

Create. Lead. Inspire.

Local Chapter Annual Business Report



Mater Academy Charter High School
Florida
2018-2019



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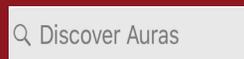


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INTRODUCTION STATE OF THE CHAPTER

Future Business Leaders of America
Mater Academy Charter High School
7901 NW 103rd Street
Hialeah Gardens, FL 33016

February 5, 2019

Dear Chapter Members:

Although a single letter cannot possibly reveal the success of the Mater Academy Charter High School Chapter of the Future Business Leaders of America during the 2018-2019 school year, I would like to highlight the experiences the members have gained, the achievements they have accomplished and most importantly the service we have given our fellowmen. It is with pride that we present our annual report; a testimony of the chapter's dedication, diligence and integrity; a testimony of the members' creativity, leadership and ability to inspire.

Through setting and ultimately attaining the goals established by this fine organization, the Mater Academy Chapter of FBLA has effectively provided meaningful objectives for the student-members. The members facilitated the chapter's growth and successes; and in turn, had the opportunities to both manifest and cultivate their creative talents.

The fundraising activities carried out by the members have enabled our impressive conference attendance and have given us the opportunity to support numerous school and community programs, such as the FBLA National Project: The March of Dimes, a true success, as well as other worthy causes. These activities have given our members a desire to create and will to lead and the foundation to inspire while at the same time impart in them an aggressive and humanistic outlook on the American free enterprise system.

As Ray Kroc once said "The quality of a leader is reflected on the standards they set for themselves" therefore, when we consider this year's accomplishments, we can assert without hesitation that the Mater Academy Chapter of Future Business Leaders of America has demonstrated its passion for creating new experiences, leading the chapter and inspiring all of you to become a Future Business Leader of America.

Sincerely,

Jessica Concepcion, President
FBLA Executive Board



118 Members



CHAPTER PROFILE CREATE. LEAD. INSPIRE.

The Local Chapter Annual Business Report contains all activities completed by Mater Academy Charter High School's Future Business Leaders of America from April, 2018 to April, 2019. Presented in this report is the National theme: Create. Lead. Inspire. As you venture through these pages, you will follow the journey of the Mater Academy Chapter as they contribute to their members, school and community.

In 2008, Mater Academy High School established the first FBLA charter school chapter in Florida.

This chapter would not be as successful as it is today if it weren't for the amazing advisers who created leaders, led the team and inspired members to try their hardest. The three advisers: Tonya Alvarez, Daisy Benitez and Ronny Perez shared their expertise to better prepare students for the business world.

There is no "I" in TEAM. Chapter success can only be accomplished through the efforts of the members, advisers and school community working together to achieve results that would impact the FBLA chapter in its entirety.

Size of School and Community

Mater Academy Charter High School is a Title I public-charter high school located in the City of Hialeah Gardens, Florida. Mater Academy is a part of Miami-Dade County Public School, which is the largest public school district in the State of Florida. It is also the fourth largest in the United States.

Mater Academy Student Body

In the 2018-2019 school year the student body enrolled at Mater Academy reached 3,530. The ethnic distribution of the student body is demonstrated below.

Hispanic 95%

African American 3%

Caucasian 1.5%

Asian 0.8%

Lead Your Team



Michael Lopez



Delvis Dominguez



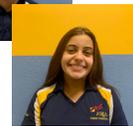
Daniel Rego



Juliet Munoz



Cesar Lianez



Gabriella Melo

Goal #1: Education

Goal #2: Service

Goal #3: Recruitment



Goal #1: Education

Connect business and education together by engaging in career development activities

Focus on financial literacy and business enterprise

February 10, 2019

American Enterprise chapter project; Microsoft partnership

Enhance business programs for students

March 1, 2019

Participate in STEAM program; promote BAA; organize competitive event workshops

Support in career fair

October 23, 2018

Promote job shadowing; host career day



Goal #2: Service

Attend to the necessities of the members, student body and community

Participate in State and National projects

April 28, 2019

March of Dimes walk; fundraisers; Career One

Boost FBLA engagement and school spirit

June 1, 2019

Participate in club fair and school orientation; celebrate FBLA-PBL Week

Enhance American lifestyle and promote healthy living

February 17, 2019

Thanksgiving canned food drive; Adopt-a-family; Autism Speaks walk; American Cancer Society walk



Goal #3: Recruitment

Promote the local chapter through different means of publicity

Sponsor four SLC scholarship programs

February 17, 2019

Club funds; donations; speaking with local businesses

Recognition throughout the community

Ongoing

Sending press releases; interacting through social media; notifying media on events

Assist members by funding SLC and NLC

Ongoing

Selling chocolates, jean day tickets, club shirts and jackets;

Mater store; payment plans; car washes

ACTIVITIES TO BENEFIT CHAPTER AND ITS MEMBERS



Recruitment Activities



Inspire Your Members

FBLA Buddies

Recruiting new members is one of the most important jobs of a chapter. Mater FBLA asked returning members to help in the process. Returning FBLA members would bring in a new member giving everyone the possibility of making a new friend. This activity is a great opportunity for the members to create close friendships.

Club Fair

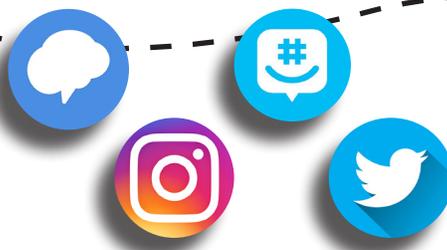
The annual Mater Academy Club Fair was created to help students find the club that is right for them. Students can explore all the clubs at Mater Academy. FBLA members set up a booth displaying scrapbooks, trophies and recruitment posters. This was a great opportunity for FBLA to show the students at Mater Academy the endless opportunities FBLA can offer them.

Social Media

Through social media, FBLA communicated with its members and spread the word about upcoming events. Other helpful platforms include Remind 101 and GroupMe. Remind 101 was used to provide an easy and effective way for members to receive reminders for meetings and other activities. GroupMe was used to create group chats for all the members to interact.

Summer Orientation

Orientation week is one of the most fun and exciting weeks for Mater Academy new students. This week caters to grades 6-12 and highlights all the schools' special programs. During this week, incoming students tour the school alongside their parents to learn about all the opportunities available. They attend informational meetings about new programs and activities. FBLA members volunteered to enhance the orientation process. FBLA members introduced students and parents to all the incredible opportunities the organization provides in order to enhance the students' high school experience.



Mater Happenings and Lions Roar

Lions Roar, the school newspaper and Mater Happening, the school daily news are platforms that help spread the word about upcoming FBLA activities and events. With the help of these platforms the student body became more aware of FBLA.

Leadership Rope Course

One of the most memorable moments for many members was the annual State Fall Conference in Orlando, Florida, where they participated in various bonding activities such as: workshops, open event competitions and a rope's course. The members were split into different groups to complete an obstacle course set out. Each activity had a different objective; but all were based around bonding and friendship. By the end of the trip, the group had become closer.

Creating New Leaders

This year Mater FBLA decided to directly recruit top students from each grade. Invitations were sent out to the top 25% students of each class from grades 9-12. This helped us reach out to a new body of students who may not have joined FBLA otherwise.

Game Day Social

Announcements were made and flyers were sent out throughout the school to broadcast events for Mater FBLA's Game Day. All Mater students were invited to attend and participate in playing games such as Mario Kart, Dominos and Twister. Those in attendance were served food and drinks. Overall, this was an amazing experience that made closer friendships.



Leadership Development



Lead The Way



District Officers

Mater FBLA was honored to have three members elected as District 25 officers; Laura Acosta, district secretary, Michael Lopez, district reporter, and Delvis Dominguez, district treasurer. They all had the responsibility of attending meetings and seminars throughout the year to make sure all district matters were attended to.



Business Achievement Awards

By participating in the Business Achievement Awards, members are able to get more involved with FBLA through certain tasks. On the third Wednesday of every month, BAA workshops were held to assist the members interested in completing the Future, Business, Leader and America levels of BAA.



Member Mentoring Program

By creating a Member Mentoring Program within Mater FBLA, those interested in becoming officers were able to learn more about this organization. Being guided by those who had more experience and attending various workshops and activities, potential officers were able to become more familiar with all aspects of the organization.



Community Service Awards

Along with BAA, members are able to complete the Community Service Award. This certificate is presented to FBLA members and it is based on the number of community service hours completed. Seminars were held every other Thursday during lunch to facilitate the process. Members were able to learn about various ways to earn community service hours.

Chapter Project Committees

Members are given the opportunity to develop their leadership skills by participating in the chapter projects. Members can join different committees and participate in community service events, partner with different businesses and participate in the American Enterprise Project.

Chapter Officer Elections

Prior to election day, candidates for office are required to turn in a letter of intent and submit to an interview with the chapter advisers. Once approved, their names are added to the ballot.

Officers' Meetings

Mater FBLA hosted biweekly general meetings on Wednesdays. Officers' meetings are held every Monday on a biweekly basis to prepare the agenda for the general meetings. The officer team always made sure that meetings were informative for the members.

Career Exploration And Preparation

Microsoft Learning

Mater FBLA members were invited to attend workshops in Microsoft's Miami location to learn about coding. This opportunity gave members a chance to explore into the future of coding and finding job opportunities with a large company. Members were allowed to explore and use the devices on display further enhancing their experience.

Career Day

On Career Day local business leaders were invited to visit the school and give students information on their business. The students heard presentations in their business classes. This information would become helpful in their academic and professional future. Various professionals were invited such as: government representatives, veterinarians, engineers and firefighters. This allowed students to receive information about potential careers they could pursue.

Academica Internships

Academica is an organization that oversees the creation and gives support to charter schools. This organization offered members a chance to intern and work with the company. To see if they were a good fit for the job, students were required to fill out an application and undergo an interview. Through this internship FBLA members worked at different departments of the company such as the accounting and management.

Florida College Tour

College is a crucial topic for high school seniors and Mater FBLA. Therefore, Mater FBLA students were able to explore their college options on a tour through the most respected colleges in Florida. They were able to connect and receive feedback from Mater FBLA alumni. Members toured through colleges such as: Florida State University, University of Florida, University of Miami and Johnson and Wales.

College Fair

The purpose of the annual college fair is to help students explore their college options. Mater FBLA members stopped at different college booths to receive information that would help them make intelligent college choices. Members asked college representatives questions they had about the colleges. The colleges present included: Oxford University, Nova Southeastern University, University of Miami and Tulane University.

Annual FBLA Trip

The Chicago, IL trip was one of the best and most memorable trips members have ever taken. Members who have never had the chance to travel outside of Florida got to visit the Cloud Gate as well as the Lincoln Park Zoo. At the Museum of Science and Industry members had the opportunity to explore the inside of a war submarine. They also learned important information about the monetary system at the Federal Reserve Bank of Chicago.



Business Partnership



Microsoft Corporation

The Mater FBLA Partnership with Business Project was carried out with Microsoft this year. Mater FBLA members visited the Dadeland Microsoft store to learn to use their products for academic and professional success. Microsoft representatives networked with FBLA members and explained to students how to better use their products.



Miami Marlins

Every year, the Miami Marlins help Mater Academy FBLA receive publicity. They donate shirts to FBLA members to help support the chapter. The Miami Marlins mascot, Billy the Marlin, made guest appearances at community service events hosted by Mater FBLA.



Publix

Publix Supermarket is a well-known franchise in Florida. Publix is one of Mater FBLA's proudest supporters. For various years, Publix Supermarket has helped the Mater FBLA chapter financially. This year, a generous donation of \$200 was made to the Mater FBLA chapter.



Academica

Academica is an education service provider located in Miami. They are the most successful charter school service and support organization. Academica helps the chapter by donating \$500 each year. This sum of money went directly to sponsoring Mater FBLA members' competitive events at the Florida State Leadership Conference.



Regions Bank

Due to a very successful partnership in the school year 2017-2018, Regions Banks representatives returned to Mater Academy to record a video about the financial literacy project. They pledged to return this year to participate in other partnership activities. They provided information about personal finance and investment. Later on, the team created a presentation to ensure that the FBLA members learned about finance. Mater Academy FBLA was featured on the annual social report created by Regions Bank alongside a video that was broadcast in all the Southeastern banks.



Men's Wearhouse

In the business world, it is essential to dress appropriately to give a better impression. Mater FBLA members find it critical to be dressed in proper attire for every competition. Mater FBLA members contacted representatives from Men's Wearhouse who graciously agreed to teach the members about the do's and don't's of professional business attire. This helped the chapter members uphold the reputation of Mater FBLA.



Latin American Agribusiness Development Corporation

LAAD is a company that helps finance agribusiness in Latin America. Along with their contributions to South America, they make it a tradition to participate in community service events. Every year Mater FBLA and LAAD partner to walk for autism. The CEO of LAAD gives back to the FBLA members by making a generous contribution of \$2500 to send members to the National Leadership Conference.



Create Your Partnerships

Chapter Fundraising

Inspire To Fundraise

Chocolates Sales

Members agreed to sell Nestle chocolates over a four-week period. This gave them the opportunity to earn \$25 for each box they sold. Each member sold a minimum of one box of chocolate. In order to obtain funds to attend the Florida State Leadership Conference.

Slushie Sales

One of Mater FBLA's biggest fundraiser is the sale of slushies. FBLA members set up a slushie concession stand during lunch. Along with slushies, topping such as Sour Patch Kids and Nerds were sold for an extra 50 cents. Profits from these sales were used to cover chapter expenses.

The Mater Store

The school store at Mater Academy supplies students with school and P.E. uniforms. FBLA members demonstrated their entrepreneurship skills while working at the store. A profit of 15% is rewarded to Mater FBLA for running the Mater Store.

Carwash

Mater FBLA members held a car wash at a local Wendy's. Selling \$5 tickets in advance, members were able to fundraise for all the materials needed to wash cars. Any money leftover was to be considered as profit. Additional tickets were sold for \$7 on the day of the car wash.

Chipotle Mater Night

The Mater Academy Chapter partnered with Chipotle Restaurant for one night to fundraise for their State and National Leadership Conferences. Customers who dined at Chipotle from 4 p.m. to 8 p.m. contributed 30% of their purchase to the chapter. Through constant promotion, Mater FBLA was able to fundraise \$550 in only four hours. This event was a huge success for the chapter and for Chipotle.



Letters to Businesses:

By connecting with local businesses in the community, Mater FBLA members increased the probability of receiving donations. FBLA members wrote various letters to local businesses requesting donations to support the chapter.



FBLA Shirts and Jackets

Creating the attire for the chapter such as the spirit shirt and jacket was a chance to unite the members and vote on the best looking designs. Spirit shirts were sold for \$15, while the jackets sold for \$40. The profits from these sales were deposited in the club's account to be used for future chapter activities.

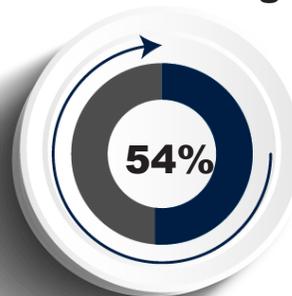


Profit and Loss Statement	
Aug '18 - Jan 19	
Income	
Car Wash	500.00
Chocolates	8,088.80
Conference Registration	7,914.00
Donations	1,636.00
Sales - Slushies	4,342.00
T Shirts	1,374.61
Total Income	23,855.41
Cost of Goods Sold	8,247.32
Gross Profit	15,608.09
Dues and Subscriptions	2,224.00
Professional Fees	850.00
Public Relations	275.00
Travel Expense	12,164.54
Total Expense	15,513.54
Net Income	94.55

Conference Registration



Fundraising



Donations



T-Shirt Sales



Public Relations Activities and Chapter Publicity

Miami Marlins

The Miami Marlins partnered with Mater FBLA to sponsor multiple chapter events. Through this unique partnership, Mater FBLA gained publicity within the community. The chapter also had the opportunity to fundraise by selling souvenirs provided by the Miami Marlins.

University Guest Speakers

Representatives from Carnegie Mellon, Wesleyan College and Florida International University visited Mater Academy in hopes of inspiring students to attend their universities. FBLA members had the honor of helping all the representatives with their presentations to make their experience at Mater Academy the best it can be.

Johnson & Wales

Johnson & Wales provides FBLA members with countless opportunities, ranging from scholarships to presentations. Johnson & Wales never cease to support Mater Academy's FBLA members. They provide countless services to the organization in hope of creating better leaders.

Mater Advertisement

The school website, news broadcast and newspaper posted all of Mater FBLA's upcoming meetings, competitions and accomplishments. The chapter used flyers, bulletin boards, Skool Live electronics and its social media accounts to keep members involved on major events.

Florida FBLA-PBL Communicator

To ensure that the Florida State Chapter was always updated on all local activities Mater Academy FBLA conducted, one of the chapter reporter's responsibilities was to send press releases on a monthly basis about the chapter's latest events to the Florida FBLA-PBL Communicator.

FBLA-PBL Tomorrow's Business Leader

Mater FBLA sent press releases along with pictures highlighting many of the events and activities the chapter organized or participated in to the FBLA-PBL Tomorrow's Business Leader newsletter with hopes of being featured on the organization's national publication.

*Lead The Publicity*



State and National Projects

Prematurity Awareness Day

Prematurity Awareness Day takes place on November 17. The members of Mater FBLA presented to business classes to spread prematurity awareness and give more information on the March of Dimes cause. In addition to member contribution, Mater FBLA had the honor of inviting the volunteer director, Lauren Batista, and manager, Stephanie Blanco, of the local March of Dimes offices to the school. Their presentation encouraged all the members to volunteer for the March for Babies Walk.

Annual Walk

Prior to the annual walk, Mater FBLA was contacted by a March of Dimes representative to help with the preparations. Mater FBLA members went to Kendall Regional Hospital where they organized goodie bags and folders for those who signed up and donated for the walk. Every year Mater FBLA members help organize the event. By 5 a.m. volunteers are setting up the tents and organizing the “fun-stops” before the start of the walk-a-thon. Fun-stops were used to keep the runners motivated throughout the walk. Souvenirs and water were given out at the stops. Several FBLA members were at each stop cheering on the participants.

Fundraising

For multiple years Mater FBLA has been working with and donating to March of Dimes. Mater FBLA created Sponsor-A-Baby to encourage members in the community to “adopt” a baby figurine and are given a birth certificate to name it. In addition to adopting a baby, pins with the March of Dimes logo are sold. All of the donations collected during Sponsor-A-Baby were given to the organization.



The Florida FBLA-PBL 2018-2019 State service project is Feeding Florida. The FBLA-PBL 2018-2019 National Service project is the March of Dimes.

Food Drive

By hosting a yearly food drive, members can help many families and individuals who suffer from poverty and cannot afford food during the holidays. In order to help these families, the chapter members conducted a school-wide food drive for Feeding Florida during the month of November. Over 9,000 pounds of canned goods, equivalent to 2 pallets of cans were collected. The chapter received help from other school clubs to give as much as possible.

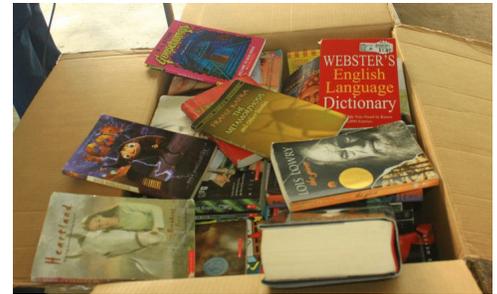
Feeding South Florida

Feeding South Florida has a volunteer system where students can visit the company and sort the food donated from all South Florida. This gave 32 Mater FBLA members a great opportunity to lend a helping hand and have fun while helping their community.



Other Community Service Projects

Inspire Your Community



The Gift of Giving

This school-wide event is celebrated during the holiday season. Mater FBLA members receive the name and Christmas wishlist of an elementary or middle school student from a low income background. With donations from FBLA members, the club was able to gift a ten year old girl a giant teddy bear, a slime making kit, art supplies and jewelry.

Hialeah Senior Center

This year's community service project (JOY) was carried out at the Hialeah Senior Center. FBLA members visited the center every Saturday from September through December and brought "JOY" to the residents using different social and educational activities. FBLA members celebrated birthdays, played games, exercised and instructed the residents on the use of technology such as using Facetime and playing card games online.

Create Readers

During October, Mater FBLA members created a school-wide book drive to help children at homeless shelters. About 1,500 books were collected during the book drive. Books ranged from children books to novels and were provided to children at two different shelters.

School Orientation

During Mater Academy's Open House FBLA members volunteered to help tour the parents around the school. Parents learned more about the school and the different programs available. Spanish and Creole speaking FBLA members were available to translate to parents.

Blood Drive

By partnering with One Blood, Mater FBLA members were able to donate blood and learn how donating can lower the risks of heart attacks. Members conducted a school-wide blood drive that enabled teachers and students to donate as well.

Lead the Walk for Autism

Autism Speaks is a nonprofit organization dedicated to raising awareness for children with autism. Chapter members participated in the annual walk held at Doral J. C. Bermudez Park. By working together with Latin American Agribusiness Development Association, members were able to make a large donation of \$2,472. FBLA members also attended a picnic with LAAD at the event where students had the opportunity of interacting with other participants.

CONFERENCES AND RECOGNITION

Participation in FBLA Conferences

Conferences have been a great opportunity for Mater FBLA members to gain a great deal of knowledge as well as create business experiences on a professional level. By competing at the district, state and national levels members gained experiences through leadership and created connections. Mater Academy FBLA is always proud to represent the chapter at the region and state levels.



2018 Florida State Leadership Conference

Mater FBLA had the honor of receiving the Chapter of the Year Award again in 2018! For many members, SLC continues to be one of the most memorable conferences. Members have the opportunity to attend workshops, competitions and motivational presentations. Many members go above and beyond and even run for district and state officer positions.

2018 National Leadership Conference

Flying to Baltimore, Maryland was an experience Mater FBLA members will cherish for as long as they can remember. Mater Academy had the honor of placing first for its Local Chapter Annual Business Report and Business Financial Plan. The NLC conference is the seed of creativity, leadership and inspiration in FBLA members. Guest speakers and pin-trading, among other activities, give Mater FBLA members confidence and networking skills they will use in the future.



2018 State Fall Leadership Conference

At the State Fall Leadership Conference Mater FBLA members had the opportunity to meet members from the rest of the State of Florida and to hear inspirational leaders. Members attended workshops such as, "True Colors" and "Financial Assistance for Seniors". The very famous Battle of the Districts was won again by District 25 (Mater Academy's District). The State Fall Leadership Conference always creates a bond among members and sets the pace for the upcoming year.



Lead The Conferences

Other Chapter and Individual Recognition Earned

Inspire Your Chapter 

Questbridge Finalist

This scholarship is an honorable college match to prestigious universities for seniors who have worked hard during their high school years. Questbridge provides a full ride to one of their college partners. Every year, 16,000 students apply for the chance to be matched to a school. This year, Mater FBLA members Jessica Concepcion and Delvis Dominguez were chosen as finalists to Stanford University and the University of Pennsylvania.

Quickbooks Certification

At Mater Academy, students in all accounting classes had the opportunity to take the QuickBooks Certification Exam. A total of 44 Mater FBLA members passed the exam and graduated with a QuickBooks Certification and an in depth understanding of Finance Accounting

Microsoft Certifications

Mater Academy gave students the opportunity to become Microsoft certified. Through Digital Information Technology classes, students mastered Powerpoint, Word and Excel. A total of 108 FBLA members graduated with the Microsoft Certification, which will facilitate their transition from school to work.

Silver Knight

For many years, hand-picked Mater FBLA members have had the honor of being Silver-Knight nominees. The Silver-Knight Award is one of the most prestigious scholarships offered to students. Not only have they represented the business category, but Mater FBLA has had representatives for art, mathematics, vocational studies and dance. Last year four Mater Academy FBLA members were nominated for this award.

Posse Foundation

The Posse Foundation gives students the opportunity to go to one of their partnered colleges covering full tuition. Members, Ivan Page and Alvaro Zapata were matched to Franklin and Marshall and Syracuse University, respectively. Mater FBLA has been grooming Posse Scholars for many years.

Business Achievement Awards

The dedication and diligence put into FBLA by the members is rewarded through the BAA program. Mater FBLA members have gone as far as receiving an America pin at the national level! BAA allows students to enhance their leadership skills, expand their business knowledge and contribute to their local communities inside and outside of the classroom.

Miami-Dade College and Florida International University Graduates

Numerous Mater FBLA members completed the Miami-Dade College and Florida International University Dual Enrollment Program. By doing so, members graduated with their Associates Degree before graduating from high school. Members saved time and money by completing this program and experienced what college coursework is like.



Competitive Event Winners and Participants

As the year progresses, Mater FBLA works diligently on prejudged events, tests and presentations. As members continue on their competitive journey, they are reminded to always work hard and persevere. In hopes of qualifying for the FBLA National Leadership Conference, the chapter members continue to create new experiences, lead others and inspire them to become future business leaders.

2018 State Leadership Conference

Place	Number of Event Wins
1st	14
2nd	2
3rd	4
4th	4

Mater Academy FBLA was granted multiple recognitions at the SLC level, including Chapter of the Year, Who's Who in FBLA, and first place in Local Chapter Annual Business Report, Community Service Report, Partnership with Business Report and American Enterprise System Report.

2018 National Leadership Conference

Event Participants	Place
Local Chapter Annual Business Report Juliet Munoz, Nathaly Oliva	1st
Business Financial Plan Delvis Dominguez Aiden Guerrero	1st
Business Plan Daniel Mesa	6th
Banking and Financial System Lianne Montenegro Jason Pulido	8th

SLC

2018 State Leadership Conference
Total Participants/Winners: 48/21

NLC

2018 National Leadership Conference:
Total Participants/Winners: 15/7

DLC

2019 District Leadership Conference:
Total Participants/Winners: 80/56

Create The Winners

