



WASHINGTON
SOAR TO SUCCESS

WASHINGTON STATE FUTURE BUSINESS LEADERS OF AMERICA
STATE ANNUAL BUSINESS REPORT

Soar to Success | 2008-2009

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Soar to Success



FUTURE BUSINESS
LEADERS OF AMERICA

President

JunHo Lee • Fife HS

Secretary

Sam Woo • Lake Washington HS

Public Relations Officer

Kayla Davison • Asotin HS

Parliamentarian

Arely Garza • Bridgeport HS

VP Capital Region

Patrick Dion • North Thurston HS

VP Midwest Region

Olivia Phillips • White River HS

VP North Central Region

Nic Doherty • Cascade HS

VP Northeast Region

Stephanie Holman • Odessa HS

VP Northwest Region

Miranda Thomas • Burlington-Edison HS

VP Peninsula Region

Ian Henry • Orting HS

VP Southeast Region

Jordan Lehrman • Eisenhower HS

VP Southwest Region

Pamela Martinex • Castle Rock HS

VP West Central Region

Angela Jennings • Snohomish HS

July 28, 2009

Dear Washington State FBLA Members and Advisers:

This past year, Washington State Future Business Leaders of America gave its members the wings to soar to success! Our organization has truly improved itself in all aspects of the organization. We have worked diligently at increasing membership, garnering the support of businesses, and communicating between the state office to the national level to local chapters. Washington State FBLA has become a stronger, more capable chapter.

The Washington State chapter began in 1964, primarily from the determination and work of Dr. Eugene Kosy. At that time, Washington State FBLA consisted of only five local chapters. Today, Washington state contains 4,429 strong members. Following Dr. Kosy, we continue the mission of FBLA, to bring education and business together in a positive working relationship through innovative leadership and career development programs.

In June our organization sent 165 members and 51 advisers to Atlanta, Georgia, for the National Leadership Conference (NLC). We had 42 of our members place in the top 10 in their events, our state won 3 Western Region Chapter Awards, as well as receiving third place for Largest Professional Membership. To top off this exciting week, our own Morgan Wilson was elected as National Western Region Vice President!

In November 85 members attended the National Fall Leadership Conference in Phoenix, Arizona.

Ending the year, the State Business Leadership Conference was held in Spokane, Washington, during April 9-11. One thousand and six hundred and sixteen members and advisers attended innovative workshops and tours, competed in numerous events, and participated in valuable networking.

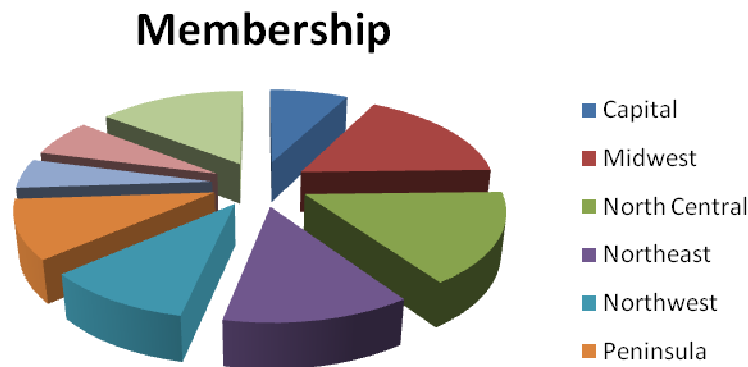
It's been a fantastic year, Washington State FBLA! You now have the wings to soar off into the future!

Best regards,

Junho Lee
Washington State FBLA President

NUMBER OF MEMBERS

Washington State Future Business Leaders of America (FBLA) has 4,414 student members in 160 active chapters across the state. These chapters also include 180 professional members. All of these members are spread throughout Washington’s nine regions—Capital, Midwest, North Central, Northeast, Northwest, Peninsula, Southwest, and West Central.



SIZE OF STATE CHAPTER

Washington State, located in the western corner of the continental U.S., covers a total area of 71,303 square miles. First accurately mapped by Lewis and Clark, they set out on their famous expedition to catalog the flora and fauna of the expansive west. What they found in Washington is a great variety of landscape including a rain forest and a lava plateau with almost six million residents spread across the state. Notable industries in the state include farming, aircraft manufacturing, and computer software programming.

WHEN AND HOW THE CHAPTER WAS ORGANIZED

Washington State FBLA came to life in western Washington at Elma High School in 1942. Elma High School FBLA became the sixth local chapter in the nation as well as the first in the state of Washington. In 1949 Fay Smith, an FBLA adviser at Chehalis High School, convinced Dr. Eugene Kosy, a professor at Central Washington University, that FBLA was an important component of the Business and Office Education curriculum being taught at the university. Dr. Kosy then began an aggressive campaign to generate interest among high school teachers, vocational directors, school district administrators, and students in FBLA. Dr. Kosy’s efforts continued up to 1964 when five local chapters applied for a state charter.

In 1965 Washington State FBLA held its first State Leadership Conference at Central Washington University with ten chapters represented. Thanks to all of Dr. Kosy's hard work, his vision of student leadership as part of the high school curriculum is still enjoyed today. In honor of Dr. Kosy the Washington State Business Education Association awards a \$1,000 Eugene Kosy college scholarship to an FBLA member each year.

Washington State FBLA celebrated 35 years of excellence in providing leadership development to students with career interests in business in 2000. An aggressive chapter and member recruitment campaign entitled "Ready? Set. Recruit!" was held.

In 2002 Washington State FBLA's Professional Division was incorporated as an affiliate of the student organization. The purpose of the Professional Division is to support and further promote Washington State Future Business Leaders of America and its goals. Business support increased with contributions from organizations such as IBM, Microsoft, Red Lion Hotels, Doubletree Hotels, and many more. With increased business support, Washington State FBLA continues to thrive and grow.

RECRUITMENT OF MEMBERS AND CHAPTERS

Officers'/Adviser's Training

At each of the nine regions' fall and winter conferences, workshops were given to the chapter officers and advisers on how to recruit more chapter members, professional members, and chapters. This workshop dramatically helped the officers and advisers with their roles for the year of recruiting members and running chapters effectively.

State Publications

The Washington State FBLA Web site was given a complete makeover this year with advanced features and overall improvements in navigation, design, and efficiency. With frequent updates, conference registrations, and immense information about FBLA, the new Web site became a truly powerful tool in the organization. The Washington State Newsletter, *The Washington Reporter*, was also posted monthly on the Web site, accessible to everyone. The newsletter was also sent out via e-mail to all chapter advisers.

Middle Level

The middle level has been advocated strongly throughout the entire year. Students will be able to assimilate into the high school level organization better as the middle level prepares young minds to be business professionals.

Membership Awards

Chapters were recognized for Largest Chapter Membership, Largest Percentage of Local Chapter Membership, Largest Number of Professional Members, Largest Percentage of Professional Members,

Washington State Future Business Leaders of America

Gold Seal Chapters, Outstanding Local Chapter, Outstanding Local Chapter Adviser, Member of the Year, FBLA Scholarship, Kosy Scholarship, Charitable Contribution Award, Business Achievement Awards, Local Recruitment of Chapters, and Business Person of the Year. These awards are the incentive for membership increases and for each member to strive for FBLA success.

STATE OFFICER ASSISTANCE TO LOCAL CHAPTERS

Each year at the Washington State Business Leadership Conference, 13 ambitious members are elected to lead the state. Each of the nine regions in Washington elects a state vice president. The state vice president represents their region at the state level and conducts all the conferences for that region. Along with the vice presidents, the entire state elects a president, secretary, and public relations officer. A parliamentarian is chosen after taking the parliamentary procedures exam and going through an interview process. Each of the state officers work closely with local chapters in their region to help achieve their FBLA goals.

Washington State FBLA Web Site

The Washington FBLA Web site is a place where members can find the latest information about our state's FBLA. It can be found at www.wafbla.org. The state office keeps this site current and filled with all the information local chapters need to stay updated with FBLA. The Web site also provides access to conference registration and member systems to assist local membership.

State Newsletter

Every month Washington State FBLA posts *The Washington Reporter*, our state newsletter, on the state Web site. The monthly newsletter is written by Washington state officers and managed by the state Public Relations Officer. The newsletter contains the latest events in FBLA and other interesting information that can be useful to local chapters.

State Officer E-mail Addresses

Each Washington State officer is given a personal FBLA e-mail address that is made available to anyone in FBLA to access through wafbla.org. This public e-mail address makes it easier for local chapters to contact their state officers with FBLA questions and concerns.

Regional Officer Training

Regional officer training is hosted by the State Vice Presidents in their specific regions. Each Vice President is responsible for arranging an event of training local chapter officers before or at the Fall Leadership Conference. This is an excellent opportunity for the chapter officers to connect with their state officer and learn new ways to make their chapter successful.

State Officers Visit Local Chapters

Throughout the year state officers take the opportunity to visit and connect with different local chapters in their region. These visits allow members and advisers to receive more information they may need from the state officers and keep the lines of communication open. State officers enjoy sharing all they know about FBLA with members and are always willing to help local chapters further develop FBLA at their schools. The nine State Vice Presidents are the liaisons between the state office and the local members. They communicate business and information so that the entire state chapter can function effectively.

PREPARATION OF STATE AND LOCAL OFFICERS FOR THEIR DUTIES

State Officer Training

The 2008-2009 Washington State Officers were able to spend three days as a team at State Officer Training in Yakima, Washington, in May 2008. The officers were able to bond and develop the goals that would guide them through their year as officers. Through working with each other and the Washington State Regional Advisers, the Executive Committee formed the Program of Work that influenced all the decisions made by the committee this year.

National Leadership Conference

The second chance the Washington State Officers had to bond was at the National Leadership Conference in Atlanta. By rooming together, leading state meetings, working with Washington State members and representatives from other states, the officers were able to bond and increase their understanding of FBLA and of the duties State Officers hold. They were also able to grow closer as a group and come to understand the strengths and weaknesses of each member of the executive committee.

Regional Officer Training

The officers of every chapter in Washington went through officer training with the other leaders from their region. At each regional officer training, the chapter leaders met with other chapter officers and discussed ideas, strategies, and programs that worked in their own chapters and their chapter plans for the upcoming year. During the training, officers reviewed the requirements and responsibilities of their positions and their job within their officer group. The trainings allowed chapter officers planning time with their advisers to develop their goals for the year and to discuss what ideas they had heard and wanted to implement in their own chapter.

COOPERATION WITH BUSINESS, PROFESSIONAL, AND SERVICE ORGANIZATIONS WITHIN THE COMMUNITY

National Service Groups

The March of Dimes is an organization committed “to improving the health of babies by preventing birth defects, premature birth, and infant mortality;” and Washington FBLA has been proud to partner with them in the past. During that time over \$30 million have been raised nationally to help this organization in its effort to keep the infants of America healthy.

Board of Directors

The elected Board of Directors consists of business and education professionals who help FBLA carry out and achieve its long-term as well as short-term goals. Judy Reynolds, Washington State FBLA Executive Director, is on both the Board of Directors and the Executive Business Leadership Committee. Junho Lee, Washington State FBLA President, and Sam Woo, Washington State FBLA Secretary, are also included on both the Board of Directors and Executive Business Leadership Committee. Currently, there are positions available to professionals in Washington to help Washington FBLA bridge the gap between school and business.

The Professional Division

The Washington State FBLA Professional Division is made up of business professionals throughout the state. They are an essential part of FBLA and many of them serve as event judges and workshop presenters throughout the year. This level of membership is available to business leaders, educators, parents, and anyone who wants to help Washington State FBLA in the mission to bring business and education together. These individuals are vital to the FBLA organization by providing experience and support to the youth of the state.

Board of Directors

Executive Director

Judy Reynolds, *Executive Director*

CTE Director

Deanna Borseth

Business Representatives

Brent J. Ruth, *American Lung Society*

Darmeny Jones, *Director of Marketing*

Thomas J. Haysmer, *Intel Corporation*

Caren Skube, *Community Relations Manager*

Tom Jaffa, *The Jaffa Company/Jaffa Hospitality*

Mark Mahoney, *Red Lion Hotels*

Jim Dickinson, *Golf Savings Bank*

Annemarie Reda, *Bank of America*

Professional Division

Marsha Quigley, *President*

Regional Advisers

Brian Reckling, *Chair, White River High School*

Bernie Brabant, *Port Angeles High School*

Student Representatives

Junho Lee, *Washington State FBLA President*

Sam Woo, *Washington State FBLA Secretary*

Award Sponsors

Award sponsors were announced during the Awards of Excellence Program and were given the opportunity to present the award to the recipients at this year's state conference. Washington FBLA is thankful for all our sponsors and strives to encourage continued support of our annual State Business Leadership Conference.

Business Partners

Washington State FBLA is honored to recognize our partnerships with the following businesses:

2009 Business Partners

Red Lion Hotels
Bank of America
Washington State Business Education Association (WSBEA)
March of Dimes
Washington Business Week
Office of Superintendent of Public Instruction
Washington Interscholastic Activities Association
Reynolds Real Estate
Seattle Mariners
Association of Government Accountants
Tacoma Rainiers
Spina Bifida Association of Washington
Washington Society of CPA's
United States Navy
Hands on Sports and Entertainment
Portland Trailblazers
KPMG

2009 Award Sponsors

Abbot's Printing, Inc.
AgVentures NW LLC
Alderton Hill Company
Alger Bar and Grill
Boyd Cascade
Bob and Nancy Fisher
C2 Education
Caren Skube
Cavadini Partnership
Chris Loseth
Doris Gerber
Gabe and Jennifer Goodhope
Laks Gallery, Inc./Leavenworth Custom Designs
Health First Chiropractic
M and R Supermarket
Marsha and Tom Quigley
Miralo
Océ North America
Odessa Drug
Providence Holy Family Foundation
Quilt Designs by Illa
Reliance Janitorial Service
Remax Realty South
Reynolds Real Estate
Rotary Club of Fife-Milton
Silver Lining Antiques
Schmidt Insurance Services
Schocolat Gourmet Chocolate/
Smith Caudle Orchards
Tri-State Hospital
WA-ACTE
WAFBLA BOD
WAFBLA Professional Division BOD
The Wood Shop/ Hat Shop

PARTICIPATION IN PUBLIC RELATIONS ACTIVITIES AND NEWSLETTER PREPARATION

Public relations activities are the key to connect and promote Washington FBLA. Through our public relations efforts Washington FBLA communicates effectively with local chapters across our state. Washington FBLA strives to keep in contact throughout the state and does this in many different ways.

“The Washington Reporter”

Washington State’s monthly newsletter, “The Washington Reporter,” is posted on the state’s Web site, www.wafbla.org, from October through April. This is one of the main components of Washington FBLA’s public relations process. The state public relations officer is in charge of putting together the newsletter and in assigning the monthly topics. Once all of the topics are assigned to an officer and are written, the draft newsletter is sent to the Washington State’s Program Specialist, Dawne Schmidt. Dawne assists with finalizing the issue and then posts it on the Washington State FBLA’s Web site.



Communication through E-mail

This year Washington FBLA decided to keep in close contact with one another. They decided to do this by continually communicating through e-mail. Local chapter adviser e-mails were distributed to the officers and also many local chapter Presidents provided their e-mail to keep in contact as well. The Washington FBLA state officers dedicated themselves to maintaining regular contact with each other. Our State Secretary, Sam Woo, created a Google group Web site to meet the state officers’ need to communicate with each other about conferences, Program of Work, and other items. They also submitted weekly reports so each officer would be aware of the others’ activities. By communicating so closely the state officers were able to complete many of their tasks on time and to become a very strong team.

WA-ACTE Conference

On August 11 many Washington FBLA state officers attended the Washington Association for Career and Technical Education (WA-ACTE) conference in Spokane. The state officers were there to represent Washington State FBLA. President, JunHo Lee; Secretary, Sam Woo; Public Relations Officer, Kayla Davison; and Vice President representing the Northeast Region, Stephanie Holman met many teachers and Career and Technical Education directors. They also attended a round table event where they discussed ideas to promote FBLA in their schools and communities.



Local Newspapers

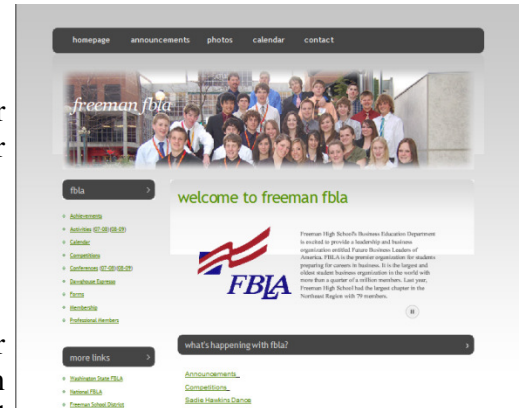
Our chapter's local newspapers publish a lot of publicity for FBLA. The articles can range from attending conferences, winning awards, and community service projects. This publicity allows business people and community members to understand the opportunities and experiences FBLA offers.

Chapter Newsletters

Many of our local chapters publish newsletters to inform their community members, professional members, and local chapter members of deadlines and conferences.

Local Chapter Web Sites

Computers and Internet are widely used today. They are our main source of information. The local chapters of Washington FBLA have decided that by making a Web site it has allowed them to keep their members wellinformed and have a better connection.



Washington State Web Site

The Washington State FBLA Web site, www.wafbla.org, contains useful information for business people, members, advisers, and community members. This has been a great recruitment and networking tool. Our Web site has allowed us to post necessary information easier. We updated our Web site this year to make it more user friendly.

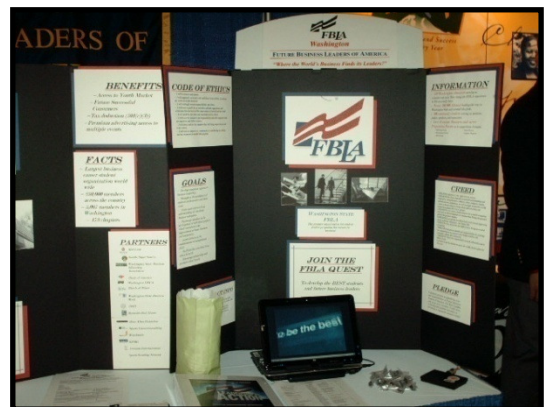


National Web Site

The National Web site, www.fbla-pbl.org, has been a very useful tool for the state officers. It provides helpful information in the state officer board room. Members and chapters from our state also submitted articles for publication on the "FBLA Chapter News" link. This allowed many of our members to get some great publicity.

Business Cards

Each state officer received business cards at the beginning of their term. These cards were distributed to FBLA members, business persons, other state officers from around the country and from different career and technical organizations. This helped Washington FBLA promote professionalism and public relations.



Washington State Future Business Leaders of America

Presentations

The Washington State FBLA state officers have given many presentations to businesses to not only promote FBLA but also to gain new sponsorships. In particular, Washington FBLA spoke to state farm and C2 Education. This year the State President, JunHo Lee, had the opportunity to speak with a senator about a potential grant Washington FBLA and other Career and Technical Student Organizations (CTSOs) are hoping to receive.

School and Community Service

FBLA is not just a business organization, but also a community service organization. At the State Business Leadership Conference the whole state pitches in to raise money for the March of Dimes through various activities. The local chapters also do a lot to help in their local communities with relays for life, working with hospitals, adopt-a-families, and tutoring. By being involved with community events at both the state and local levels Washington FBLA is and has truly done their part to hold to the "Service" portion of the FBLA motto.

WA Promotional Package

The promotional package is a new package the state officers decided to put together this year as a new recruitment tool. This package consists of a promotional brochure, a promotional flyer, a meeting reminder flyer, sample agenda, recruitment tips, ice-breakers, and an informative facts flyer. This package was sent out to all of the chapters and posted on our Web site.



**March
of Dimes®**
Saving babies, together®

Pro Sports Career Day

This year was the 11th annual Pro Sports Career Day offered to Washington State FBLA and DECA. This is a premier sports business conference for students. This year it was hosted by the Portland Trail Blazers.



Legislative Day

On March 17 a group of state officers attended the Legislative Policy Seminar organized by Washington Association for Career and Technical Education (WA-ACTE). Patrick Dion, Angela Jennings, JunHo Lee, and Sam Woo joined other Career and Technical Education (CTE) administrators and educators and the other CTSSO state officers at the state capitol to meet with Washington State legislators. The goal of this seminar was to inform the state's policymakers about the importance of Career and Technical Education to secondary education.

DEVELOPMENT AND PROMOTION OF FBLA-PBL STATE PROJECTS

Program of Work

The Washington FBLA State Officer Team worked very hard to develop three goals for the 2008-2009 school year. These goals consisted of an increase in publicizing FBLA throughout the state's chapters, an increase in communication throughout the regions, and gaining corporate sponsorships.

Communication Committee

- *Stephanie Holman*
- *Angela Jennings*
- *Olivia Phillips*
- *Pamela Martinez*

Corporate Sponsor Committee

- *Patrick Dion*
- *Nic Doherty*
- *JunHo Lee*
- *Jordan Lehrman*
- *Sam Woo*

Publicity Committee

- *Kayla Davidson*
- *Arely Garza*
- *Jan Henry*
- *Miranda Thomas*

Member of the Month

Member of the Month is one of many ways in which local chapter members of Washington State FBLA can be recognized for their outstanding efforts. Every month members from across the state must send in an application, questionnaire, and an acknowledgement sheet before the fifteenth of every month if he/she wants to be nominated. The winners of every month were featured in the monthly newsletter with highlights of his/her accomplishments. At the State Business Leadership Conference monthly winners were awarded with certificates and nominated for Member of the Year. Jessie Fink from Odessa High School was awarded the 2008-2009 Member of the Year.

Member of the Month Recipients

November

Renee Riehle
Wilson Creek High School

December

Alisa Lee
Sequim High School

February

Jessie Fink
Odessa High School

March

Paige Dennis
Wilson Creek High School

Washington State Future Business Leaders of America

Business Achievement Awards

The Business Achievement Awards are designed to assist our members in becoming better business people. Members have the option to complete any one of the four levels—Future, Business; Leader; and America. Once a level was completed, members received a certificate at the region level. Upon completion of all four levels, the member received their America level pin at the National Leadership Conference. Those who attend the National Leadership Conference also receive America ribbons and certificates of recognition.

Kiss the Pig

Kiss the Pig is a Washington State FBLA service project. It allows the members to pay to watch a state officer kiss a real pig on stage at the State Business Leadership Conference. During regional, winter, and state conferences, each officer carried a jar along with them, encouraging the members to donate money. The state officer who raised the most money by the end of the conference had to kiss a pig during the Awards of Excellence program. All of the money collected was sent to help the March of Dimes organization. Jordan Lehrman, the Southeast Region State Vice President, was the officer that raised the most money for March of Dimes and ended up kissing the pig.

Dancing with the Officers

Dancing with the Officers is a state service project of Washington FBLA. It is a state officer auction that helped raise money for the March of Dimes. Members of Washington State FBLA, who attended the State Business Leadership Conference, had the opportunity to bid on the state officers in a silent auction that occurred during the second day of the conference. The member, who placed the winning bid, won a dance with their officer at the dance that took place the last night of the conference. Winners were announced during the dance. All proceeds collected from the auction go to the March of Dimes.

SUPPORT OF FBLA-PBL NATIONAL PROJECTS

March of Dimes

At the 2009 State Business Leadership Conference, Washington FBLA continued their tradition of supporting the March of Dimes. Washington FBLA was able to raise \$705.46 for the Kiss the Pig competition and \$167 for Dancing with the Officers for a combined earnings of \$872.46 that will go to the March of Dimes. For the Kiss the Pig competition, all officers had an individual jar. During the state conference, each officer carried around another officer's jar asking members if they would like to see that person kiss a pig. By the end of the conference Jordan Lehrman, the Southeast Region Vice President, had the most money in his jar and had to kiss a pig. During the silent auction at the state conference, each officer had a bid sheet. If a member wanted to dance with a certain officer, they would make a bid on the officer's sheet. Then at the dance, the member with the highest bid on an officer got the chance to slow dance with that officer.

Soar to Success

The March of Dimes was founded on January 3, 1938, as the “National Foundation for Infantile Paralysis.” The original purpose of the Foundation was to raise money for polio research and to care for those who were suffering from the disease. The effort began with a radio appeal, asking everyone in the nation to contribute a dime (10 cents) to the fight against polio.

After helping create the Salk vaccine against polio, the Foundation decided to change their target rather than go out of business. The March of Dimes is now oriented towards birth defects and premature birth. With the help of the March of Dimes millions of babies have been saved from an early death. They will not stop until every baby is born healthy.

Until then Washington FBLA is “Saving Babies” (For more about Washington State FBLA March of Dimes activities, see *Development of State FBLA Projects.*)

Community Service

An essential part of Washington State FBLA is community service. Throughout the year, local chapters work on community service projects to benefit local and national organizations. Local chapters who worked the hardest are honored at our State Business Leadership Conference. Awards are presented in two categories: most money raised and most creative fundraiser.

The local chapter with the most money raised was Davenport High School. They raised \$13,280 to go to the March of Dimes. To attain this extraordinary feat, Davenport FBLA organized a walk-a-thon at their high school.

The winner for the most creative fundraiser in our state went to Bothell High School. They, too, raised money for the March of Dimes in April by asking students to donate change to a jar representing each teacher in their school. The teacher with the most amount of money in their jar wore a “bunny suit” for an entire school day.

National Committee Membership

Our national committee members are working hard to keep Washington informed of what is happening at the national level. This year we had two people serve on the National Awards Program Committee, Gio Colombo and Donna Bielstein.

Outstanding Chapter Award

The Outstanding Chapter Award was awarded to White River High School. White River High School is very involved with FBLA. They currently have 32 members and they had 3 members place in an event at this year’s state conference. White River High School has been home to many state and national officers. For the past two years, the Washington State Midwest Region Vice President has been from their high school, and this past year national Western Region Vice President is from White River High School. Their current chapter adviser, Brian Reckling, has been the state Midwest Region Adviser for the past six years.

Washington State Future Business Leaders of America

Business Achievement Awards

Five members from Washington achieved the Future Business Achievement Award this year. The member who achieved the Business Level was Olivia Philips from White River High School. Olivia is very involved in FBLA and served Washington as the Midwest Region Vice President this past year.

Business Person of the Year

This year, the Business Person of the Year went to Carl Jonsson. Carl is a former member and State President of WAFBLA. As the Materials Supervisor at the Grays Harbor PUD and member of the Elma School Board, he has volunteered countless hours to FBLA by judging and providing training and resources on the local, regional, and state levels. He is currently the Secretary of the Professional Division and has been on the Professional Division Board of Directors for four years and a member of the Professional Division for eight years.

National FBLA Week

To celebrate National FBLA Week, Washington FBLA members participated in community service activities and hosted community events that displayed the heart and soul and mission of FBLA. Members were encouraged to dress for success during the week. In Odessa High School, they decided to have a half business half casual dress up day. Throughout this week Odessa High School thanked their members, teachers, and community for all of their support of their local FBLA chapter.

Gold Seal Chapter Award

Washington State FBLA was thrilled to award eight chapters the Gold Seal Chapter Award. Each of these chapters achieved this award by meeting all of the requirements. The Gold Seal is a prestigious award that Washington State FBLA chapters strive to achieve.

Red Lion Pride Program

Washington State FBLA members, advisers, and professional members can get a 15 percent discount on their hotel stay at the Red Lion. The Red Lion is one of our state sponsors. Members, advisers, and professional members can get this discount when they are booking their hotel stay at a Red Lion Hotel by going to the “Other Search Options” located at the bottom of the reservation information page. After they click on that link, they enter our FBLA corporate code in the “Corporate Negotiated Rate Plan” section. The code is FBL.

American Enterprise Week

This year during American Enterprise Week chapters throughout the state celebrated the American Enterprise System in many different ways. Some chapters celebrated by going to local businesses and learning about the challenges and triumphs of owning their own business.

Virtual Business Challenge

Six teams from Washington State FBLA competed in the Virtual Business Challenge. In this event they could work individually or as a team. Members who decided to take on this challenge were tested in their skills of managing a distribution center. This event challenges them in the fields of business, management and administration, information technology, marketing, sales, and service. After this challenge the competitors felt like they were closer to being ready for real world business.

IMPLEMENTATION OF STATE BUSINESS LEADERSHIP CONFERENCES

Regional Officer Training

Local chapters were invited to “Soar to Success” this year with our Annual Regional Officer Training. At this training local chapter officers were given the opportunity to release their inner potential and learn how to really lead. During this time the state vice president presents both the region goals as well as the state goals for the coming year. As the day continued, local chapter officers were encouraged to create their own program of work for their chapter and to create specific goals. Members were also given the opportunity to meet with other officers in their same position (President, Vice President, etc.) to exchange and brainstorm ideas as well as to network. This opportunity truly pumped up our local chapters so that they too could teach their members to “Soar to Success.”

Regional Fall Leadership Conferences

Seven regions around the state held Fall Leadership Conferences this October and November. This Fall Leadership Conference was a great opportunity to introduce new members to FBLA. Whether new or old, members were able to experience phenomenal workshops lead by state officers as well as business leaders. Furthermore, members were given the opportunity to network and make new friends.

Winter Business Leadership Conferences

State vice presidents and regional advisers teamed up once again during February to put on the Winter Business Leadership Conferences. This exciting conference is a year-long effort for state vice presidents; their duties ranged from finding a location to creating gift bags for the attendees. At this conference the rooms are bubbling with excitement as this conference qualifies you for the state conference. These nervous attendees compete in events ranging from Business Plan to Accounting I. The top five competitors in each event not only win a trophy, but they earn the opportunity to “Soar to Success” at the State Business Leadership Conference.

Washington State Future Business Leaders of America

State Business Leadership Conference

Washington's State Business Leadership Conference was held in Spokane, Washington, April 9-11, 2009. This year the theme was "Soar to Success."

At state officer training in May, the state officer team signed up to serve on a number of various committees ranging from selecting the motivational speaker to finding sponsors for the events. Over the course of the year each committee reported their progress to the Executive Business Leadership Committee adjusting their goals accordingly.

After careful thought the executive committee selected Brad Barton to motivate and inspire FBLA members to soar to success at the state leadership conference. Brad was a tool that Washington selected this year because he was not your ordinary inspirational speaker, but he also was a magician. He used his magical abilities to help Washington learn to see beyond illusions in life; he helped us see that anything is possible; after an uplifting speech from Mr. Barton Washington FBLA was ready to compete over the next two days.

This year Washington FBLA eliminated the on-site testing lab and chose to use online testing so students could enjoy more conference activities. We were pleased to have the opportunity to offer multiple facility tours, dozens of workshops, and even a few courses. Those who attended at least five activities had their name entered into a drawing to win a Magellan GPS. All in all, our workshops and tours were an absolute success.

Finally, after two long days of grueling competition, the moment of truth was revealed; it was the awards of excellence ceremony. This ceremony was smoother than ever before, with hundreds of satisfied competitors. In conclusion we had the officer goodbyes that were far from dry. JunHo Lee, the state president, chose to wear sunglasses to hide his tears; but they still fell and with that he received a standing ovation from Washington State FBLA.

This conference was a successful conference. We qualified over one hundred students for nationals, and even more were taught to soar to success. This was truly a phenomenal conference.

ATTENDANCE AND PARTICIPATION AT CONFERENCES SPONSORED BY THE ASSOCIATION

Washington State FBLA members started the year by attending the Institute for Leaders and the National Leadership Conference in Atlanta, Georgia. Washington also traveled to Phoenix, Arizona, for the National Fall Leadership Conference. In October and November members attended state regional fall conferences, followed by state regional winter conferences in February. The year concluded with the Washington State FBLA Business Leadership Conference in Spokane, Washington.

2008 National Leadership Conference

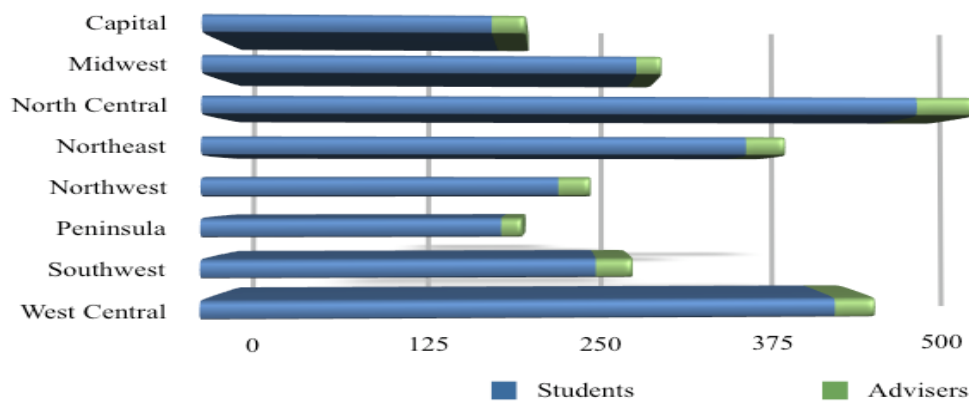
Approximately 216 members from Washington State attended the 2008 National Leadership Conference. In addition to competing, members attended workshops that emphasized leadership and success skills. While in Atlanta, members and advisers also visited attractions such as The Coca Cola Museum, CNN, and Six Flags.

Regional Fall Business Leadership Conference

Washington State is divided into nine regions, each of which has a presiding vice president. Vice presidents are responsible for organizing a fall conference for their members with the assistance of their regional advisers. The purpose of the fall conferences is to prepare FBLA members to be successful throughout the year, as well as improve leadership skills. All of our vice presidents succeeded in providing members with a wonderful opportunity to network and learn.



Fall Conference Attendance



National Fall Leadership Conference

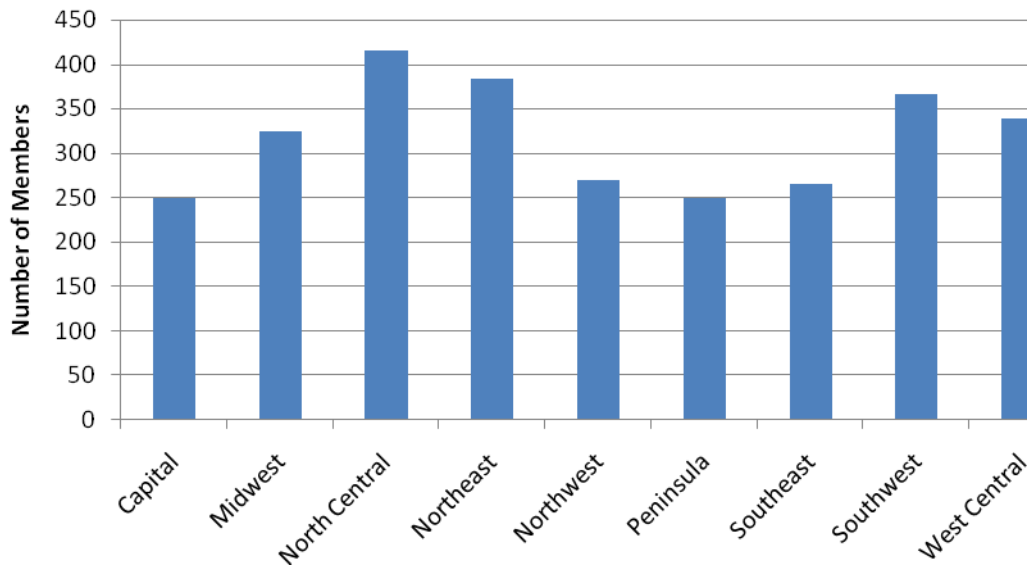
In November 2008, 85 Washington State members attended the National Fall Leadership Conference in Phoenix, Arizona. While there members had the opportunity to listen to motivational speakers, attend workshops, and participate in social events that helped raise money for the March of Dimes.

Regional Winter Business Leadership Conference

At each region's winter conference, members have the opportunity to compete in their events. Regional qualifiers proceed in their competition to the state level. Attendance at these conferences was outstanding.

Washington State Future Business Leaders of America

Regional Winter Conference Attendance



State Business Leadership Conference

To conclude a remarkable year, 1,725 total people participated in the Washington State Business Leadership Conference in Spokane, Washington. Members throughout the state gathered to attend workshops, listen to motivational speakers, attend social events, and compete against other members to obtain the opportunity to “Soar to Success.”

2009 State Business Leadership Conference Attendance

Students	1,382
Advisers and Chaperones	234
Chapters	134
Judges/Volunteers (Not in Business)	81
Workshop Presenters	19
Exhibitors	9

2008 National Leadership Conference

In Atlanta, Georgia, Washington State FBLA members were a force to be reckoned with and had several top competitors. Attending numerous workshops, competing in several events, exploring the city, members learned so much in a short period of time and gained invaluable skills.

2008 National Leadership Conference

TOP 10 WINNERS

Atlanta, GA
June 26-29, 2008

EVENT	NAME	SCHOOL	PLACE
Accounting II	Tyler Voorhees	Olympia High School	6
Business Calculations	Marie Vasek	Olympia High School	9
Business Communication	Val Conklin	Burlington-Edison High School	7
Business Financial Plan	Kenna Schutz	Odessa High School	6
	Matthew Zeiler		
Business Presentation	Jessi Fink	Odessa High School	4
Community Service Project	Kayla Davison	Asotin High School	4
	Katlin Kammers		
	Alesia Proctor		
Computer Applications	Jonathan Hwa	Woodinville High School	2
Cyber Security	Paul Bartel	Shorewood High School	3
Desktop Application Programming	Henry Weiss	Ingraham High School	4
Desktop Publishing	Tarra Theisen	Woodinville High School	9
	Kysie Miao		
E-business	Elizabeth Pettit	Asotin High School	6
Electronic Career Portfolio	Jessica Heimbigner	Odessa High School	8
Emerging Business Issues	Riley Myers	Lynden High School	3
	Sarah Roper		
	Ben Hamming		
Emerging Business Issues	Jessica Colburn	Fife High School	10
	Tierney Kuhn		
	JunHo Lee		
Global Business	Brenda Kao	International Community School	1
	Stephanie Kim		
Global Business	Denise James	Woodinville High School	6
	Jen James		
Internet Application Programming	Tony Kanago	Central Valley High School	6
Introduction to Parliamentary Procedure	Ashley Tippins	Lynden High School	3
Management Decision Making	Andrew Wakefield	Kentridge High School	7
	Robert Blalock		
Marketing	Casey Penk	Lindbergh High School	10
Networking Concepts	Edward Jiang	International Community School	3
Personal Finance	Bernard Paraiso	Renton High School	10
Personal Finance	Mark Kerrigan	Highline High School	4
Public Speaking II	Kristina Smith	Walla Walla High School	7
Spreadsheet Applications	Dalton Fetsch	Freeman High School	5
Web Site Development	Patrick Morrison	Ingraham High School	7
	Wilson Lu		
	Jenny Yang		
Who's Who	Caitlin Loseth	Asotin High School	1/state
Word Processing II	Nial Tilson	Olympia High School	10
Outstanding Local Chapter Adviser	Brian Reckling	White River High School	1/state
Largest Professional Membership	126 Members	Washington State FBLA	3
WESTERN REGION AWARDS			
Largest Local Chapter	423 members	Highline High School	1
Market Share Award	69 Percent	Wilson Creek	1
Largest State Chapter	4,728 Members	Washington State FBLA	2

CHAPTER MANAGEMENT AND ORGANIZATION

The Board of Directors

The Board of Directors was organized 20 years after the establishment of Washington State FBLA in 1985. The Board oversees rules, courses of action, conferences, and other Washington State FBLA events. The 16-member Board meets quarterly to make it possible for FBLA to continue flourishing in Washington State today. The non-voting members of the Board of Directors are composed of the Executive Director, FBLA State President, FBLA State Secretary, and the Business Education Liaison from the Office of the Superintendent of Public Instruction (OSPI). The voting members include a Career and Technical Education Director, Professional Division State President, eight business representatives, and two regional advisers.

Executive Business Leadership Committee

Washington State FBLA is also governed by the Executive Business Leadership Committee. This committee consists of the state president, secretary, parliamentarian, public relations officer, nine state vice presidents, eleven regional advisers, the Executive Director, and the Office of the Superintendent of Public Instruction's (OSPI) Business Education Liaison. The Executive Committee meets in June to plan a program of work for the year and has quarterly meetings throughout the year, which culminates at the annual State Business Leadership Conference in April.



Responsibilities of the Executive Business Leadership Committee

Common responsibilities of the committee as a whole include:

- Attending quarterly meetings
- Attending state officer training
- Representing Washington State FBLA in the best possible manner
- Helping execute the State Business Leadership Conference
- Communicating to local advisers and members

In addition to the above responsibilities, committee members have specific responsibilities that pertain to their position.

Soar to Success

President:

- Presiding over all meetings of the Executive Business Leadership Committee
- Appointing officer(s) and chairmen of all committees
- Developing a program of work with the input of the Executive Business Leadership Committee
- Assisting the Executive Director with the preparation of the annual budget
- Serving as a representative on the Board of Directors

Secretary:

- Keeping minutes of all meetings of the Executive Business Leadership Committee, Board of Directors, and State Conference
- Supplying copies of minutes and reports to the President and Executive Director in a prompt manner
- Serving as a representative on the Board of Directors

Public Relations Officer:

- Communicating Washington State FBLA activities to the national office
- Reporting activities around the state by establishing a monthly newsletter
- Serving as a liaison between FBLA and the community

Parliamentarian:

- Advising the President on correct parliamentary procedure according to *Robert's Rules of Order, Newly Revised* in order to keep business moving in an efficient manner
- Presiding over regional voting sessions at the annual State Business Leadership Conference

State Vice Presidents:

- Coordinating a regional fall and winter conferences
- Facilitating communication between chapters in their region and the Executive Business Leadership Committee

<u>Executive Business Leadership Committee</u>	
<i>Title</i>	<i>Name</i>
President:	Junho Lee
Secretary:	Sam Woo
Parliamentarian:	Arely Garza
Public Relations Officer:	Kayla Davison
Capital Region:	Patrick Dion, Vice President Chris Nesmith, Adviser
Midwest Region:	Olivia Phillips, Vice President Brian Reckling, Adviser
North Central Region:	Nic Doherty, Vice President Linda Clark, Adviser
Northeast Region:	Stephanie Holman, Vice President Deborah Sanders, Adviser
Northwest Region:	Miranda Thomas, Vice President Paulette Charvet, Adviser
Peninsula Region:	Ian Henry, Vice President Bernie Brabant, Kim Rose, Advisers
Southeast Region:	Jordan Lehrman, Vice President TBA
Southwest Region:	Pamela Martinez, Vice President Tracy Erdmann, Adviser
West Central Region:	Angela Jennings, Vice President Donna Bielstein, Adviser
Immediate Past President:	Jacob Larson
Education Liaison:	TBA
Executive Director:	Judy Reynolds

Washington State Future Business Leaders of America

State Office

The role of the state office is to direct the business aspects of the Washington State FBLA. There are two full-time positions and one part-time position at the state office. The Executive Director and the Program Specialist are full time and the Office Assistant is part time. The state office coordinates the business activities of the Washington State FBLA and organizes information disseminated to the Executive Committee for their review and input.

State Office Staff

Judy Reynolds, *Executive Director*
Dawne Schmidt, *Program Specialist*
Dorthea Paulson, *Office Assistant*

Responsibilities of the State Office Staff

Executive Director:

- Preparing an annual budget for the state chapter
- Developing agendas and meeting arrangements for the Board of Directors and Executive Leadership Committee
- Maintaining regular office hours
- Supervising the activities of the state officers
- Providing payroll information and quarterly reports to an accountant and required agencies
- Serving funding sources

Program Specialist:

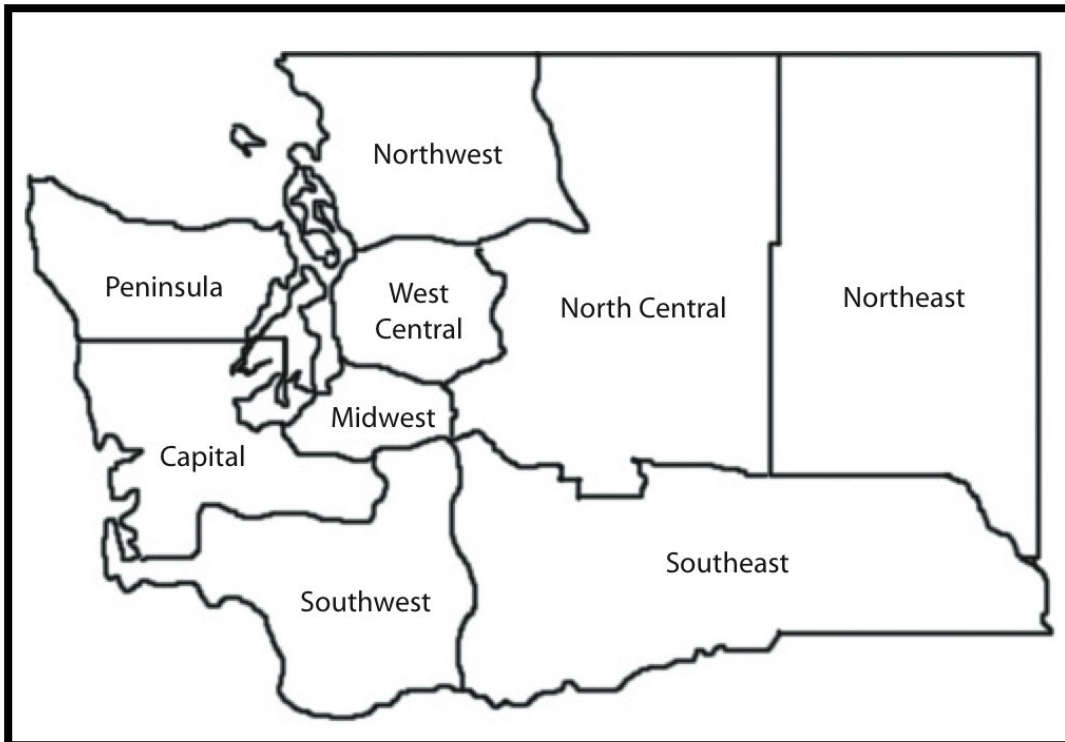
- Supervising and coordinating the state officer team
- Coordinating the training of state officers
- Assisting and managing official documents
- Helping with organizational and conference matters
- Maintaining order and organization at the state office

Office Assistant:

- Assisting the Program Specialist and Executive Director

Organization of Regions

Washington State FBLA is organized into nine geographic regions. The organizational model of FBLA controls the operation of FBLA in the State of Washington. Washington State is unique in that the west side of the state is largely urban while the east side of the state is primarily rural. Communication between the two sides of the state can be very difficult due to the geographical differences. The division of the state into regions allows for better communication throughout the state through the nine state vice presidents.



FINANCIAL DEVELOPMENT, INCLUDING FUND-RAISING, AND FINANCIAL STATEMENT

Membership Dues

State and national yearly dues for FBLA are \$16. Chapters are encouraged to pay their dues by December 1. Local chapters can decide if they want to increase the dues amount as extra money for their own chapter.

Federal Grants

Washington FBLA receives federal funding from the Carl Perkins Act. Funds are awarded by the Office of the Superintendent of Public Instruction based on availability.

State Grants

At the state level, Washington FBLA receives funding from the Washington State Legislature and the Office of the Superintendent of Public Instruction. This funding continues a partnership that has survived over 50 years.

Fund-raisers

Fund-raising is the best way to help local chapters raise money to keep costs low. FBLA offers ideas to make fund-raising easy and enjoyable. Some of the fund-raising ideas FBLA chapters in Washington use include KrispyKreme sales, dollar dayz, and car washes. A fund-raising guide is available on the Washington State Web site for more innovative fund-raising tips.

Budget

Washington State FBLA gains most of their income from dues and registration fees. Washington State FBLA's major expenses are officer training and conferences. The income statement enclosed is recent as of May 4, 2009.

Washington State Future Business Leaders of America

Washington State Future Business Leaders of America

Summary Balance Sheet

As of April 30, 2008

ASSETS:

Current Assets	
Checking	180,383.23
Accounts Receivable	<u>40,699.50</u>
Total Current Assets	221,082.73
Fixed Assets	20,566.06
Other Assets	<u>4,822.00</u>
TOTAL ASSETS	<u>246,470.79</u>

LIABILITIES & EQUITY

Equity	<u>246,470.79</u>
TOTAL LIABILITIES & EQUITY	<u>246,470.79</u>

Washington State Future Business Leaders of America

Summary Balance Sheet

As of April 30, 2009

ASSETS:

Current Assets	
Checking	188,540.11
Accounts Receivable	<u>1,463.11</u>
Total Current Assets	191,531.22
Fixed Assets	20,566.06
Other Assets	<u>4,822.00</u>
TOTAL ASSETS	<u>216,919.28</u>

LIABILITIES & EQUITY

Equity	<u>216,919.28</u>
TOTAL LIABILITIES & EQUITY	<u>216,919.28</u>