

Wisconsin FBLA  
Local Chapter Annual Business Report  
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# Local Chapter Annual Business Report

FBLA 2010-2011

Breaking Barriers

Oconto Falls High School  
Chapter #4227  
Oconto Falls, Wisconsin



## Chapter Profile Oconto Falls, Wisconsin

Future Business Leaders of America

### Welcome To 2010-2011 FBLA

#### **Introduction**

The Oconto Falls High School FBLA Chapter has worked hard this year to make sure it followed the 2010-2011 theme of "Breaking Barriers". This Local Chapter Annual Business Report shares the activities that the chapter took part in from April 2010 through February 2011. Included are the chapter's goals, and everything that was achieved during the year



#### **School and Community**

Oconto Falls High School is a four year school that has a current enrollment of 592 students. Although the population of our small, rural community is only about 2,600 people, Oconto Falls High School is known for its commitment to excellence through academics, athletics, and a large variety of co-curricular activities including FBLA.



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Local Chapter Annual Business Report – Cochrane-Fountain City High School



10 Circle Drive  
Seymour, WI 54165  
920-833-2306  
FAX 920-833-7608

February 23, 2005

Dear Seymour FBLA Member

As the 2004-2005 FBLA Secretary, I am very proud to acknowledge the goals and accomplishments that you, an active FBLA member, have achieved over the school year. Without your help and dedication, our chapter would not be as successful as it is today. We have grown and prospered to an active chapter through the support and enthusiasm that you have shown. As a FBLA member, you have donated many hours of your time to help the development of our club through fundraisers, community, and school involvement. You have also put forth maximum time and effort to ensure a successful Regional Leadership Competition held in Seymour.

I hope that your involvement in Seymour Community High School's Future Business Leaders of America organization will help you in your future career plans. Through your work in FBLA, I hope you have learned important skills such as communication, leadership, and teamwork. Without a doubt, these skills will lead you to much success in the future. Keep your goals high because we are the Future Business Leaders of America.

Sincerely

A handwritten signature in cursive script that reads "Jenny Krahn".

Jenny Krahn  
FBLA Secretary

jk



## Chapter Profile Oconto Falls, Wisconsin

Future Business Leaders of America

### History of Oconto Falls FBLA

Oconto Falls was issued its chapter charter in March of 1968 under the advisership of Lester and Rosemary Korbel. To show appreciation for all their contributions to this organization, Wisconsin FBLA has created an award in Mr. and Mrs. Korbel's name to honor outstanding FBLA local chapter advisers. Without their leadership and determination, Oconto Falls FBLA would not be where it is today. Over the past 42 years, Oconto Falls FBLA has been recognized over 28 times as one of the top five most outstanding chapters in Wisconsin.



Local Chapter Annual Business Report- Oconto Falls High School

### 2010-2011 FBLA Advisors

Oconto Falls FBLA Advisor.....Tracy Tate  
Oconto Falls FBLA Advisor...Melanie Markiewicz

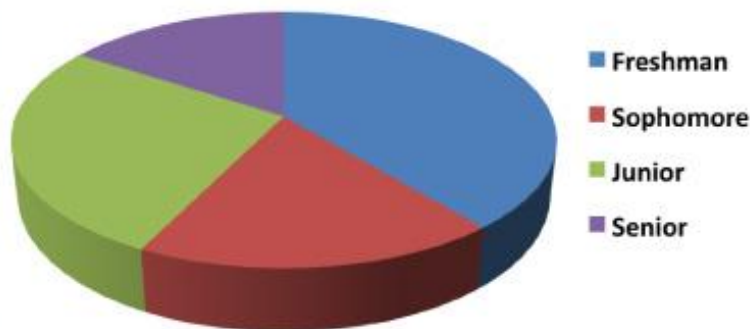
### 2010-2011 FBLA Officers

President..... Jordyn Herzog  
Vice President.....Ben Cassel  
Secretary.....Candis Dequaine  
Treasurer.....Cody Nielsen  
Promotions Chair.....Mackenzie Carlson  
Reporter.....Tess Buege  
Photographer.....Katie Olejniczak  
Fundraising Chair.....Mitch Friedman

### State Officer

State Reporter.....Jon Leja

### Membership by Grade



## RECRUITMENT OF MEMBERS

### POSTER DESIGNS

September marked the beginning of membership recruitment for the 2010-2011 school year. Officers designed posters to invite new members to join FBLA and announce meeting dates. The finished posters were placed in hallways and classrooms throughout the high school to promote this outstanding student organization.



(Left: FBLA recruitment poster design which is posted all throughout our school)

### BULLETIN BOARDS

Information about our FBLA Chapter events, fundraisers, and monthly meetings are posted on bulletin boards in the business hallway. Along with local information, we display State and National FBLA information, such as upcoming events, conferences, competitions, and activities.

### RETURNING AND NEW MEMBERS MEETING

The first meeting of the year was held in September. New officers introduced themselves, presented information about the basics of FBLA to inform new members, and to reaffirm FBLA's goals for returning members. Communication from our current members to the student body travels fast. Stating the outstanding opportunities FBLA provides for its members makes interested students realize that FBLA will definitely make a positive difference in their high school career and in their future.

### BARBEQUE

Members who had paid their dues of \$15 were invited to a barbeque in late September. Members participated in the Big Brothers/Big Sisters activity with the fourth grade classes. Members benefited from getting to know their little brother or sister. Many students enjoyed the reward of being paid members.



(Members and elementary students through the Big Brothers/Big Sisters Program, enjoy their reward at the FBLA BBQ.)



## PREPARATION OF STUDENTS FOR BUSINESS CAREERS

### JOB SHADOW

This year members had the chance to job shadow a person in a career of interest. They were able to go to their place of work and experience what that person does in a normal day. By participating in this activity, members saw first-hand what the job entails. They were able to shadow people who worked in the areas of banking, finance, marketing, accounting, and administrative support. The assignment allowed the students to research employment possibilities to determine if this would be a career that they would like to pursue in the future.

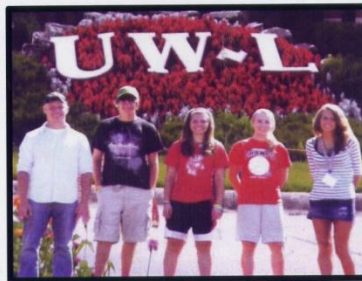
### CAREER DAY

High school students were privileged to attend Career Day which was hosted by the FBLA. Many speakers and presenters arrived from different fields in the workforce ranging from Law Enforcement to Radio DJ, and were delighted to inform students about what their career entails as well as provide other insightful and intriguing information. The morning started off with an opening session by speaker Jared Tuxen, who informed students about the importance of job applications and interviews. After that, the high school students each attended five, thirty-minute sessions on careers of their choice.

### BUSINESS WORLD 2010

This past summer the Cochrane-Fountain City Future Business Leaders of America Chapter was represented by Brandon Boynton, Dillon Swenson, Kate Willadsen, Jessica Greshik, and Kelly McCamley at Business World which was held on the University of LaCrosse campus. Students acted as an executive management team where they took their own "imaginary company" into a financial success. They determined their product's selling prices, marketing costs, developed budgets for production, conducted research and development, and looked in financing and stock options.

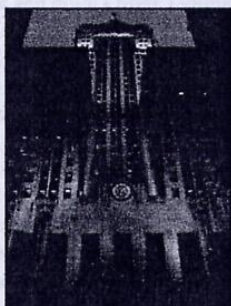
Students had the opportunity to experience what it is like to live on a college campus and to connect with students from all across Wisconsin. Jessica Greshik said, "I learned how to build a team, work together, and develop a working relationship with people I haven't met before."



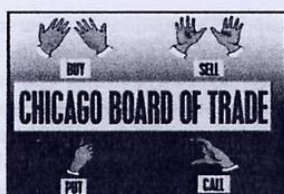


FBIA The Road to Your Success

## PRODUCTIVITY BUSINESS CAREER PREPARATION



*Chicago Board of Trade building*  
<http://www.agripress.be/>



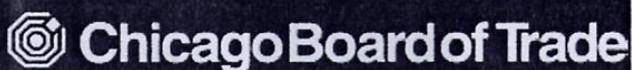
*Postcard from tour*



*Kalahari Resort flyer  
from business tour*

**Chicago Board of Trade.** During our stay in Chicago during the NFLC, we had the opportunity to tour the Chicago Board of Trade. We began the tour with an informational video which discussed the history of the business and the basic procedures involved in trading. After the video, we were taken to an observation platform where we were able to witness the traders and brokers in action. While we were viewing the trading, we listened to a presentation explaining the movements of the traders and brokers on the floor.

The Chicago Board of Trade offers a location to conduct mass trading deals. Various commodities are traded there: soybeans, futures, option, and bonds just to name a few. Our students were amazed by the flurry of activity on the floor and went home with a better understanding of the business of trade.



<http://www.cbot.com/>

**Kalahari.** On the way to the NFLC in Chicago, our chapter spent a night in the Wisconsin Dells. During our stay, we were able to tour one of its outstanding hotels. The Kalahari Resort contains the country's largest indoor water park at 125,000 square feet, with 738 rooms available for use, 160 of which are condos owned by private investors. The resort employs anywhere from 600-900 employees depending on the season. Wisconsin Dells' main source of revenue is from their hospitality and tourism. There is no industry in Wisconsin Dells. To utilize the resort during the off-season, the Kalahari has established its own convention center.

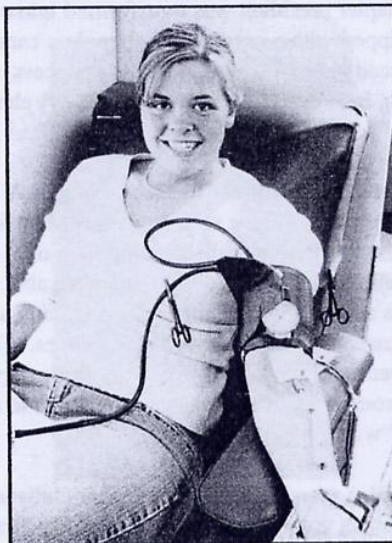
Ordinarily when one thinks of hotel employees, housekeepers and desk clerks come to mind. This tour took us behind the scenes and opened our eyes to a variety of job opportunities at the Kalahari including careers in marketing, graphic design, engineering, conference planning, and catering. Chefs at the Kalahari work solely on creating appetizing new foods for its customers. No matter what field of study one enters, a job would be waiting at the Kalahari. In addition to the entrepreneurial endeavors of Todd Nelseon, owner of the Kalahari, he strives to help others. The Kalahari accepts donations on behalf of a village in Africa suffering from the AIDS crisis. There are no administrative costs, so 100% of the money goes to the village.



## PRODUCTIVITY COMMUNITY SERVICE



*Performers at the 2006  
Acoustic Café*



*Middle School Liason Jessie Blaylock  
donates blood at the first blood drive  
of the year*

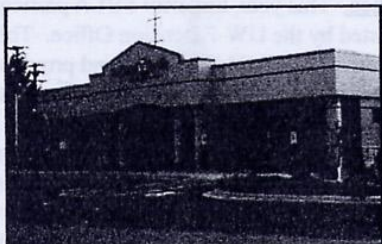
### Community Service

**Acoustic Café.** The Acoustic Café is an annual event that is looked forward to with great anticipation by the high school. For this event, FBLA teams up with the Gay Straight Alliance (GSA) at our school. The event is a venue for students to showcase their musical, poetic, and acting abilities. The Acoustic Café was open for all students who wished to perform, and for all community members who wished to purchase a ticket and attend. The Acoustic Café was held at the Superior Middle School, which has a performing center that provides room for a large turnout and a coffee-house-like atmosphere. The area was transformed into a café setting with dim lighting, artwork from high school students, coffee and treats available at a "coffee counter" and an old record theme. FBLA members sold coffee, cappuccino, hot chocolate, cheesecake, cookies, bagels, and a variety of other desserts to the participants and audience. People were able to sip café style drinks while swaying to the rhythms and beats provided by young and talented performers. The proceeds for this event were split equally amongst FBLA, GSA, and the Hurricane Katrina Relief Fund that our school sponsored in the year following the disaster.

**Memorial Blood Center Blood Drives.** Each year, FBLA sponsors two blood drives at the high school. We hosted one in May and one the following November. Before the drive, students are educated on the benefits of giving blood, specific donation requirements, and the steps to take before and after donation. Students chair the event, set up a schedule for members to work a booth at all lunches in promoting the event. They also make permission slips and information packets for prospective donors, work out extra credit opportunities for donors with teachers, and develop a comprehensive schedule to be delivered to the donors and staff for the day of the drive. Students are given a specific time according to their own preferences to donate. After more than a month of meticulous planning, FBLA members set up headquarters for the blood center employees to screen donors. There are always at least four members available to retrieve alternates from classrooms, hand out juice and donuts, and to make the process as smooth as possible for the blood center employees. Each donor spends approximately forty-five minutes registering, donating blood, and recovering. This year's blood drives have been particularly successful with over eighty participants in each! At our November drive alone we harvested forty-seven pints of blood.



## PRODUCTIVITY COOPERATION WITH BUSINESS GROUPS



*National Bank of Commerce,  
Mid-Town location*



*Superior Choice Credit Union,  
Mid-Town location*

National Bank of Commerce. This was the fourth year that Superior FBLA held a partnership with the National Bank of Commerce. Representatives from the National Bank of Commerce assisted our chapter by judging many of the events at our regional conference. NBC has also provided our chapter with a variety of promotional goods to be distributed at various community events that our chapter participates in. These items included note pads, pens, pencils, and other useful items. Our chapter officers have secured a sponsorship of an event at the state level by the National Bank of Commerce as well. The National Bank of Commerce has also made efforts to help FBLA members in educating business students in the importance of money management. Mr. Troy Lambert, a representative of NBC, spoke to business classes about various banking related topics including student loans, checking accounts, credit scores, and securing student loans at desirable rates. FBLA, in conjunction with the National Bank of Commerce will be offering technology workshops targeted towards senior citizens. Workshops will be held in the technology center located in the main branch of the National Bank of Commerce. Our members are very excited to undertake this project. Partnering with this company has greatly benefited our local chapter.

Superior Choice Credit Union. This year, Superior FBLA continued its partnership with the Superior Choice Credit Union (SCCU). Two of our chapter members, Breanna Erickson and Greg Running, worked at the school branch of SCCU and secured positions at the main branch in Superior as a result. These students benefited by getting the opportunity to work with representatives on interviews, résumés, and applications. This partnership is closely articulated with the high school's Business and Personal Finance class.



*Superior Choice Credit Union logo.*



*National Bank of Commerce logo.*



## PRODUCTIVITY PUBLIC RELATIONS



*FBLA members introduce FBLA to the youth of Superior at the Youth Fair*



*A proclamation from City of Superior Mayor David Ross declaring it FBLA-PBL week in the City of Superior*

**Youth Fair.** Superior FBLA participated in the UW-Extensions office youth fair as a way of reaching the next generation of prospective FBLA members. Our booth generated a lot of excitement because of our lollipop tree with prizes and sweet treats. We also allowed students to create and decorate their own "brief cases" made with manila folders and pipe cleaners.

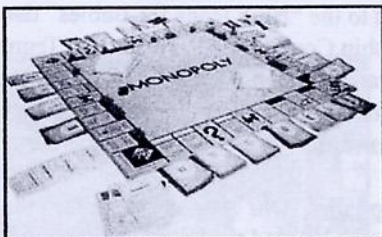
**Transition Night.** Our chapter also participated in the annual freshman transition night. This is an opportunity for every club, sport, and organization in the high school to display their achievements and activities to current eighth grade students. These students will be eligible to participate in each of these events in the following school year as they enter the high school. Information about FBLA, competitive events, our local chapter, and our achievements was made available at our booth. We displayed study materials, an American Enterprise Project, t-shirts from past year's State Leadership Conference, and other FBLA paraphernalia. Our booth was met by much enthusiasm from the future freshman.

**School-Wide Publicity.** FBLA members promote our organization to the student body in many ways. On the second floor of our school, outside the Business Occupations classroom, is an FBLA display case. It is maintained to show students the activities in which FBLA has participated in and the awards our organization has received. FBLA also displays posters and signs around the school informing students and visitors of our upcoming events. The signs are a constant reminder to others of the involvement of our organization within the school and community. The chapter reporter also writes several announcements a week to be read on the school-wide morning announcements.

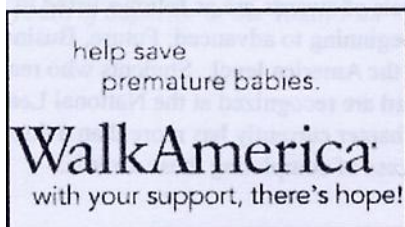
**FBLA-PBL Week.** This year, FBLA week fell on the week of Valentine's Day. In keeping with the tradition of giving treats to those who are important to us, we thought it would be a good tribute to our teachers and staff to provide them with treats and goodies. Members volunteered to bring baked sweets and donuts were purchased from Super One Foods. The staff was very appreciative of this unexpected treat. To promote FBLA to the students, a booth was hosted during all lunches with information about the organization as a whole and the local chapter. FBLA-PBL week is recognized by the City of Superior, with a proclamation from Mayor David Ross.



## PRODUCTIVITY STATE PROJECTS



*Monopoly game as used in the  
March of Dimes Monopoly  
Tournament*



*The March of Dimes Walk America  
logo*

**March of Dimes Monopoly Tournament.** At the Wisconsin State Leadership Conference, Superior FBLA members participated in the March of Dimes Monopoly Tournament. For an entrance fee/donation of \$5 each, our members were able to socialize with and compete against FBLA members from across the state. Sixteen Members competed for the honor of being the Monopoly Champion while contributing to a good cause. Our members enjoyed participating in this March of Dimes fund-raiser. We were very pleased to have six table Monopoly Champions from Superior.

**March of Dimes Mini-Walk.** Our members raised money throughout the school year for the March of Dimes with the penny war, footprints for babies, and small contributions from students. During the State Leadership Conference, members from our chapter traded in their business attire for Blue and Pink t-shirts and the chance to march through the streets of Green Bay for a cause. Members walked a half mile walk over two bridges and through a park with students from all over Wisconsin to promote the March of Dimes.

**March of Dimes "Blue Jeans for Babies" dance.** After a weekend of hard work and excitement, students had a chance to relax with members from across the state. The conference was concluded with the March of Dimes "Blue Jeans for Babies" dance. Admission to the dance was donation of one dollar per person to the March of Dimes organization, and a chance to wear jeans to an FBLA event. Many Superior FBLA members attended the dance or donated a dollar in their place. There was an excellent turnout, and students had a great time.

**FBLA/Marketing Business Tours:** FBLA members and the marketing class took a tour of the Performing Art Center in Appleton, School Specialty, the Fox River Mall, and Sound World. It was a great opportunity to get an inside view of how businesses really run and how they make crucial decisions. It was a hands-on view of everything that we learn through FBLA and marketing class.

**FBLA/Marketing Six Flags Trip:** The marketing students participated in the annual commercial design contest sponsored by Six Flags Great America. The students traveled to the park and listened to several speakers who spoke about the marketing and advertising done at the park and then had their commercials rated.

### Support of FBLA-PBL National and State Projects

**American Enterprise Day:** In honor of this National supported day, Seymour FBLA played Monopoly and awarded prizes to the highest winners for each hour.



Members participate in Monopoly Day in celebration of American Enterprise Day.

**March of Dimes:** Seymour FBLA raised \$105.65 for the March of Dimes through Crazy Teacher Day. The event was a lot of fun and useful at the same time.

**Community Service:** FBLA participates in community service by working with the Seymour Museum. Chapter members scrapbooked articles from the local newspaper along with other tasks as asked. The chapter also participates in Chain Reaction Day by helping the elderly with tasks that they find difficult such as raking leaves.



Brad Burmeister, Lyssa Hasse, Megan Bloom and Katie Rohm volunteered at the Seymour Museum



Annual Report 2003-2004



## PRODUCTIVITY CONFERENCE PARTICIPATION



*FBLA member, Kerstyn Hendricks  
on stage at SLC 2006*



*FBLA members explore Marquette  
University during NFLC*



*Members attending the closing  
ceremonies of NLC 2006*

Wisconsin State Leadership Conference. Forty-eight members of the Superior FBLA chapter attended and competed in the 2006 State Leadership Conference in Green Bay. Due to the hard work and dedication of the members, Superior FBLA was proud to receive the award for Most Outstanding Leadership Conference Chapter for the twentieth consecutive year.

National Leadership Conference. Thirteen of our members, along with one adviser, were able to attend the 2006 National Leadership Conference in Nashville, Tennessee. Five members presented reports, and seven competed in individual or team events.

Chapter Officer Workshop. During the summer prior to the 2006-2007 school year, the newly elected local chapter officers attended a training workshop in Wisconsin Dells. This was a great opportunity for them to complete their program of work and set goals for the upcoming year. They were also able to meet with officers from other chapters and share ideas for the future year of FBLA.

National Fall Leadership Conference. Members of Superior FBLA were fortunate enough to be able to attend the National Fall Leadership Conference, hosted in Milwaukee, Wisconsin. Members attended board meetings, workshops, and general sessions. They also took advantage of the time in Milwaukee to tour Marquette University and begin thinking about their futures as college students.

Regional Leadership Conference. This year, Superior FBLA hosted the Regional Leadership conference at Superior High School. Members dedicated endless hours to planning the conference as well as studying and preparing for their events. Many members advanced to the state competition and our chapter earned the Most Outstanding Chapter Award. Joel Dumonsau ran for Region I Vice-President. Our chapter worked together to help Joel prepare his speech and campaign posters. Members campaigned at the conference and Joel met with voting delegates and chapter representatives to discuss his ideas for next year in Region I.



# Productivity

## Future Business Leaders of America

### Wisconsin Fall Leadership Lab

In November, 2010, five Oconto Falls FBLA members traveled to Eau Claire, Wisconsin, where they participated in one of Wisconsin's Fall Leadership Labs. Members spent the day attending multiple workshops, one of which was being ran by State Reporter, Jon Leja, a member of Oconto Falls FBLA. The members had a fun day and brought home many new leadership skills.



### Regional Leadership Conference

Oconto Falls FBLA attended the Region 3 Leadership Conference held at Xavier High School in Appleton, Wisconsin. The chapter had thirty-two members competing in events. The day began with a presentation by Tracy Butz, who taught us about achieving one's goals. Then members competed, networked, and did other fun activities. By the end of the day, Oconto Falls had twenty-five members advance to the state level of competition. The chapter was awarded third place as an Outstanding Chapter, and first place for the Regional Community Service Award.



*All participants for Oconto Falls High School at the Regional Leadership Conference.*

## FBLA-PBL COMPETITIVE EVENTS AND ACTIVITIES

### 2011 REGIONAL LEADERSHIP CONFERENCE

On February 5, members of the Cochrane-Fountain City FBLA Chapter attended the 2011 Region IV Leadership Conference held in Sparta, Wisconsin. Members enjoyed competing and networking with other members from different chapters. Our FBLA chapter was recognized for finishing second out of 30 schools for combined points. Our chapter took home \*\* first place finishes and will be advancing \*\* members to state competition



(Above: FBLA members take a moment for a group picture while at RLC.)

### 2010 STATE LEADERSHIP CONFERENCE

The Cochrane-Fountain City FBLA Chapter attended the State Leadership Conference held in Wisconsin Dells, Wisconsin in April. The annual conference was held at the Chula Vista Hotel and Convention Center. Thirty three high school and twenty seven middle level members participated in event competitions, general sessions, special interest sectionals, campaigns, the election of the new State Officer Team, and various leadership and business related activities.

### GOLD SEAL CHAPTER AWARD

The Cochrane-Fountain City FBLA has earned the Gold Seal Chapter Award for the past 30 years. The chapter pays membership dues, submits a Program of Work, attends the Regional Leadership Conference, State Leadership Conference, attends Wisconsin's Executive Board Meetings, prepares a Local Chapter Annual Business Report, and participates in the Wisconsin Fall Leadership Conference.





## RECOGNITION

### FBLA-PBL COMPETITIVE EVENTS AND ACTIVITIES

#### Wisconsin Region I Leadership Conference Awards

##### First Place Award Winners

Accounting II	Kristie Moon
Banking and Financial Systems	Eric Semborski
Business Communication	Natalie Pavlatos
Desktop Publishing	Katelyn Hammerbeck
Desktop Publishing	Cara McCuskey
Emerging Business Issues	Sara Greely
Emerging Business Issues	Adam Kasperek
Emerging Business Issues	Mike Ross
Future Business Leader	Devon Wallace
Intro. to Parliamentary Procedure	Brent Frazier
Management Decision Making	Jessie Blaylock
Management Decision Making	Brianna Erickson
Multimedia Presentation	Shawn Koskie
Multimedia Presentation	Sara Rivord
Spreadsheet Applications	Raymond Hear

##### Second Place Award Winners

Accounting I	Breanna Minor
Banking and Financial Systems	Joel Dumonsau
Business Ethics	Catherine Hannula
Business Ethics	Kali Kelleher
Business Ethics	Garrett Vollmer
Computer Applications	Matt Bombich
Database Design and Applications	Nicole Jardine
Electronic Career Portfolio	Megan Larson
Global Business	Elaina Brunette
Global Business	Anita Hear
Global Business	Ashley Chipman
Imromptu Speaking	Lucas Geissler
Intro. to Technology Concepts	Robert Berchild
Job Interview	Jozie Nummi
Word Processing II	Laura Peirpont

##### Third Place Award Winners

Accounting II	Bart Bailey
Entrepreneurship	Chris Johnson
Entrepreneurship	Tony Ledin
Entrepreneurship	Steven Sitek
Word Processing I	Carly Scouton

##### Fourth Place Award Winners

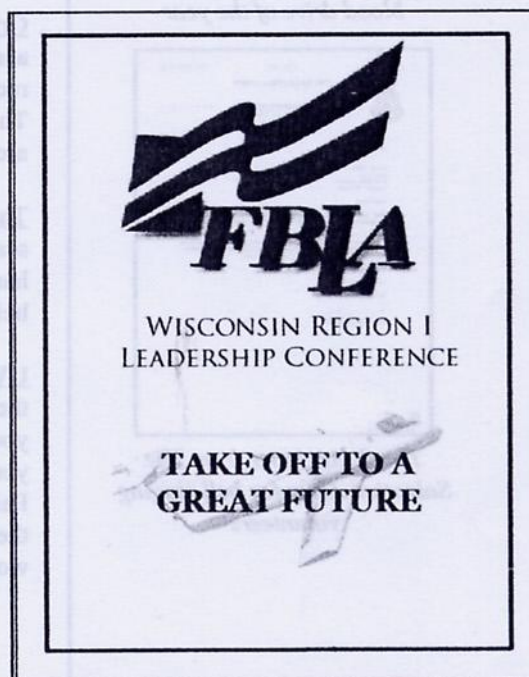
Economics	Christian Berchild
Intro. to Business	Timothy Mahan
Public Speaking	Katelyn Grawleski

##### Fifth Place Award Winners

Business Calculations	Michael Johnston
Cyber Security	Danielle Radzak
Website Development	Ashley Knight
Website Development	Bryce Silverness



*Business Ethics second place certificate*



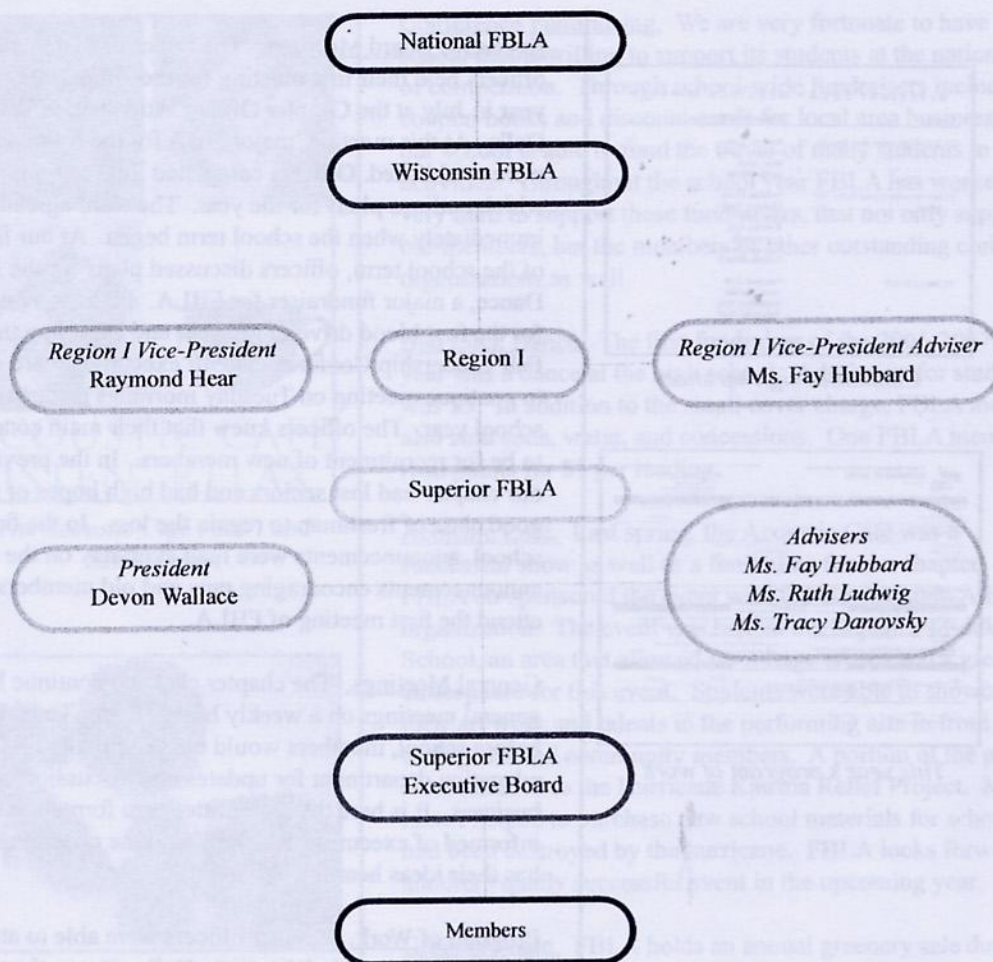
*Region I Leadership Conference  
Brochure Cover*

# SCHOOL NEWS LETTER & COCHRANE RECORDER NEWSPAPER PUBLICITY





## BUSINESSLIKE PROCEDURES CHAPTER MANAGEMENT AND ORGANIZATION



The president works closely with the advisers in the management of the chapter. The duties include running the weekly chapter and executive board meetings, completing the Program of Work, writing the Local Chapter Annual Business Report, and collaborating with members on nearly all FBLA events and activities. Executive Board members have many duties as well which are job specific to the office they have been elected to. The vice-presidents of various activities direct events specified in their titles. The vice-president of community service serves as a liaison between the chapter and the community on service events. The vice-president of membership organizes membership drives and membership related activities. The vice-president of fundraising is in charge of researching, contacting, and organizing all fundraising events. All transactions dealing with chapter funds are dispensed through the advisers and the treasurer. The secretary keys meeting agendas, takes minutes and attendance, and drafts documents and letters. The chapter historian documents the projects that our chapter participates in through photographs and activity summaries. The reporter contacts members through school-wide announcements and is also the person in charge of community publicity for the chapter. The parliamentarian advises other officers and chapter members on parliamentary procedure and conducts all nominations and elections throughout the year. General members comprise various committees and are guided in leadership positions by the officers.

# *Businesslike Procedures*



## **Data Matches**

Data Matches are very popular at our school. Early in the year we had students fill out a questionnaire about themselves. Then, during the week of Valentine's Day, we sold the results containing whom they would be most compatible with according to their answers to the questionnaire they filled out. The results were sold for \$2 each. The Data Matches are a very successful fundraiser and are enjoyed by the student body very much.

## **Entertainment Books**

The Entertainment Book is a book full of coupons to use at local, state, and national businesses. Entertainment Books contain coupons for restaurants, stores, entertainment, travel, and lodging. These books are an excellent buy. Portage FBLA sold the books for \$25 each. The value of the book was worth much more than this after a few uses of the coupons. Our chapter paid \$15 for each book, which gave us a profit of \$10 on each book that was sold. This year each member was encouraged to sell at least two Entertainment Books. If a member sold five books, he/she received one free. We did an outstanding job selling Entertainment Books this year!

## **Culver's Fundraiser**

As explained in the Productivity section, Portage FBLA teamed up with Portage's local Culver's to provide members with a more affordable State Leadership Conference experience.

## **Hug and/or Kiss a Senior Good-Bye**

As a final good-bye to our graduating seniors, we created a fundraiser for students and staff of Portage High School to send Hershey's Hugs and/or Kisses to a graduating senior of their choice. Students and staff could purchase these items for \$0.50 and include a personalized message that was then delivered to the senior class before the date of graduation. We had success with this fundraiser as we raised \$240! It was a great chance for individuals to wish a senior good-bye and good luck in the future.

## **Holiday Candy Cane Sales**

During the Christmas season Portage FBLA organized a candy cane fundraiser. We sold candy canes to the students who wanted to get a friend something special for the holidays. We sold each candy cane for \$0.50 and delivered them to the students the day before Christmas vacation. We made \$0.40 on each candy cane sold and made a total of \$57. We were very pleased with these results.



**e Sales**

## Financial Statement

**Future Business Leaders of America  
Cochrane-Fountain City High School  
S2770 State Highway 35  
Fountain City, WI 54629**

**Beginning Balance August 30, 2010  
\$2119.19**

### **INCOME**

Fundraisers	\$2,168.00
Membership Dues	\$1,195.00
Miscellaneous	\$1,183.00
Silent Auction	\$4,295.00
WFLC/ Conferences Payments	\$751.87

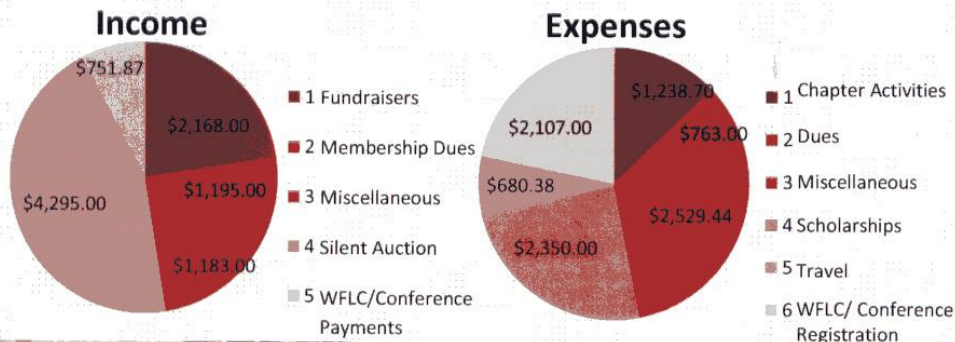
**Total Income \$9,592.87**

### **EXPENSES**

Chapter Activities	\$1,238.70
Dues	\$763.00
Miscellaneous	\$2,529.44
Scholarships	\$2,350.00
Travel	\$680.38
WFLC/Conferences	\$2,107.00

**Total Cash Disbursements \$9,668.52**

**Total Ending Balance February 28, 2011 \$2,043.54**



**THANK YOU FOR  
"BREAKING BARRIERS"  
WITH THE C-FC FBLA  
IN 2010-2011!**

