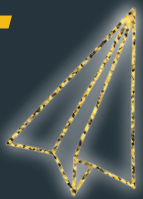




WORK HARD. DREAM BIG.



DARE TO DREAM



Local Chapter Annual
Business Report

Mater Academy High School
Florida
2017- 2018



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This report is interactive and select pictures labeled with the white paper airplane icon, pictured below, can be brought to life using the free app HP Reveal (available for iPhones and Android devices)! Follow these easy steps that can be done in less than three minutes in order to activate!



Step 1: Download the HP Reveal app.



Step 2: Create an HP Reveal account.

Step 3: Search "materlocal1718" in the

Discover Auras



Step 4: Follow the "materlocal1718" channel

Follow

Step 5: Return to the Home Page and select



Step 6: Point your device at the images with HP Reveal available.

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, 2018

Dear Chapter Members:

On behalf of Mater Academy's Future Business Leaders of America, I thank you for all the participation and dedication you have put towards our organization. Your decision to join marks the first step towards becoming successful business leaders. I have witnessed many of you reach new heights and accomplish outstanding feats. Therefore, I hope that FBLA provides the opportunities and challenges you need so that you may truly Dare to Dream.

In our tenth year, the Mater Academy High School FBLA Chapter was able to recruit 144 members. All of you have worked hard and pushed boundaries to help us achieve exceptional success. Mater Academy has been recognized at the local, district and national levels. Last year, an outstanding 62 percent of competing members qualified to compete at the Florida State Leadership Conference and 71 percent of those who attended the SLC qualified for the FBLA National Leadership Conference in California.

You, the members, have collaborated towards reaching a remarkable amount of achievements throughout these 10 years that are definitely worth noting. I am filled with pride when I look back at this organization's history and see its support of the March of Dimes, its service to the American Cancer Society, and many other non-profit organizations we have had the pleasure of working with. You are making a difference in the world one day at a time with your community service and dedication to the Future Business Leaders of America.

I look forward to working with each and every single one of you this year to help accomplish your dreams. You are all crucial in making the Mater FBLA Chapter what it is today. We are dreamers, leaders, helpers, partners and winners; but most importantly, we are family. I appreciate all of your hard work and dedication towards the 2017-2018 membership year and dare you to make it better than the last. In the words of John Quincy Adams, "If your actions inspire others to dream more, learn more, do more and become more, you are a leader." This is exactly what I dare for you to become: a leader.

Sincerely,

Juliet Muñoz

Juliet Munoz
President
FBLA Executive Board





CHAPTER PROFILE

DARE TO DREAM

The Local Chapter Annual Business Report encapsulates all of Mater Academy Charter High School's Future Business Leaders of America activities from April, 2017 to April, 2018. Featured in this report is this year's chapter theme *Dare to Dream*. As you journey through these pages, we are certain that you will witness the unimaginable dedication that Mater Academy FBLA has to the community, school and members.

CHAPTER ORGANIZATION

Founded in 2008, the Mater Academy High School Chapter of FBLA is the first to be established in a charter school in Florida.

In August of 2008, Adviser Tonya Alvarez joined the Mater Academy Charter High School faculty as the head of the Business Department. Mrs. Alvarez, an FBLA Wall of Fame inductee with over 30 years of participation in the organization, has been crucial in leading the chapter over the past decade. Another strong leader, Daisy Benitez, used her 23 years of experience at Latin American Agri-Business Development and Investment Corporation to further advance the FBLA chapter. Ronny Perez, a Microsoft Operating Systems Specialist, completed the Mater Academy FBLA adviser team in 2010. The three Mater Academy FBLA advisers combined their experience in education, private sectors, and technology to prepare students for competitive events and the business world.

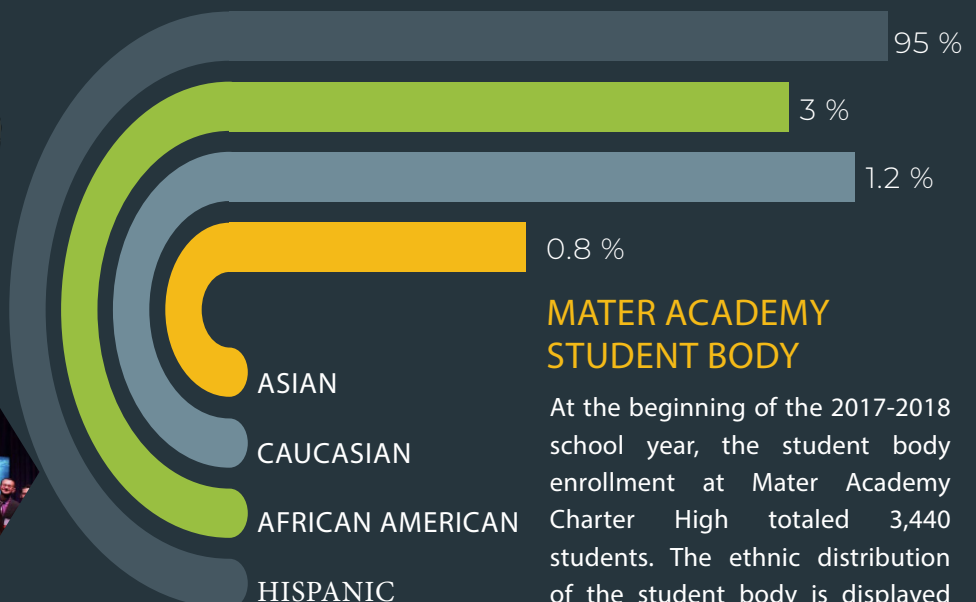
The Board of Directors' hard work and the success of FBLA members in competitions has also spurred the development of the Business Department to include a greater variety of business classes to challenge students to dream of a career in business.

SIZE OF SCHOOL AND COMMUNITY

Mater Academy High School is a Title 1 public-charter high school situated in the City of Hialeah Gardens, Florida. It is part of Miami-Dade County Public Schools, the largest public school district in the State of Florida and the fourth largest in the United States.

NUMBER OF MEMBERS

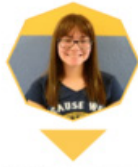
The Mater Academy Future Business Leaders of America Chapter has held the title of the largest organization in the school for the past eight years. The chapter currently has 144 active members, making it the second largest chapter in District 25.



MATER ACADEMY STUDENT BODY

At the beginning of the 2017-2018 school year, the student body enrollment at Mater Academy Charter High totaled 3,440 students. The ethnic distribution of the student body is displayed above.

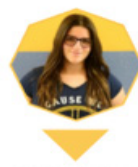
DARE TO PREPARE



Nathaly Oliva
Goal #1: Service
Supervisor



Timothy Oei
Goal #2: Education
Supervisor



Juliet Muñoz
Goal #3: Progress
Supervisor



Lucia Chang
Academic Development
Supervisor



Maylie Fernández
Professional Development
Supervisor

ACTIVITIES TO BENEFIT CHAPTER AND ITS MEMBERS PROGRAM OF WORK

Goal #1: Service

Attend the needs of members, advisers and community

Objective	Tactic	Due	Status
Participation in State and National projects	March of Dimes walks; fundraisers; Career One	April 28, 2018	Complete
Boost FBLA spirit and school loyalty	Celebrate FBLA-PBL week; participate in club fairs	June 1, 2018	Complete
Improve American lifestyles and advocate healthy living	Adopt-a-family; Thanksgiving canned food drive; community service chapter project; Autism walk; American Cancer walk; American Cancer Society event	February 17, 2018	Complete

Goal #2: Education

Connect business and learning by engaging in career development activities

Objective	Tactic	Due	Status
Focus on financial literacy and business	American Enterprise chapter project; Regions Bank partnership	February 10, 2018	Complete
Strengthen the school business curriculum	Host competitive event workshops; promote BAA; contribute to STEAM program	March 1, 2018	In Progress
Sponsor a career fair	Host career day; promote job shadowing	October 27, 2017	Complete

Goal #3: Progress

Support the Chapter by getting publicity

Objective	Tactic	Due	Status
Sponsor four SLC scholarships programs	Donations; club funds; contact local businesses	February 17, 2018	Complete
Be recognized throughout the community	Social media; send press releases; invite the media to events	Ongoing	In Progress
Help finance SLC and NLC for members	Mater store; payment plans; sell chocolate, jean day tickets and spirit shirts	Ongoing	In Progress

RECRUITMENT ACTIVITIES

Each-One-Reach-One

Each-One-Reach-One is an annual activity to recruit new members with the help of returning members. Each member of FBLA brings in a new member giving everyone the opportunity to make a new friend. This is a great activity for the members to form alliances.

DARE TO JOIN

Summer Jump Start

Before beginning the new school year, Mater Academy had an Orientation Week for grades 6-12. This week was dedicated to welcome incoming students and their parents to the school campus and attend informational meetings and tours of the campus. FBLA members volunteered to introduce the students and parents to FBLA-PBL.

Social Media

The members worked on promoting FBLA membership through social media. Through Twitter and Instagram, FBLA has been able to communicate with all its members who use social media. Mater FBLA has also been working with helpful apps like Remind and Groupme to send out reminders for upcoming event and meetings and to create group chats for all members to interact.

Mater Happenings and Lions Roar

The school newspaper, Lions Roar, and the school news program, Mater Happenings, have both been vital in spreading the word about FBLA to the Mater student body. The programs helped inform Mater students of the many benefits of joining FBLA.

Scavenger Hunt

One of the best memories the members have from the conference in Orlando, Florida, is participating in the Scavenger hunt organized at Epcot Center. The group had to help each other figure out the action listed on the scavenger hunt paper. The hunt and the overall trip brought the group closer together as friends.

Club Fair

The Club Fair is not only a great opportunity for students to explore the many clubs at Mater Academy but also an amazing way for FBLA to recruit new members. At the annual Mater Academy Club Fair, FBLA members set up a booth displaying brochures, scrapbooks and recruitment posters. The goal was to inform students about how joining FBLA can enhance their high school experience.



DARE TO LEAD LEADERSHIP DEVELOPMENT



Chapter Officer Elections

Chapter officer elections are held every year after the State Leadership Conference. All candidates are required to submit a letter of intent, fill out an application and attend an interview with the screening committee. At the interview, candidates are asked about their experiences and their future plans.



Member Mentoring Program

The member mentoring program is designed for those members who are interested in applying for officer positions and wish to become more familiar with the organization. The program is based on upperclassmen members teaching other members everything about FBLA-PBL.



Business Achievement

Every Thursday during lunch from early November to late February Mater FBLA hosts BAA workshops. These workshops are held for all members interested in completing any, or all, of four levels of this FBLA-PBL program.



Community Service Awards

The FBLA-PBL Community Service Awards program is a key component in developing leadership outside of school. Mater FBLA hosts sessions to register members in community service events and to log their community service hours.



Officer Meetings

The officer team meets at least twice a month to prepare for general meetings and to plan future events. Thanks to the officer team, general meetings are very informative.



District Officers

Mater FBLA was honored to have three members elected and appointed as District 25 officers. Laura Acosta, district parliamentarian, Michael Lopez, district reporter, and Delvis Dominguez, district treasurer, had the responsibility to attend meetings and seminars throughout the year to fulfill their district responsibilities.



Chapter Project Committees

Through chapter project committees, the members are provided with the possibility of helping out the community, partnering with different businesses and participating in the American enterprise project committee. All these possibilities developed members' leadership skills.





DARE TO EXPLORE CAREER EXPLORATION AND PREPARATION

Guest Speakers

Mater FBLA invited professionals from well known tech companies, such as Microsoft, to present to students in business classes. Through these presentations, they learned about the workplace in different companies from the employee's point of view.

Career Day

The chapter officers hosted local business leaders at the annual career day. Professionals from different areas, such as physicians, architects and government representatives, were assigned to each classroom in the business wing to provide students with information about their respective careers.

Job Shadowing

FBLA arranged multiple workshops to tutor members on interview etiquette and properly creating a resume. Afterwards, they were taken on a job shadowing field trip and were given the opportunity to work at their preferred business for an entire day.

College Tour

As students began to explore their choices for college, Mater FBLA members were given the opportunity to visit FBLA alumni at some of the most reputable colleges in the United States. These included Harvard University, Yale University and Massachusetts Institute of Technology (MIT).

College Fair

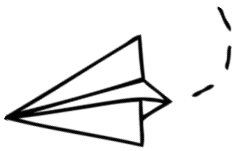
This year Mater FBLA was invited to assist at the annual Mater Academy College Fair. Members took care of attendees and representatives while interacting with the representatives from their potential future school.

Annual FBLA Trip

The Washington, DC trip was perhaps one of the best trips the Mater Academy FBLA Chapter has ever taken. Many members who had never even been outside of Florida were able to tour the United States Capitol, visit the Lincoln Memorial, take pictures in front of the White House and even gain some historical information about the monetary system at the U.S. Bureau of Engraving and Printing.



DARE TO CONNECT BUSINESS PARTNERSHIP



Miami Marlins

The Miami Marlins donated \$500 to help support the chapter this school year along with t-shirts for the members. Billy the Marlin also made guest appearances at Mater FBLA community service events.



Publix

Publix Supermarkets is one of Mater FBLA's proudest sponsors. They have previously supported the chapter financially. This year Publix made a generous donation of \$200 to the chapter.



Men's Wearhouse

At competitions the Mater Academy FBLA Chapter is known for its proper and stylish attire. In order to uphold this reputation, members contacted representatives from Men's Wearhouse to make a presentation and teach the members on the "dos and don'ts" of professional business attire.



Regions Bank

This year Regions Bank assisted the American Enterprise team by helping them teach other students about personal finance and investments. Employees came to Mater and worked with the members to help them train for competition. A visit was scheduled in January to their Coral Gables branch to meet with executives to further learn more about the world of finance.



Academica

One of the nation's most successful education service organizations partnered with the Mater FBLA Chapter and donated \$500 to sponsor an event at the FL FBLA SLC.



Latin American Agribusiness Development Corporation

The LAAD and Mater FBLA partner for multiple service events like the Miami Autism Speaks event. The CEO of LAAD donated \$2,500 to help send members to competition.



Cake Snacks

By selling Little Debbie's, the members earned \$3 line of credit for each box they sold. The boxes were sold at Mater Academy over a two month period, where each member sold a minimum of one box of Little Debbie's.

FBLA Spirit Shirts

Members of the Mater Academy Chapter designed and sold FBLA spirit shirts. They were sold for \$15; enough to cover the costs of the goods sold and still gain profit to fund chapter events in the future.

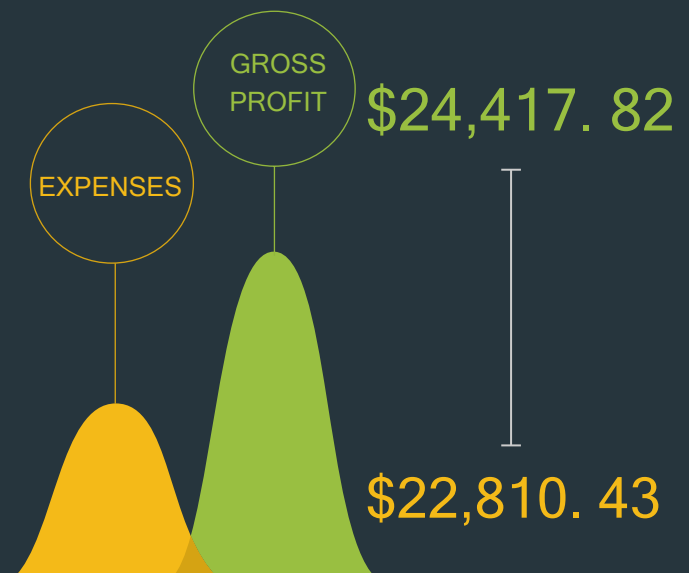
Slushie Sales

FBLA members set up a slushie concession stand every day during school lunch. They sold two flavors: blueberry and cherry. All of the profits were used to help the chapter cover traveling expenses.

Letters to Businesses

Throughout multiple days, members wrote and sent letters to local businesses asking for donations to help support the chapter. Vicky Bakery, famously known in Miami for their catering and baked goods, donated \$100 to the chapter.

Profit and Loss Statement		Aug '17- Jan '18
Income		
Conference Registration		\$11,094.00
Donations		\$1,500.00
Fundraising		\$15,023.24
Total Income		\$27,617.24
Cost of Goods Sold		\$3,199.42
Gross Profit		\$24,417.82
Expenses		
Conferences and Dues		\$3,790.00
Meals and Entertainment		\$1,990.00
Miscellaneous Expense		\$718.00
Professional Fees		\$1,588.00
Travel Expense		\$14,724.43
Total Expense		\$22,810.43
Net Income		\$1,607.39



DARE TO FUND CHAPTER FUNDRAISING



The Mater Store

In order to demonstrate their entrepreneurship skills members had a chance to sell uniforms and school supplies at the school store. FBLA

was rewarded with 15% of the profits earned from the items sold as a thank you for working at the store.



PUBLIC RELATIONS ACTIVITIES AND CHAPTER PUBLICITY



Proclamation

After being contacted by Mater FBLA members, the mayor of the City of Hialeah Gardens issued a proclamation making the first week in February FBLA PBL Week.

Mater Advertising

The school news, website and newspaper all publicize the chapter's accomplishments and upcoming meetings. FBLA also used flyers, bulletin boards and the new Skool Live electronic poster screens on campus to publicize its major events.

Florida FBLA-PBL Communicator

In order to keep the Florida State Chapter updated on the local activities Mater FBLA participated, the chapter reporter writes and sends press releases to the [Florida Communicator](#).

FBLA-PBL Tomorrow's Business Leader

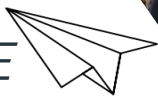
The chapter sends press releases and pictures to the FBLA-PBL's Future Business Leader newsletter in order to be featured in this newsletter.

Miami Marlins

The Miami Marlins sponsored multiple chapter events. They have provided the chapter with memorabilia to be used to raise funds. By announcing their sponsorship with Mater FBLA, the club was able to gain publicity throughout the community.



*DARE TO
PERCEIVE*



Johnson & Wales

Johnson and Wales sent a representative to Mater Academy to speak to the chapter members. They aimed to help guide students in the right direction when it comes to choosing a major that's right for them. This prestigious university gives scholarship to students who were member of FBLA at the time of applying for financial aid, definitely encouraging students to join FBLA.



Keiser University

Representatives from Keiser University made a presentation to three of Mater Academy's business classes about what to take into consideration when choosing a major for college. FBLA members helped the representatives set up to the classrooms for the presentations.



DARE TO CONTRIBUTE

STATE AND NATIONAL PROJECTS

- **Prematurity Awareness Day**
On November 17, the members of FBLA wore purple shirts in honor of prematurity awareness day.
- **Informational Workshop**
The activities director and manager of the local March of Dimes office were invited to visit the school. The members were given an informational presentation about the March of Dimes organization as well as the history and the mission they are trying to achieve. This prepared students for when they volunteer again at different service events for the organization.
- **March of Dimes Annual Walk**
Mater FBLA volunteers every year at the March of Dimes annual walk. This year they were put in charge of all the school volunteers for the county. They reported at 5:30 A.M. to set up, were responsible for the "fun-stops" and for the community hour distribution. The chapter raised \$147.
- **Fundraising**
Mater FBLA is also a proud sponsor of the March of Dimes. Members fundraised and the chapter made a donation to the organization. The donations went to support the organization in their medical endeavors to benefit premature babies and their mothers.

ACTIVITIES TO BENEFIT INDIVIDUALS AND ORGANIZATIONS

The Florida FBLA-PBL 2017-2018 State service project is the American Cancer Society. The FBLA-PBL 2017-2018 National service project is the March of Dimes.



- **Annual Walk**
On October 28, Mater FBLA attended the American Cancer Society Breast Cancer walk.
- **Donations**
All of the FBLA members joined together and donated more than \$300 to the organization.





DARE TO VOLUNTEER OTHER COMMUNITY SERVICE

Blood Drive

The One Blood organization partnered up with Mater FBLA members in order to promote a school-wide blood drive. Many of the members donated blood in hopes of saving a life. Many pints of blood were collected.

Red Ribbon Week

FBLA members organized workshops and decorated bulletin boards about anti-bullying and being drug free. Through these activities, they were able to spread this message to middle and high school students.

Autism Walk

Mater FBLA members participated in the annual "Autism Speaks" walk held at Doral J. C. Bermudez Park. The chapter joined forces with the Latin American Agribusiness Development Association and raised \$4,465 for this worthy cause. The event was a total success.

Open House

At the Mater Academy Open House, FBLA members volunteered by helping parents find their way around the campus. Members also handed out brochures featuring the school to incoming students and their parents.

Adopt-a-Family

During the holiday season, Mater FBLA "adopted a family." This is when students from low income backgrounds write a wish list, usually consisting of toys and school supplies, and the members then fundraise to buy the gifts for these young elementary and middle school students.

Canned Food Drive

During the month of November, members collected over 400 cans of food for Miami Rescue Mission. These cans went to helping all the families who suffered from the Hurricane Irma catastrophe.



[LOG IN TO FUNDRAISE](#)
[ABOUT THE WALK](#) [WHY WE WALK](#) [WAYS TO FUNDRAISE](#) [FIND YOUR WALK](#)

Miami 4/29/2018 [JOIN OUR TEAM](#) [DONATE TO A TEAM MEMBER](#)

LAAD for Camila & Cristina

OUR TEAM GOAL \$10,500

AMOUNT RAISED \$4,465 RAISED

LAAD Team 2017

DARE TO ENGAGE PARTICIPATION IN FBLA



Mater Academy's FBLA Chapter members have gained many professional and business skills thanks to this great organization that have allowed them to compete at district, state, and national Conferences. The experiences lived at these conferences were unforgettable, exciting moments that the members enjoyed thoroughly.



CONFERENCES AND RECOGNITION



2017 Florida State Leadership Conference

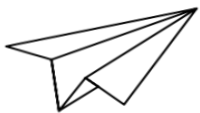
The State Leadership Conference held in Orlando, Florida offered many workshops, competitive events and social activities for chapter members to benefit from. For many of the members, this was among the most memorable events of the year. Some ran for office or took part in the FBLA Idol competition. The members competed in more than twenty-five different events. Mater Academy FBLA received the coveted Chapter of the Year award at this conference.

2017 National Leadership Conference

The National Leadership Conference took place in Anaheim, California. Forty-four of Mater Academy FBLA members qualified to participate. This event gave these members the opportunity to hear inspirational stories from guest speakers, attend captivating workshop and speak to many college officials and recruiters.

2017 State Fall Leadership Conference

The State Fall Leadership Conference takes place in a different Florida city each year. In 2017, twenty-four Mater Academy FBLA members traveled to Orlando, FL. They came back as inspired leaders who had experienced an opening session with a keynote speaker who motivated them to be determined and hardworking on their way success. The annual Battle of the Districts also took place at this conference, and it gave FBLA and PBL members the chance to compete against each other.



DARE TO STRIVE 

OTHER CHAPTER AND INDIVIDUAL RECOGNITION EARNED



Comcast Leaders and Achievers

This scholarship is an honorable recognition of seniors who have worked hard along their years in high school to improve their communities. Every year, Comcast works with principals and guidance counselors to identify these bright young minds. Last year, Mater FBLA members Elanny Lago and Natalia Hernandez received this admirable scholarship.

QuickBooks Certification

QuickBooks Accounting Software is available for students and teachers in all accounting classes at Mater Academy. This opportunity gave members a chance to take the Quickbooks Certification exam. The result of this amazing option is 40 FBLA members graduating with a QuickBooks Certification and a well-rounded understanding of Finance and Accounting.

Microsoft Certifications

Another great opportunity offered at Mater Academy is the ability to become Microsoft certified. Students can learn about programs like PowerPoint, Excel and Word through the Introduction to Information Technology class, which prepares them for their future in the business world. Last year 47 FBLA members graduated with the Microsoft certification.

The Hamilton Award

The Hamilton Award acknowledges young people for their academic, personal, service and entrepreneurial accomplishments. The ambitious students who receive this award are also enrolled in the five-year Alexander Hamilton Scholars (AHS) Empowerment Program. Mater FBLA is proud to announce that member Lauren Batista was one of the recipients of this prestigious awards.

Silver Knight

A collective sense of pride filled Mater Academy's charter membership when five of its members were announced to be competing for this award. It is an honorable recognition to those students that transcend the expectations placed upon them academically and have used their knowledge and skills to contribute in incomparable ways to both their school and their community.

Posse Foundation

The Posse foundation commends students from public high schools who have exceptionally good grades and potential for leadership. Mater Academy FBLA member Jose Arrieta was chosen and now holds the honorable title of a Posse Scholar.

Business Achievement Award

The Business achievement award is a show of appreciation for the determination that FBLA members put into a variety of activities to develop their leadership skills. These skills will help them in the business world in unimaginable ways. For this reason, students who participate in such activities receive recognition at the local, state and national levels. Last year, two members were recognized with the prestigious business achievement America Level Award.

Miami-Dade College Graduates

Numerous Mater FBLA members completed the Miami-Dade College Dual Enrollement program. This allowed them to graduate with their Associates degree, while simultaneously graduating from high school. This 60-credit program saved participants money and time, as well as helped them improve their GPA's for college applications.



SLC
 2017 State Leadership Conference
 > Total Participants: 81
 > Total Winners: 40

NLC
 2017 National Leadership Conference
 > Total Participants: 40
 > Total Winners: 7

DLC
 2018 District Leadership Conference
 > Total Participants: 79
 > Total Winners: 51



DARE TO TRIUMPH
**COMPETITIVE EVENT
 WINNERS AND PARTICIPANTS**

2017 State Leadership Conference

Place	# of Event Wins
1 st	13
2 nd	6
3 rd	5
4 th	3
5 th	3
Recognition	10

2017 National Leadership Conference

Event Participant(s)	Place
Emerging Business Issues <i>Adriana Pereira Arelys Rodriguez</i>	4 th
Local Chapter Annual Business report <i>Elanny Lago</i>	4 th
Business Financial Plan <i>Hector Bibilonia, Roberto Garcia</i>	5 th
Social Media Campaign <i>Crystal Thames</i>	7 th
Electronic Career Portfolio <i>Lauren Batista</i>	7 th

The Mater Academy FBLA Chapter has had a successful year and members continue to prepare their prejudged events and practice their performances in hopes of having another successful year at the FBLA National Leadership Conference. As members continue on their competitive journeys, they remember to always work hard and *dare to dream*.