

BUSINESS FINANCIAL PLAN

Business financial planning is paramount to the success of any business enterprise. This event is designed to recognize FBLA members who possess the knowledge and skills needed to establish and develop a complete financial plan for a business venture. The financial plan requesting a loan from a financial institution must be economically and financially sound with a realistic time frame. In addition to learning and applying financial business decision-making skills, team participants develop business contacts, implement written and oral skills, and develop familiarity with procedures of financial institutions.

REPORT COMPETENCIES

- Arrange report logically and in proper business style
- Demonstrate good written communication skills
- Describe project development and implementation
- Explain need for the loan, type of loan, and the process of obtaining the loan

PERFORMANCE COMPETENCIES

- Answer questions effectively
- Demonstrate ability to make a businesslike presentation
- Demonstrate ability to work as a team
- Demonstrate good verbal communication skills
- Describe project development and implementation
- Explanation is logical and systematic

NBEA STANDARDS REINFORCED BY EVENT

Accounting: financial statements, special applications, interpretation and use of data

Communication: foundations, organizational

Computation: statistics and probability, problem-solving applications

Economics and Personal Finance: allocation of resources, markets and prices, banking, buying goods and services

Management: management functions, financial decision making

CAREER CLUSTER(S): *Business Management & Administration; Finance*

ELIGIBILITY

All local chapters may enter one individual or a team of two (2) or three (3) members. No more than one (1) team member may have won first place in this event at a previous State Business Leadership Conference nor have competed in this event at a prior National Leadership Conference.

1. All team members must be on record in the state and national offices as having paid dues by February 15.
2. Participants must be selected in accordance with the regulations of the local chapter and state association.
3. Participants failing to report on time for the event will not be permitted to compete.
4. The project must not have been submitted for a previous State Business Leadership Conference or National Leadership Conference.
5. Participants failing to submit materials for receipt in the State Office by March 5 will be disqualified.
6. Participants must adhere to the dress code established by the Board of Directors, or they WILL NOT be permitted to participate in the competitive event.

OVERVIEW

This event consists of two (2) parts: a prejudged report and a performance component. Participants are required to complete both parts to be eligible. A prejudged report should be developed based on the topic given.

Up to fifteen (15) chapters with the highest scores on the project report will participate in the performance to explain the project development and implementation.

2012 State Business Leadership Conference Topic

The topic to be researched and presented during the 2012 State Business Leadership Conference will be:

You want to open your own independent sports memorabilia retail store called Sports Zone where you can sell spirit clothing and merchandise for local teams as well as for college teams and professional sports. You also live within 75 miles of three NCAA colleges with active athletic programs and a city with NFL, NBA, and MLB franchises. While the bulk of your merchandise will be centered on the teams in your area, you also want to have merchandise for many other college and professional teams. The local schools also would like you to stock spirit items for their local sports teams. You also want to be the supplier of uniforms for local recreation leagues. You would like to open your retail store in your local shopping mall which is looking to fill a vacancy for a 6,500 square foot store. You will need to purchase all the inventory of your licensed clothing and merchandise and will need to have an area to fulfill orders for the local school and recreation teams.

This topic will also be used for competitions at the national level.

REPORT GUIDELINES

Report—General

1. Student members, not advisers, must prepare reports.
2. Two (2) copies of the written plan must be sent to the state office and **received** by March 5.
3. Reports submitted for competition become the property of Washington State FBLA. These reports may be used for publication and/or reproduced for sale by the state association.

4. Penalty points will be given if the written plan doesn't adhere to the guidelines.

Report Cover

1. Report covers must be cover stock, index stock, or card stock and include both a front and back cover.
2. Report covers are not counted against the page limit and may contain other information unless they are cut out.
3. Covers may not be in plastic binders, be laminated, or have a plastic sheet overlaying the printed cover. No items, such as labels or decals, may be attached to the front cover. Two- or three-ring binders are not acceptable report covers.
4. Cutout cover stock covers are allowed, but the page containing the cover information is included in the page count.
5. Front cover contains the following information: name of student(s), name of the school, state, name of the event, and year (200x-1x).
6. All reports must be bound (e.g., tape binding, spiral binding).

Report Contents

1. A one-page description of the plan should be the first page of the report.
2. Table of contents with page numbers.
3. Follow the rating sheet sequence in writing the report. If information is not available for a particular criterion, include a statement to that effect in the report.
4. Pages are numbered and must be on 8 1/2" x 11" paper. Each side of the paper providing information is counted as a page.
5. Pages must not be laminated or bound in sheet protectors.
6. Reports must not exceed 15 pages excluding front and back cover and the description. (A title page, divider pages, and appendices are optional and must be included in the page count.)
7. Copies should be sent rather than important original documents. No items may be attached to any page in the report.

PERFORMANCE GUIDELINES

1. Up to fifteen (15) individuals or teams with the highest scores on the project report will proceed to the oral presentation.
2. The report score will be used to break a tie.
3. Five (5) minutes will be allowed to set up and remove equipment or presentation items. The chapter must provide all equipment for the presentation.
4. Visual aids and samples related to the project may be used; however, no items may be left with the judges or audience.
5. The individual or team members must perform all aspects of the presentation (e.g., speaking, setup, operating audiovisual equipment). Other representatives of the chapter may not provide assistance.
6. All individual or team members are expected to actively participate in the performance.
7. Individuals or teams will have seven (7) minutes to describe the project and the results obtained.
8. A timekeeper will stand at six (6) minutes and again at seven (7) minutes. When the presentation is finished, the timekeeper will announce the time used. Judges will note a deduction of five (5) points for any time over seven (7) minutes.
9. Following each presentation, judges will conduct a three (3) minute question-answer period.
10. Presentation of the entry must be conducted by participants who authored the event. In the case of a team event, at least one author must give the presentation at the SBLC; however, all team members who wish to be recognized as state winners must register for the SBLC.
11. Performances are open to conference attendees who are not performing participants of this event.

JUDGING

Reports will be reviewed by a panel of judges to determine if chapters have complied with event eligibility and regulations. The judges will then select the winners. A panel of judges will evaluate the oral presentations. Final rank is determined by totaling the written report scores and the oral presentation scores. The report score will be used to break a tie. All decisions of the judges are final.

STATE AWARDS

The number of awards presented at the State Business Leadership Conference is determined by judges and/or number of entries. The maximum number will be five (5).

NATIONAL ENTRIES

Washington State may enter two (2) winning teams for national competition.



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Report Rating Sheet

| Evaluation Item | Not Demonstrated | Does Not Meet Expectations | Meets Expectations | Exceeds Expectations | Points Earned |
|---|------------------|----------------------------|--------------------|----------------------|---------------|
| Report Content | | | | | |
| Description of business, assumptions, and strategies to obtain loan (one page) | 0 | 1–10 | 11–20 | 21–30 | |
| Company Description <ul style="list-style-type: none"> • Legal form of business • Company governance • Company location(s) • Long- and short-term goals | 0 | 1–7 | 8–14 | 15–20 | |
| Operations and Management <ul style="list-style-type: none"> • Business facilities described • Management personnel identified • Workforce described (current and projected) | 0 | 1–8 | 9–18 | 19–25 | |
| Target Market <ul style="list-style-type: none"> • Target market defined (size, growth potential, needs) • Risks and potential adverse results identified, analyzed, and planned for | 0 | 1–10 | 11–20 | 21–30 | |
| Financial Institution <ul style="list-style-type: none"> • Name and type of financial institution to which loan application is being made | 0 | 1–7 | 8–14 | 15–20 | |
| Loan Request <ul style="list-style-type: none"> • Purpose of loan and amount requested • Itemized planned expenditures • Projections for future stability of company | 0 | 1–10 | 11–20 | 21–30 | |
| Supporting Documents <ul style="list-style-type: none"> • Works cited page | 0 | 1–5 | 6–10 | 11–15 | |
| Format | | | | | |
| Clear and concise presentation with logical arrangement of information following the rating sheet categories | 0 | 1–3 | 4–7 | 8–10 | |
| Creativity of written presentation and design | 0 | 1–3 | 4–7 | 8–10 | |
| Correct grammar, punctuation, spelling, and acceptable business style | 0 | 1–3 | 4–7 | 8–10 | |
| Subtotal | /200 max. | | | | |
| Penalty Points: Deduct five (5) points each for not adhering to Report Guidelines (maximum of twenty [20] points): <input type="checkbox"/> cover incorrect <input type="checkbox"/> missing table of contents <input type="checkbox"/> binding incorrect <input type="checkbox"/> over fifteen (15) pages <input type="checkbox"/> attached items <input type="checkbox"/> no page numbers <input type="checkbox"/> 2 copies of report not received <input type="checkbox"/> report format does not follow rating sheet | | | | | |
| Total Points | /200 max. | | | | |

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|--------------------|--|-------|--|--|
| Student Name(s): | | | | |
| School: | | | | |
| Judge's Signature: | | Date: | | |

Judge's Comments:

VERIFICATION
 (scores checked)
 Administrator



BUSINESS FINANCIAL PLAN

Performance Rating Sheet

Final Round

| Evaluation Item | Not Demonstrated | Does Not Meet Expectations | Meets Expectations | Exceeds Expectations | Points Earned |
|---|------------------|----------------------------|--------------------|----------------------|---------------|
| Content | | | | | |
| Description of the company and workforce (current & projected) | 0 | 1-5 | 6-10 | 11-15 | |
| Description of the financial plan and strategies to obtain loan | 0 | 1-5 | 6-10 | 11-15 | |
| Underlying assumptions explained and supported | 0 | 1-5 | 6-10 | 11-15 | |
| Risks and potential adverse results identified, analyzed, and planned for your target market | 0 | 1-5 | 6-10 | 11-15 | |
| Purpose of loan and amount requested and projections for future stability of company | 0 | 1-3 | 4-7 | 8-10 | |
| Delivery | | | | | |
| Thoughts and statements are well-organized and clearly stated; appropriate business language used | 0 | 1-3 | 4-7 | 8-10 | |
| Demonstrates self-confidence, poise, and good voice projection | 0 | 1-3 | 4-7 | 8-10 | |
| Demonstrates the ability to effectively answer questions | 0 | 1-3 | 4-7 | 8-10 | |
| Subtotal | /100 max. | | | | |
| Time Penalty Deduct five (5) points for presentation over seven (7) minutes. Time: | | | | | |
| Dress Code Penalty Deduct five (5) points when dress code is not followed. | | | | | |
| Penalty Deduct five (5) points for failure to follow guidelines. | | | | | |
| Total Points | /100 max. | | | | |
| Report Score | /200 max. | | | | |
| Final Score (add total points and report score) | /300 max. | | | | |

| | | | |
|--------------------|--|-------|--|
| Student Name(s): | | | |
| School: | | | |
| Judge's Signature: | | Date: | |

Judge's Comments:

VERIFICATION
(scores checked)
 Administrator