally attend the Chapter Management Track)
2. Community Service Officer (ideally attend State Project sessions)
3. Freshman – New Member
4. Two Sophomores – One New Member and One Returning Member
5. Juniors – One New Member or One Returning Member
6. Two Seniors – Returning Member and New Member
7. Chapter Reporter/PR/Historian
8. Other Chapter Officer(s)
9. Potential Competitor(s)
10. Any member interested in developing his/her leadership skills
11. Any member who wants to learn more about business

A large yellow arrow pointing to the left. Inside the arrow, the text "Register by September 24, 2011!" is written in a bold, black, sans-serif font.

Visit www.pafbfa.org for details, registration forms, and general information or contact Janet Skiles, PA FBLA Conference Coordinator at jskiles@pafbfa.us.