



2006-2007  
State Annual Business Report



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# Chapter Profile



# CHAPTER PROFILE

## Letter to Chapter Membership

North Carolina Phi Beta Lambda Members:

This has been a very exciting year for our team, and it gives me great pleasure to present to you this year's State Annual Business Report. This report will highlight the accomplishments of our chapters and state organization.

The year began with the excitement of the 2006 National Leadership Conference in Nashville. Nearly 100 members gave us the second largest state delegation.

Our Fall Leadership Development Conference was held at Mitchell Community College in Statesville. Members attended workshops, displayed membership recruitment techniques, and networked with members from other chapters. A new team was also created at FLDC. The NCPBL "Tarheel Team" consists of one member from each chapter who is willing to take on the challenge of informing other chapter members and helping the State officers achieve their goals for the year.

The State Leadership Conference was held in Charlotte with 320 members, advisers, and Professional Division members from 26 chapters attending. Members participated in competitive events, elected new officers, and attended workshops.

I would like to thank all those that have helped make my term a rewarding one. I have had the privilege of meeting people who have influenced my life, given me courage to pursue my goals, and, most importantly, helped me get my "ticket to the future."

Sincerely,

Clarence Goode, NC PBL State President

## **Number of Members**

North Carolina Phi Beta Lambda has a current membership of 629 members representing 32 chapters from the mountains to the coast (listed in the Organization section of the Annual Report). Among these chapters, Mount Olive College celebrated its 50<sup>th</sup> Anniversary during the year. The largest local chapter was North Carolina Central University with 53 members.

## **Size of State Chapter**

North Carolina has an estimated population of 8,856,505, which is an increase of two percent since 2000. North Carolina has historically been a rural state, but today residents live primarily in urban and suburban areas. The cities of Charlotte and Raleigh have become major urban centers with diverse and rapidly-growing populations. Most of this growth in diversity has been fueled by immigrants from Latin America, India, and Southeast Asia. The 32 Phi Beta Lambda chapters are located throughout the state, with NCPBL Professional Division members employed at many of the prestigious businesses, giving PBL members a state-wide connection and network.

## **When and How the Chapter was Organized**

North Carolina Phi Beta Lambda was chartered in 1954 when Dr. James L. White and several educators established the North Carolina FBLA-Phi Beta Lambda chapter with 20 high schools and college chapters. North Carolina PBL has attracted dedicated leadership from its local chapter advisers to serve as State Advisers, including Mr. Ronald Eggers, Barton College, 2003-2006 and 2006-present, Mr. Daniel F. Hazlett, Stanly Community College. The NCPBL Professional Division was founded in 1976 (as the first Alumni Division in the nation), and the NCPBL Foundation, Inc., in 2001.



*North Carolina  
Phi Beta Lambda  
Your Ticket to the Future*

## Productivity



# PRODUCTIVITY

## Recruitment of Members and Chapters

### Virtual Chapter

The North Carolina Phi Beta Lambda Virtual Chapter was founded December 2005. This year there were five members. The virtual chapter's intent is to give those interested in joining Phi Beta Lambda at schools without a chapter a place in Phi Beta Lambda and assistance to start an actual chapter at their school.

### FBLA-PBL Chapter Interaction

The state officer team was determined to attend all state PBL events and the FBLA activities they were invited to this year. Below are a few places they visited:

Clarence Goode, President

- Presented workshops at the FBLA Southeastern Region Fall Conference.
- Presented a workshop at the NFLC in Jacksonville, Florida.
- Attended the Eastern Region "Kick-Off" and the Western Region "Tip-Off."
- Brought greetings at the annual meeting of the North Carolina Business Education Association

Melinda Robinson, Central Region Vice President

- Judged at Southwestern Region FBLA Regional Competitive Events
- Presented a workshop at the NFLC in Jacksonville.

Sarah R. Espinosa, Eastern Region Vice President

- Participated in the joint induction ceremony for Wayne Community College & Mount Olive College held at Wayne Community College.
- Presented workshops at the FBLA Southeastern Region Fall Conference.
- Attended the Mount Olive College 50<sup>th</sup> Anniversary program and dinner.

Kevin Davio, State Historian

- Assisted with the FBLA Western Region conference

### Chapter Organization Packet

To develop local chapters, a "Chapter Guide" was mailed to advisers in August. The packet included the announcement of the year's theme, membership recruitment ideas and membership reporting procedures, an overview of the year's conferences, a list of council members, the dates and locations of upcoming FBLA-PBL events, the TLLA

and “Gold Star” criteria, competitive event changes, and an NCPBL Handbook disk.

## State Officer Assistance to Local Chapters

The State Executive Council met four times throughout the year, at the following locations, to plan state activities for local chapter participation and organize state participation in national activities.

- June 8-10 at Barton College, Wilson
- August 25-26 at Mitchell Community, Statesville
- January 26-27 at Johnson & Wales University, Charlotte
- March 28 at the Hilton Charlotte University Place, Charlotte

This year the State Executive Council initiated the “Tarheel Team.” Each local chapter was asked to designate a member of its chapter to work one-on-one with their regional Vice President in order to facilitate efficient communication between the state and local chapters. State officers also utilized the State Officer Guide provided by the 2005-2006 National Officer Team.

At Fall “Kick-Offs” and Winter “Tip-Offs” the Regional Vice Presidents led specific sections of the programs to encourage delegates to consider running for state office, reviewed state goals that needed local chapter participation, distributed the fall and spring state newsletters, and reviewed registration procedures and competitive event guidelines for the State Leadership Conference. Over 75 percent of the North Carolina Phi Beta Lambda chapters attended these regional meetings.

### **Western Region**

Asheville-Buncombe Technical Community College, Appalachian State University, Blue Ridge Community College, Cleveland Community College, Isothermal Community College, Mitchell Community College, Lenoir Rhyne College, Western Carolina University

### **Central Region**

Winston Salem State University, Stanly Community College, North Carolina Central University, Pfeiffer University, Johnson & Wales University, Surry Community College, North Carolina Virtual Chapter, Piedmont Community College

### **Eastern Region:**

Barton College, Campbell University, Central Carolina Community College, Durham Technical Community College, Fayetteville State University, Fayetteville Technical Community College, Lenoir Community College, Mount Olive College, Sampson Community College, Southeastern Community College, Wayne Community College

## **Preparation of State and Local Officers for Their Duties**

### **State Council Meeting Training Sessions**

Following the election of the 2005-2206 State Officers, a meeting was held for the out-going officers to review the work they had done and pass on files of PBL information. The state structure was reviewed, and the role of the new officers at the national conference was discussed. Preceding each of the three council business meetings held during the year, a day of training was conducted.

In June the Council met at Barton College. Ms. Claudia Skinner, State Chair from the NC Department of Public Instruction, spoke to the group on goals and teamwork.

State leaders did training and information sessions on the following topics:

NC PBL Handbook	Communication
Financial Development	Etiquette
Roles of Leaders	Professional Image Development
NC PBL Professional Division Work	State Leadership Conference
NC PBL Foundation Inc., Work	State Competitive Events

In August the Council met at Mitchell Community College. The day prior to the business session, training sessions were done on the following topics:

National Chapter Management Handbook  
State Handbook Review  
Recruiting Chapter and Members

The Council met in January at Johnson & Wales University. Training sessions preceding the business meeting day were conducted on these topics:

Officer involvement in SLC  
Review of NC PBL By-Laws

### **Local Officer Training**

Training for local officers was conducted throughout the year. In September NC PBL organized three simultaneous Thursday afternoon “Kick-Offs” for chapter officers and advisers. Presentations were made on PBL Conferences, state and national projects, membership recruitment ideas, and generating publicity. The “Kick-Off” concluded with separate sessions for advisers and officers to review their specific responsibilities. State officers reviewed the state council goals that needed direct local chapter involvement.

At the Fall Leadership Training Conference, a number of workshops were included specifically for local offices, including one just for presidents.

In February, the State Council again held three simultaneous afternoon regional meetings for officers and advisers. The primary purpose of these “Tip-Offs” was to train local leaders for participating in the State Leadership Conference. Sessions were held on the competitive events, officer election procedures, and program review. As with the Fall “Kick-Off”, separate adviser and officer sessions concluded the meeting.

### **Cooperation with Business, Professional, and Service Groups within the Community**

Members of NCPBL are continuously encouraged to interact with business, professional and service groups throughout the year at the local and state level. This aspect of NCPBL allows members the opportunity to network with business leaders, as well as reap the benefit that event judges, corporate sponsorships, workshop presenters, and Career Expo participants provide at conference.

### **Competitive Event Judges**

Competitive events would not have integrity without proper evaluation of those participating. In August the State Council appointed three Charlotte-area Professional Division members (Robbie McDonald, Duke Energy; John Webb, Bank of America; and

Carolyn Laudati, Weight Watchers) as a committee to obtain and organize SLC judges. A list of the businesses those judges represented is on page 15.

### **Corporate Sponsors**

Corporate sponsorships provide resources and funding to assist the NCPBL program of work. A special grant was received from Duke Energy to assist with printing of PBL conference programs, event tests, and certificates for the year. Businesses and individuals also sponsor specific events of the state Awards Program; sponsorship covers the cost of plaques and administration of the events. For the first time, the state officers wore the official PBL blazers for state functions. These were provided by the NCPBL Foundation, Inc. Belk Southpark provided two sets of ties and scarves for the officer team. A special gift was given by National City Mortgage in Raleigh for an advisers' breakfast at SLC and a special "reward" for the state officers. Through a contact within the Professional Division, on the night before SLC, the state officers had a meal at the Lowe's Motor Speedway "Speedway Club" Restaurant. Charlotte Racing Car Limos provided complimentary transportation to the formal dinner. These corporate sponsors provide special items the state budget would not allow.

### **Career Expo**

A highlight of the 2007 State Conference was the Career Expo, which provided members with the opportunity to gain information on prospective employers as well as allow those employers the chance to get their name out to future college graduates. Among the participants were Duke Energy, Wachovia Bank, Target, Charlotte Racing Car Limos, and Northwestern Mutual Financial Network. Also, corporate displays for both "Wachovia at Work" and NASCAR DAY were at SLC. The Career Expo and displays

were coordinated by officers of the NCPBL Foundation, Inc., and the NCPBL Professional Division. Participation funds went into the SLC budget.

## Participation in Public Relations Activities, Preparation of a Newsletter

### **Business Person of the Year**

The Businessperson of the Year award was presented to Mr. Mark Royster, Jr., an alumnus of North Carolina Central University, who was nominated by the North Carolina Central University Chapter for his hard work and dedication.

### **State Newsletter**

During 2006-2007, NCPBL published two issues of the state newsletter with information on the local, state, and national levels. The newsletters were 12 tabloid-size pages each and were distributed to all the state chapter members, professional division members, and other supporters of the State Chapter. Also chapters were encouraged to submit articles to school, local, state, and national publications. By doing this they could also receive credit for the publicity section of the Terry Lowrance Leadership Award.

### **President and Regional Newsletters**

The State President published an electronic newsbrief that was distributed to the active chapters. This included highlights of past and upcoming events, contact information, and deadlines. Lengthy quarterly e-mail memos from the President and State Adviser were sent to chapter advisers and “Tarheel Team” members. The Regional Vice Presidents published electronic regional newsbriefs that were distributed to the active chapters in each region. These newsbriefs contained region specific information, upcoming events, chapter events, deadlines and other highlights.

### **State Materials, Handbook**

Chapters received the “Chapter Guide” in August, a Fall Leadership Development Conference packet in September, and a State Leadership Conference packet in February. Each chapter received a disk of the NCPBL Handbook, a detailed listing of state items and history. Included was the state directory, event guidelines, and event entry forms.

### **State Website**

The NCPBL website was updated as needed to reflect conference winners, deadlines, and other information. Also the state newsletters were archived, as published, on the website. Local chapters were encouraged to create and/or update their own websites and provide the URL so a link could be placed on the state website. The website provides information such as award winners, the State Handbook, state contact information, recruitment tools, conference dates and locations, and local chapters.

## **Development and Promotion of FBLA-PBL State Projects**

### **Terry Lowrance Leadership Award**

The North Carolina Phi Beta Lambda State Chapter rewards outstanding local chapters that have actively participated in Phi Beta Lambda state and national conferences, projects, programs and publicity/membership activities throughout the year. This recognition began in 1989 as the “Blue Ribbon Award,” but it was renamed to honor Mr. Terry Lowrance, NCPBL State Adviser for 22 years, following his untimely death in 2002. A record 19 chapters were announced as TLLA recipients at the opening session of the State Leadership Conference, and all chapter delegates received blue ribbons for their nametags. Special “Gold Star” recognition was given along with the TLLA to those chapters that completed a list of state goals by the October 20 membership reporting date.

### **Gold Seal Chapter Award**

The North Carolina Gold Seal Chapter Award recognizes local chapters that have actively participated in projects and programs identified with the goals of Phi Beta Lambda. A point system is used to document the chapters' work. For 2006-2007, Barton College, Lenoir-Rhyne College, Asheville-Buncombe Technical Community College, Stanly Community College, and Blue Ridge Community College were the five recipients.

### **North Carolina Phi Beta Lambda Foundation, Inc., and Scholarship Fund**

Over 50 percent of the local chapters contributed to the North Carolina Phi Beta Lambda Foundation, Inc., and the state Scholarship Fund this year. At SLC, three \$650 scholarships were awarded. Certificates were presented to chapters that contributed at least a dollar per member to the Scholarship Fund and \$30 to the Foundation.

## **Support of FBLA-PBL National Projects**

### **American Enterprise Day**

During the fall "Kick-Offs" chapters were encouraged to celebrate American Enterprise Day. An article was in the fall newsletter and a report on chapter activities in the spring issue.

### **FBLA-PBL Week**

Chapters throughout the state celebrated FBLA-PBL week with all kinds of activities such as recruitment booths, proclamations, and information booths.

### **Adviser Appreciation Day**

Chapters were encouraged to participate in the national Adviser Appreciation Day on February 14. A special e-mail message was sent by the State President and State Adviser to each local adviser on that day.

## **Career and Membership Achievement Program**

Articles promoting the Career and Membership Achievement Program were placed in the state newsletters, the Vice Presidents' newsbriefs, and on the state website.

During the North Carolina Phi Beta Lambda Fall Conference a workshop was held describing steps to getting started in the Career and Membership Achievement Program.

The following North Carolina members received recognition:

### Directors Level

Katy Bazemore - Barton College	Amanda Raynor - Barton College
Lindsey Denton - Barton College	Lisa Savino - Barton College
Ken Elliott - Barton College	Sherry Scoggins - Barton College
Tera Freeman - Barton College	Teresa Barnwell - Blue Ridge Community College
Maria Giroldi - Barton College	Jerry Johnson - Blue Ridge Community College
Mohammed Hatu - Barton College	April Killough - Blue Ridge Community College
Catalina Marcovich - Barton College	College
Paola Marte - Barton College	Amy Lee - Lenoir-Rhyne College
Jennifer Nieto - Barton College	Lisa Harwell - Mitchell Community College
Lee Parnell - Barton College	
Lauren Prevatte - Barton College	

### Executive Level

Leshea Ward - Blue Ridge Community College  
Bobbie Cranfill - Mitchell Community College  
Khristy Miller - Mitchell Community College

### President Level

Rachael Loescher – Western Carolina University

## **March of Dimes Promotion**

Over half of the state chapters participated in Mission LIFT by donating during the year to March of Dimes, with Blue Ridge Community College making the largest.

## **National Awards Program Committee**

In June, Mr. Kenneth Kleiner, adviser at Fayetteville Technical Community College, was named as one of the five Phi Beta Lambda representatives on the National Awards Program Committee to coordinate the PBL competitive events.

### **National Board of Directors Nominee**

Mrs. Sonya McCoy O'Brien, adviser at Mount Olive College for the past 22 years, was nominated by the North Carolina Phi Beta Lambda Executive Council for the national FBLA-PBL, Inc. Board of Directors. Balloting will be completed May 15.

### **National Fall Leadership Conference Phi Beta Lambda Programs**

During the National Fall Leadership Conferences held in Milwaukee and Denver, special "tracks" were held for Phi Beta Lambda members. These special programs were directed by North Carolina Phi Beta Lambda State Adviser Mr. Daniel Hazlett.

NCPBL State Officers and advisers also provided five workshops as part of the Jacksonville FLDC program.

## **Implementation of State Leadership Conferences**

### **Fall Leadership Development Conference**

The Fall Leadership Conference was held at Mitchell Community College on the last weekend in October; the theme was "Tricks and Treats of PBL." State officers, advisers, Professional Division members, and guest gave workshops. FLDC was attended by 70 percent of the active chapters.

### **State Leadership Conference**

The 53<sup>rd</sup> Annual North Carolina Phi Beta Lambda State Leadership Conference was held at the Hilton Charlotte University Place in Charlotte March 29-31, 2007. This year's conference was dedicated to Dr. Robert N. Simmons of Lenoir-Rhyne College. Dr. Simmons came to North Carolina in 1976 and continued his involvement with PBL by organizing the chapter at Lenoir-Rhyne College. In 2004 he became only the fourth person to be named an NC PBL Honorary Life Member. A plaque honoring the

dedication and his retirement were presented at the opening session, and Dr. Simmons closed the conference by installing the new officers.

For the first year, chapter members were able to enter any two competitive events they wished (rather than categories of events used previously). Members of the Awards Program Committee were Dr. Kathie Doole, chair, Ms. Sandra Boyd, Mr. Walter Martin, Ms. Sonya O'Brien, Ms. Leanne Ruff, and Ms. Martha Cranford.

Judges for competitive events represented the following businesses:

Bandag, Inc	Northwestern Mutual Financial Network
Bank of America	Progress Energy
Belk SouthPark	Prentice-Hall
Duke Energy Corporation	Regions Bank
Food Lion	Target
HermanMiller	Time Warner Cable
Lowe's, Inc	Wachovia Bank
Mitchell Community College	Weight Watchers
National City Mortgage	Wilkes County Schools
New Jersey Department of Education	Youreka! Personal and Small Business Solutions

Keynote speakers for the conference were Dr. Ray Bailey, the retiring president of Asheville-Buncombe Technical Community College, and Ms. Betty O'Neal, the first woman president of the Carolina Auction Academy. Dr. Bailey spoke on the leadership skills for a changing economy, and Ms. O'Neal spoke on the value of education in risk-taking. NCPBL obtained two tickets to a NASCAR race for Ms. O'Neal to auction at the conclusion of her speech, with the proceeds (\$150) going to the Scholarship Fund.

A special guest for the conference was Ryan Paul, National PBL President. Ryan brought greetings, led a workshop, and presented the Gold Seal Chapter awards.

For social networking, dances were held on Friday night and after the Awards Program banquet. An adviser breakfast was hosted by the State Council. Advisers received NCPBL luggage tags as "thank you" gifts.

Information on the Career Expo and business displays held during SLC was given in an earlier section of this annual report.

A series of five leadership seminars was held during the conference, and delegates who attended three of the five received special certificates of participation in the Leadership Development Program. Leaders and their topics were

- Ms. Terri Genshock, Charlotte business representative – establishing and protecting personal credit, financial fraud, and personal finances
- Ms. Christie Alexander, Director of Campus Recruitment, Northwestern Mutual Financial Network – business etiquette and interviewing techniques
- Ms. Martha Sue Hall, District 20 Family Court Administrator and Albemarle City Council Member – political involvement
- Mr. Ryan Paul, PBL National President, Johnson & Wales University, Providence, Rhode Island – leadership skills that provide the “ticket to the future”
- Mr. Gilbert Umberger, Coordinator of Student Support Services, Stanly Community College – communication skills, including non-verbal signals

State officers were elected at SLC. Congratulations to the 2007-2008 State officer team.

<b>President</b>	<b>David Edwards, Campbell University</b>
<b>Secretary/Treasurer</b>	<b>Kristy Boring, Mitchell Community College</b>
<b>Historian</b>	<b>Kevin Davio, Asheville-Buncombe Technical Community College</b>
<b>Central Region Vice President</b>	<b>Tonya Long, Piedmont Community College</b>
<b>Western Region Vice President</b>	<b>Sabrina Boone, Asheville-Buncombe Technical Community College</b>

At SLC, NCPBL recognized the NC PBL Professional Division 30<sup>th</sup> Anniversary.

The PD Ambassador Program used first- and second-year PD members as guides and people available for any questions that chapter members might have, particularly during activities when advisers were working with competitive events.

The highlight of SLC is the awards ceremony; NCPBL would like to congratulate the competitive event winners.

#### **ACCOUNTING ANALYSIS & DECISION MAKING**

First Place	Rachel Loescher	Western Carolina University
Second Place	Angela Dedrick	Johnson & Wales University
Third Place	Matthew Harris	Pfeiffer University

### **ACCOUNTING FOR PROFESSIONALS**

First Place	Joseph Idada	Durham Technical Community College
Second Place	Khristy Boring	Mitchell Community College

### **ACCOUNTING PRINCIPLES**

First Place	Shawnessey Hughey	Wake Technical Community College
Second Place	Robert Gemmell	Johnson & Wales University
Third Place	Katherine Somek	Mount Olive College
Fourth Place	Victoria Taylor	Mount Olive College
Fifth Place	Sara Davis	Asheville-Buncombe Technical Community College
Sixth Place	Donna Gosney	Stanly Community College
Seventh Place	Shameka Anderson	North Carolina Central University
Eighth Place	Quiana Hutchins	North Carolina Central University

### **AMERICAN ENTERPRISE PROJECT**

First Place	Ashley Walker, Christy Harvey	Lenoir-Rhyne College
Second Place	M. Marcoux, S. Davis	Asheville-Buncombe Tech Community College
Third Place	Sherry Scoggins, Lisa Savino	Barton College
Fourth Place	Dameka Hinnant, LaChele Atkinson	Barton College
Fifth Place	Bruce Corbett, Shannon Lewis	North Carolina Central University

### **BUSINESS COMMUNICATION**

First Place	Minerva Lambert	Durham Technical Community College
Second Place	Cherie Wilder	Campbell University
Third Place	Robert Fox	Campbell University
Fourth Place	Tera Freeman	Barton College
Fifth Place	Olivia Webb	Johnson & Wales University
Sixth Place	Bryan Warren	Asheville-Buncombe Technical Community College
Seventh Place	Starsha Brown	North Carolina Central University
Eighth Place	Crystal Richmond	Sampson Community College

### **BUSINESS DECISION MAKING**

First Place	Amy Lee, Youa Vang, Christy Harvey	Lenoir-Rhyne College
Second Place	G. McWilliams, C. Driggers	Durham Technical Community College
Third Place	Tera Freeman, Geena Thompson, Paola Marte	Barton College
Fourth Place	D. Eason, B. Poplin, C. Goode	Stanly Community College
Fifth Place	Jacquelynn Lewis, Fay Jones, Maria Giroldi	Barton College

### **BUSINESS ETHICS**

First Place	Dexter Dodd, Shawn Mitchell	Campbell University
Second Place	Sherry Scoggins, Lisa Savino	Barton College
Third Place	Genesis Juckett, Christina Fanto	Wayne Community College

### **BUSINESS LAW**

First Place	Anthonio Black	North Carolina Central University
Second Place	Laura Waldroup	Appalachian State University
Third Place	Samantha McLeod	Fayetteville Technical Community College
Fourth Place	Norman Long	Sampson Community College

Fifth Place	Tom Foyles	Lenoir Community College
Sixth Place	Michael Schmitz	Wake Technical Community College
Seventh Place	Joseph Idada	Durham Technical Community College
Eighth Place	Alison Davis	Wake Technical Community College

### **BUSINESS PLAN**

First Place	D. Edwards, Z. McLawhorn, W. Warren	Campbell University
Second Place	Youa Vang	Lenoir-Rhyne College
Third Place	Hayes Brumbeloe, Kevin Cooke	Western Carolina University
Fourth Place	Teresa Barnwell	Blue Ridge Community College
Fifth Place	Naomi Garnett, Mike Moore	Piedmont Community College

### **C++ PROGRAMMING**

First Place	Brandon Andrews	Lenoir Community College
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### **COMMUNITY SERVICE PROJECT**

First Place	K. Davio, B. Warren	Asheville-Buncombe Technical Community College
Second Place	Sean Johnson, Tina Young	North Carolina Central University
Third Place	Jacquelynn Lewis, Tera Freeman, Wyatt Caughman	Barton College
Fourth Place	Dawn Montoya, Lauren Prevatte, Mohammed Hatu	Barton College
Fifth Place	Khristy Boring, Chris Jenkins	Mitchell Community College
Sixth Place	Amy Lee, Youa Vang	Lenoir-Rhyne College
Seventh Place	K. Bragg, S. Erwin	Asheville-Buncombe Technical Community College
Eighth Place	Bobbie Cranfill, Lisa Harwell	Mitchell Community College

### **COMPUTER APPLICATIONS**

First Place	Mallory Johnson	Western Carolina University
Second Place	Leshea Ward	Blue Ridge Community College
Third Place	Robert Ikyasang	Fayetteville Technical Community College
Fourth Place	Bobbie Cranfill	Mitchell Community College
Fifth Place	Rasheed Hester	North Carolina Central University
Sixth Place	Jamie Trupia	Pfeiffer University
Seventh Place	Felicia Morris	North Carolina Central University
Eighth Place	Wendy Pickett	Surry Community College

### **COMPUTER CONCEPTS**

First Place	Zack Hubbard	Appalachian State University
Second Place	Frank Milano	Stanly Community College
Third Place	Chris Thomas	Wayne Community College
Fourth Place	Clarence Goode	Stanly Community College
Fifth Place	Gene Bartz	Fayetteville Technical Community College
Sixth Place	Bryan Cannon	Barton College
Seventh Place	Chris Jenkins	Mitchell Community College
Eighth Place	Bobbie Cranfill	Mitchell Community College

### **DATABASE DESIGN & APPLICATIONS**

First Place	Nathan Hazlett	Asheville-Buncombe Technical Community College
Second Place	Lisa Savino	Barton College
Third Place	Melissa Moyer	Wake Technical Community College
Fourth Place	Stephanie Holloway	Isothermal Community College

Fifth Place Rhonda Pickett Wake Technical Community College

### **DESKTOP PUBLISHING**

First Place Teresa Barnwell, Jerry Johnson Blue Ridge Community College  
Second Place Rhonda Pickett, Melissa Moyer Wake Technical Community College  
Third Place Maria Giroldi, Wyatt Caughman Barton College  
Fourth Place Bryan de Castro, Eric Scott Stanly Community College

### **DIGITAL VIDEO PRODUCTION**

First Place Dustin Gurley, Christina Fanto Wayne Community College  
Second Place Jeremy L. Lance Blue Ridge Community College

### **E-BUSINESS**

First Place Josh Berens, Dana Hine Wayne Community College

### **ECONOMIC ANALYSIS & DECISION MAKING**

First Place Terry Stanfield Wake Technical Community College  
Second Place J'Daniel Howell Pfeiffer University  
Third Place Kea Riddick North Carolina Central University  
Fourth Place Jacquelynn Lewis Barton College

### **ECONOMIC CONCEPTS**

First Place Brandon Halsey Surry Community College  
Second Place Victoria Taylor Mount Olive College  
Third Place Terry Stanfield Wake Technical Community College  
Fourth Place Gregory McWilliams Durham Technical Community College  
Fifth Place Robert Mitchell, III Wake Technical Community College  
Sixth Place Syresh Zakaib Campbell University  
Seventh Place Preston Sellers Asheville-Buncombe Technical Community College  
Eighth Place James Cheek, Jr. North Carolina Central University

### **EMERGING BUSINESS ISSUES**

First Place Zach McLawhorn, Marsha McCoy Campbell University  
Second Place Sean Johnson, Natalia Pearson-Farrer North Carolina Central University  
Third Place Paige Allred, Laura Waldroup Appalachian State University  
Fourth Place Taneisha Grant, Felizia Polly North Carolina Central University

### **FINANCIAL ANALYSIS & DECISION MAKING**

First Place Kea Riddick North Carolina Central University  
Second Place Vanessa Knight North Carolina Central University

### **FINANCIAL CONCEPTS**

First Place Darlene Cohen Blue Ridge Community College  
Second Place Paola Marte Barton College  
Third Place Wendy Pickett Surry Community College  
Fourth Place Tina Young North Carolina Central University  
Fifth Place Georgette Green Fayetteville State University  
Sixth Place Jacqueline Madry North Carolina Central University

Seventh Place	Tabatha Skipper	Pfeiffer University
Eighth Place	Chong Yang	Pfeiffer University

**FUTURE BUSINESS EXECUTIVE**

First Place	Rachel Loescher	Western Carolina University
Second Place	Samantha McLeod	Fayetteville Technical Community College
Third Place	Zarina Harrison	Fayetteville Technical Community College
Fourth Place	Crystal Dennis	Stanly Community College

**FUTURE BUSINESS TEACHER**

First Place	Sarah Espinosa	Fayetteville Technical Community College
Second Place	Whitney Hayes	Fayetteville Technical Community College

**HOSPITALITY MANAGEMENT**

First Place	Craig Patterson	Johnson & Wales University
Second Place	Robert Ikyasang	Fayetteville Technical Community College
Third Place	Daniel Vinson	Fayetteville Technical Community College
Fourth Place	Demetria Cox	North Carolina Central University
Fifth Place	Holly Crowder	Surry Community College
Sixth Place	Katherine Somek	Mount Olive College
Seventh Place	Michelle Mira	Western Carolina University
Eighth Place	Katy Bazemore	Barton College

**HUMAN RESOURCE MANAGEMENT**

First Place	Ashley Walker	Lenoir-Rhyne College
Second Place	Dawn Montoya	Barton College
Third Place	Darlene Cohen	Blue Ridge Community College
Fourth Place	Zarina Harrison	Fayetteville Technical Community College
Fifth Place	Travis McKenzie	Stanly Community College
Sixth Place	Alison Davis	Wake Technical Community College
Seventh Place	Delmarva Smith	North Carolina Central University
Eighth Place	Natalie Moore	Campbell University

**IMPROMPTU SPEAKING**

First Place	Ashley Walker	Lenoir-Rhyne College
Second Place	David Edwards	Campbell University
Third Place	Nicholas Armstrong	Wake Technical Community College
Fourth Place	Sabrina Boone	Asheville-Buncombe Technical Community College
Fifth Place	Melissa Farrow	Fayetteville Technical Community College
Sixth Place	Tyrone Simmons	North Carolina Central University
Seventh Place	Zhenhua Yuan	Barton College
Eighth Place	Whitney Hayes	Fayetteville Technical Community College

**INFORMATION MANAGEMENT**

First Place	Michele Knotts	Mount Olive College
Second Place	Ken Elliott	Barton College
Third Place	Derek Mitchell	North Carolina Central University
Fourth Place	Shannon Lewis	North Carolina Central University

Fifth Place	Brandon Jones	Fayetteville State University
Sixth Place	Lisa Harwell	Mitchell Community College

**INTERNATIONAL BUSINESS**

First Place	Michele Knotts	Mount Olive College
Second Place	Tina Young	North Carolina Central University
Third Place	Jeremy L. Lance	Blue Ridge Community College
Fourth Place	Chris West	Central Carolina Community College
Fifth Place	Edith Onabanjo	North Carolina Central University
Sixth Place	Syresh Zakaib	Campbell University
Seventh Place	Erjola Hoxha	Stanly Community College
Eighth Place	Zhenhua Yuan	Barton College

**JAVA PROGRAMMING**

First Place	Nathan Hazlett	Asheville-Buncombe Technical Community College
Second Place	Brandon Andrews	Lenoir Community College
Third Place	Sam Miller	Pfeiffer University

**JOB INTERVIEW**

First Place	Vashun Haley	North Carolina Central University
Second Place	William Warren	Campbell University
Third Place	Dawnielle Lisby	North Carolina Central University
Fourth Place	Passion Graham	Durham Technical Community College
Fifth Place	Audric Smith	Fayetteville State University
Sixth Place	Katrina Bragg	Asheville-Buncombe Technical Community College
Seventh Place	James Henderson	Johnson & Wales University
Eighth Place	Sabrina Clinton	Fayetteville Technical Community College

**LOCAL CHAPTER ANNUAL BUSINESS REPORT**

First Place		Lenoir-Rhyne College
Second Place		Barton College
Third Place		Stanly Community College
Fourth Place		Asheville-Buncombe Technical Community College
Fifth Place		Western Carolina University
Sixth Place		Mitchell Community College
Seventh Place		Blue Ridge Community College

**MANAGEMENT ANALYSIS & DECISION MAKING**

First Place	Chrisoula Vradelis	Johnson & Wales University
Second Place	Chase Driggers	Durham Technical Community College
Third Place	Christy Harvey	Lenoir-Rhyne College
Fourth Place	Michelle Simmers	Johnson & Wales University
Fifth Place	Bruce Corbett	North Carolina Central University
Sixth Place	Katy Bazemore	Barton College
Seventh Place	J. Patrick Pittman	Mount Olive College
Eighth Place	Amy Faw	Surry Community College

**MANAGEMENT CONCEPTS**

First Place	James Henderson, Craig Patterson	Johnson & Wales University
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Second Place	D. Montoya, L. Prevatte, B. Butler	Barton College
Third Place	Robert Fox, Craig Allen	Campbell University
Fourth Place	M. Getter-Apkins, G. Harris, W. Hearn	Central Carolina CC

### **MARKETING ANALYSIS & DECISION MAKING**

First Place	Sam Hersk	Asheville-Buncombe Technical Community College
Second Place	Preston Sellers	Asheville-Buncombe Technical Community College
Third Place	Sarah Espinosa	Fayetteville Technical Community College
Fourth Place	Lauren Prevatte	Barton College
Fifth Place	Andrea Grier	Pfeiffer University
Sixth Place	Michael Rupp	Pfeiffer University
Seventh Place	Natalie Moore	Campbell University
Eighth Place	Fay Jones	Barton College

### **MARKETING CONCEPTS**

First Place	Tom Foyles	Lenoir Community College
Second Place	Allison Jilson	Johnson & Wales University
Third Place	Bryce Robinson	Appalachian State University
Fourth Place	Bryan Cannon	Barton College
Fifth Place	Sam Hersk	Asheville-Buncombe Technical Community College
Sixth Place	Sara Davis	Asheville-Buncombe Technical Community College
Seventh Place	Kyndle Taylor	Fayetteville State University
Eighth Place	Michelle Mira	Western Carolina University

### **NETWORKING CONCEPTS**

First Place	Josh Berens	Wayne Community College
Second Place	Zack Hubbard	Appalachian State University
Third Place	Sam Miller	Pfeiffer University
Fourth Place	Robert Harris	North Carolina Central University
Fifth Place	Rowena Edwards	North Carolina Central University

### **PARLIAMENTARY PROCEDURE**

First Place	V. Haley, J. Cheek, S. Fourniller, R. Hester, Q. Hutchins	North Carolina Central University
Second Place	C. Dennis, D. Tucker, D. Gosney, T. McKenzie, D. Eason	Stanly Community College

### **PARTNERSHIP WITH BUSINESS PROJECT**

First Place	Ken Elliott, Dane Wiggins	Barton College
Second Place	S. Boone, C. Griffith, N. Hazlett	Asheville-Buncombe Technical Community College
Third Place	C. Thomas, L. Greene, J. Berens	Wayne Community College

### **PUBLIC SPEAKING**

First Place	Marsha McCoy	Campbell University
Second Place	Passion Graham	Durham Technical Community College
Third Place	Nicholas Armstrong	Wake Technical Community College
Fourth Place	Minerva Lambert	Durham Technical Community College
Fifth Place	Cherokee Bailey	Central Carolina Community College
Sixth Place	Clay Griffith	Asheville-Buncombe Technical Community College
Seventh Place	April Killough	Blue Ridge Community College

Eighth Place Natalia Pearson-Farrer North Carolina Central University

### **SALES PRESENTATION**

First Place Juan Garzon Johnson & Wales University  
Second Place Colby Miller Central Carolina Community College  
Third Place Elizabeth Morgan Stanly Community College  
Fourth Place David Terelli Wake Technical Community College  
Fifth Place David Shelton Fayetteville Technical Community College  
Sixth Place Dionne Bowick North Carolina Central University  
Seventh Place Chris West Central Carolina Community College  
Eighth Place Hayes Brumbeloe Western Carolina University

### **SPORTS MANAGEMENT & MARKETING**

First Place Daniel Vinson Fayetteville Technical Community College  
Second Place Sabrina Boone Asheville-Buncombe Technical Community College  
Third Place A. Jontae McLamb Sampson Community College  
Fourth Place Michael Smith Asheville-Buncombe Technical Community College  
Fifth Place Lucas Flory Johnson & Wales University  
Sixth Place Crystal Guy Mount Olive College  
Seventh Place David Tirelli Wake Technical Community College  
Eighth Place Jeffrey Thompson Wake Technical Community College

### **STATISTICAL ANALYSIS**

First Place Jamie Trupia Pfeiffer University  
Second Place Geena Thompson Barton College  
Third Place Amber Gillespie Fayetteville Technical Community College  
Fourth Place Crystal Guy Mount Olive College  
Fifth Place Georgette Green Fayetteville State University  
Sixth Place Joy Brundage North Carolina Central University  
Seventh Place Felizia Polly North Carolina Central University

### **TELECOMMUNICATIONS**

First Place Michael Schmitz Wake Technical Community College  
Second Place Katie Tucker Appalachian State University  
Third Place Micah Greene Durham Technical Community College  
Fourth Place Wesley Hearn Central Carolina Community College  
Fifth Place Dustin Gurley Wayne Community College  
Sixth Place Derek Mitchell North Carolina Central University  
Seventh Place Scott Erwin Asheville-Buncombe Technical Community College  
Eighth Place Amanda Moore Barton College

### **VISUAL BASIC PROGRAMMING**

First Place Kelly Gilliam Isothermal Community College  
Second Place Jason Heiliger Isothermal Community College  
Third Place Chris Jenkins Mitchell Community College

### **WEB SITE DEVELOPMENT**

First Place S. Wilkerson, J. Heiliger, S. Holloway Isothermal Community College

### **WORD PROCESSING**

First Place	Leshea Ward	Blue Ridge Community College
Second Place	Katrina Bragg	Asheville-Buncombe Technical Community College
Third Place	Leanna Greene	Wayne Community College
Fourth Place	Kevin Davio	Asheville-Buncombe Technical Community College
Fifth Place	Jennifer Hamby	Surry Community College
Sixth Place	Dane Wiggins	Barton College
Seventh Place	Demetria Cox	North Carolina Central University
Eighth Place	Katie Tucker	Appalachian State University

**Attendance and Participation at Conferences Sponsored by the National Association**

**Institute For Leaders**

The NC PBL Foundation Inc., provided registration for the state officers to attend the 2006 Institute for Leaders program in Nashville. Four state officers participated in sessions on communications, team building, problem solving, and goal setting. A total of 44 delegates from 8 NCPBL chapters participated in IFL.

**National Fall Leadership Conference**

The NC PBL budget provided funds for state officers to attend the National Fall Leadership Conference. Clarence Goode, Melinda Robinson, and Sarah Espinosa attended the Jacksonville NFLC, attending workshops on parliamentary procedure and state officer training. The officers led a workshop on Business Etiquette, and Mr. Hazlett led workshops on Job Interviewing and Parliamentary Procedure. Representatives from Barton College, Stanly Community College, Johnson & Wales University, Western Carolina University, Fayetteville Technical Community College, and Sampson Community College attended the Jacksonville NFLC. Representatives from Johnson & Wales attended the Milwaukee NFLC. Juan Garzon led a session on preparing for presentations as part of the Milwaukee program.

**National FBLA-PBL State Leadership Summit**

State Adviser Mr. Dan Hazlett, Leadership Development Director Ms. Susan Stinson, and Publications Director Mr. Kenneth Kleiner attended the National State Leadership Summit held every other year at the FBLA-PBL National Center. Featured on the program was a “brief” on NCPBL’s “Tarheel Team” program.

**2006 National Leadership Conference**

North Carolina PBL was represented by 125 members, advisers, and Professional Division members at the 2006 National Leadership Conference at the Opryland Hotel in Nashville. Delegates attended general sessions, elected national officers, and participated in workshops and the March of Dimes “mini-walk.” The highlight of NLC was the competitive events, and NCPBL proudly recognizes these members

**FIRST PLACE**

Desktop Publishing	Tom Foyles/Jewel Owens, Lenoir Community College
Impromptu Speaking	Juan Garzon, Johnson & Wales University
Largest Local Chapter PD Membership(44)	North Carolina Central University
Largest Local Chapter PD Membership, PD, Southern Region (44)	NCCU
Largest State Chapter Membership, Professional Division (176)	North Carolina
Largest State Chapter Membership, PD, Southern Region (176)	North Carolina

**SECOND PLACE**

American Enterprise Project	Taneisha Grant/Vanessa Knight, NC Central U
Business Law	Christy Harvey, Lenoir-Rhyne College
Multimedia Presentation	Carlos Dodd/Tom Foyles, Lenoir Community College
Partnership with Business Project	T. Griffin/B. Robertson/B. York, Barton College
Sales Presentation	Michael Fann, Asheville-Buncombe Tech Community College
Largest State Chapter Membership (729)	North Carolina
Largest State Chapter Membership, Southern Region (729)	North Carolina
State Recruitment of Chapters, Southern Region (3)	North Carolina

**THIRD PLACE**

Business Decision Making	J. Goodman, M. McCoy, Z. McLawhorn Surry Community College/Campbell University
Computer Concepts	Daniel Fullerton, Fayetteville Technical Community College
International Business	Joseph Idada, Durham Technical Community College
Job Interview	Betsy Martin, Wake Technical Community College
Partnership with Business Project	Jason Grey/Jane McMahan/Rachel Loescher Asheville-Buncombe Technical Community College
Open Event: Cyber Security	Rodney Owens, Surry Community College

**FOURTH PLACE**

Computer Concepts	Rodney Owens, Surry Community College
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Local Chapter Annual Business Report	Lenoir-Rhyne College
Network Design	Josh Berrens/Chris Thomas, Wayne Community College
Telecommunications	Daniel Fullerton, Fayetteville Tech Community College
Word Processing	Kathy Woods, Asheville-Buncombe Tech Community College

**FIFTH PLACE**

International Business	Zack McLawhorn, Campbell University
Parliamentary Procedures	C. Dennis/D. Eason/C. Goode/S. Miller/B. Poplin, Stanly CC

**SIXTH PLACE**

Accounting Principles	Tracy Nickerson, Wake Technical Community College
American Enterprise Project	K. Davio/J. Hyatt/J. McMahan, Asheville-Buncombe TCC
Emerging Business Issues	A. Edwards/M. Jenkins, Surry Community College
Management Analysis & Decision Making	Bruce Corbett, NC Central University
Website Development	Sandra Wilkerson, Isothermal Community College

**SEVENTH PLACE**

Business Ethics	S. Boone/S. Inch, Asheville-Buncombe Technical Community College
Business Plan	Selena Thornton, Piedmont Community College
Computer Applications	Chris DeCamp, Lenoir-Rhyne College
Information Management	Chris DeCamp, Lenoir-Rhyne College
Public Speaking	Ashley Walker, Lenoir-Rhyne College

**EIGHTH PLACE**

Accounting Design & Decision Making	Sarah Campbell, Fayetteville Technical CC
Community Service	Rosa Edwards/Veronica Respass, Beaufort County CC
Local Chapter Annual Report	Asheville-Buncombe Tech Community College
Parliamentary Procedures	A. Black/J. Cheek/K. David/S. Davis/F. Polly North Carolina Central University
Telecommunications	Josh Berrens, Wayne Community College
Website Development	Dustin Gurley, Wayne Community College

**NINTH PLACE**

Public Speaking	Sabrina Boone, Asheville-Buncombe Tech Community College
Sports Management & Marketing	Josiah Hyatt, Asheville-Buncombe TCC

**TENTH PLACE**

Community Service Project	Larry Meek/Brandon York, Barton College
Java Programming	Dana Huskins, Asheville-Buncombe Tech Community College

**Gold Seal Chapters**

Asheville-Buncombe Technical Community College, Lenoir-Rhyne College, Barton College, Stanly Community College, Surry Community College

**2007 National Leadership Conference**

NCPBL is making plans for a large number of delegates to attend the 2007

National Leadership Conference in Chicago June 23-26. The State Executive Council

has endorsed Rachel Loescher as a national treasurer candidate and Zach McLawhorn as

Southern Region Vice President candidate.



## Businesslike Procedures



# **BUSINESSLIKE PROCEDURES**

## **Chapter Management and Organization**

### **State Officer Election, State Executive Council, and SEC Meetings**

State officer candidates are elected at the state leadership conference every year. If an office is not filled at the State Leadership Conference, applications from qualified applicants are submitted and an appointment made by the State Executive Council. The State Executive Council conducts meetings four times a year. The Council is comprised of the six state officers, the state adviser, three directors (Publicity, Awards Program, and Leadership Development), state officers' local adviser, and three NCPBL Professional Division officers. A Foundation representative is a non-voting member. Financial reports are given at each Council meeting. By-laws are also reviewed at Council meetings, and approved amendments are brought before voting delegates at SLC for a two-thirds vote.

### **Regional Structure**

For communication and training, the state chapters are divided into three regions:

**Western Region Chapters** - Appalachian State University, Asheville-Buncombe Technical Community College, Blue Ridge Community College, Cleveland Community College, Isothermal Community College, Lenoir-Rhyne College, Mitchell Community College, Surry Community College, Western Carolina University

**Central Region Chapters** - Campbell University, Central Carolina Community College, Durham Technical Community College, High Point University, Johnson & Wales University, North Carolina Central University, Piedmont Community College, Pfeiffer University, Randolph Community College, South Piedmont Community College, Stanly Community College, Wake Technical Community College

**Eastern Region Chapters** - Barton College, Chowan College, Fayetteville State University, Fayetteville Technical Community College, Lenoir Community College, Mount Olive College, Sampson Community College, Southeastern Community College, North Carolina Virtual Chapter, Wayne Community College

## Financial Development, Including Fundraising and Financial Statement

### North Carolina Phi Beta Lambda July 1, 2006/June 30, 2007 Budget and April 30, 2007 Financial Report (Financial Records through July 2006 at NC DPI for Audit)

Projected Sources of Funds		Collected	
110	State Membership Dues	9,000.00	6170.00 (including \$60 rebate from WCU)
115	National Membership Dues	9,000.00	6110.00 (WCU paid \$60 directly)
120	Fall Leadership Dev Conf	3,000.00	3435.00
130	State Leadership Conference	30,000.00	26160.00 (Career Expo funds from Foundation)
133	SLC Event Sponsorship	1,500.00	(Still to be transferred from Foundation)
180	Interest Income		25.00
190	Miscellaneous Income	500.00	167.88
			(156.47-ballgame; 11.41 J'ville Hyatt overage)
193	IFL Refunds	825.00	
195	Reactivation/Charter Fees	100.00	(chapters sent directly to national)
	From Surplus Funds	<u>4,250.00</u>	August 01, 2006 Balance 5017.96
	Total Projected Sources of Funds	58,200.00	Aug-Apr Income 42,032.88 Plus Balance 47,050.84

Projected Uses of Funds		Spent August 2006-April 30, 2007	
200	Audit	4000.00	
210	Office Operations Expense	750.00	112.85 (51.76 Chapter Guide; 61.09 postage)
215	Insurance	175.00	
220	State Officer Travel Expense	1,800.00	603.56
			(NFLC – Jacksonville Hyatt – Pres, ERVP, CRVP)
230	Executive Council Meetings	3,000.00	1580.94 (Rooms 1084.92; Food 226.02; Travel 270)
235	State Committee Travel Expense	1,200.00	45.00 (pick up materials SAP materials)
238	State Committee Honoraria	1,000.00	
240	Chapter Development Expense	1,000.00	354.64 (Kick-Offs 201.63; Tip-Offs 153.01)
245	State Newsletter Expense	1,000.00	1061.86 (497.55 fall; 400.31 winter; 164 shipping)
248	State Website Expense	150.00	
250	Fall Leadership Conference	3,000.00	3241.22
260	State Leadership Conference	30,000.00	23798.86
			Sound equipment 610.55; stopwatches/ribbons 431.85;
			DJ \$600; SEC food/supplies 428.42;
			Plaques 2636.66; Leader gifts 150;
			Adv Reception 146.54; hotel rooms/luncheon/banquet/etc. 18,794.84
265	SLC Event Adm Honoraria	500.00	462.70 (luggage tags; several left & can be sold)
270	National Membership Dues	9,000.00	6110.00 (WCU paid 60 directly)
290	Miscellaneous Expenses	500.00	381.70
			(74.55 name badges; 253.56 SABR work session; 53.59 ties)
293	IFL Refunds	825.00	
295	React/Charter Fees	<u>100.00</u>	
	Total Projected Uses of Funds	58,200.00	Spent to date 34,836.33 Balance 12,214.51

**Savings Account - March 30, 2007 \$8123.60**