

# OHIO ASSOCIATION ANNUAL REPORT FY19



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Welcome BPA Supporters:

As we reflect on this past year, we are excited to celebrate the experiences and accomplishments of the Ohio Association of Business Professionals of America and its 9,865 middle level, secondary, and post-secondary members. Thanks to the generous support of our business and industry partners, we have been able to provide a variety of leadership, service, and competitive opportunities for members throughout the year.

In 2018-2019, we focused our attention on creating high-quality member experiences by offering programming in leadership, encouraging participation in service learning, and hosting competitive events. We reviewed our financial situation, reconciled outstanding debts, and looked for creative and sustainable solutions. We used the year to onboard and orient a new State Advisor, while seeking ways to reinforce our commitment to being bold, audacious, and driven by passion to do what is best for members.

The Ohio Association thanks the business community and career-technical educators for their commitment and support of students in pursuing their passions and reaching their potential. The Ohio Association depends upon strong partnerships and relationships to successfully meet its mission of contributing to the preparation of global professionals through the advancement of leadership, citizenship, academic and technological skills.

Join us in a quick look back at the impact and progress we made together. On the following pages, we share very high-level achievements from the year. The impacts we made together were amazing and set the stage for future success.

Respectfully,

Crystal Dortch  
Education Program Specialist, Office of Career Technical Education  
Ohio Association State Advisor

## 2018-2019 Ohio Leadership Team

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Peter Clark | Region 1  
Northwest High School

Mike Davis | Region 2  
Wellston High School

Amy Sugden | Region 3  
Miami Valley Career Technical Center

Nate Green | Region 4  
Knox County Career Center

Angela Wright | Region 5  
Coshocton Career Center

Andrea Davis | Region 6  
Sylvania Northview High School

Dan Foss | Region 7  
Pioneer Career Center

Jennifer Rue | Region 8  
Wayne County Career Center

Beth Pagan | Region 9  
Polaris Career Center

Tari Nockengost | Region 10  
Akron City Schools

Kris Doran | Region 11  
Trumbull County Career Center

Becky Landon, Chair | Region 13  
West Clermont High School

Todd Seymour | Region 14  
Eastland Fairfield Career Center

Amanda Blackburn | Region 15  
Dublin Coffman High School

Paige Cromwell | Region 16  
Ohio Hi-Point Career Center

Jenifer Conard | Region 17  
Springboro High School

Mary Ellen Swiger | Region 18  
Parma City High School

John Stalcup | Region 19  
Stebbins High School

Joe Spangler | State CEAC Rep  
Upper Valley Career Center

Michael Pozega | State CEAC Rep  
Trumbull County Career Center

Dawn Thompson, Teacher Prep  
Bowling Green State University

Roger Fulk, Postsecondary Advisor  
Wright State University

## 2018-2019 Ohio State Officer Team

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***Back row, left to right:*** Justin Hauser, Vice President; Kaleb Amofa, Parliamentarian, Trinity Robinson, Secretary, and Rhyon Goodman, Treasurer.

***Front row:*** Anna Lemon, Secretary and Danny Partlow, President.

## 2018-2019 Membership

### *National Membership*

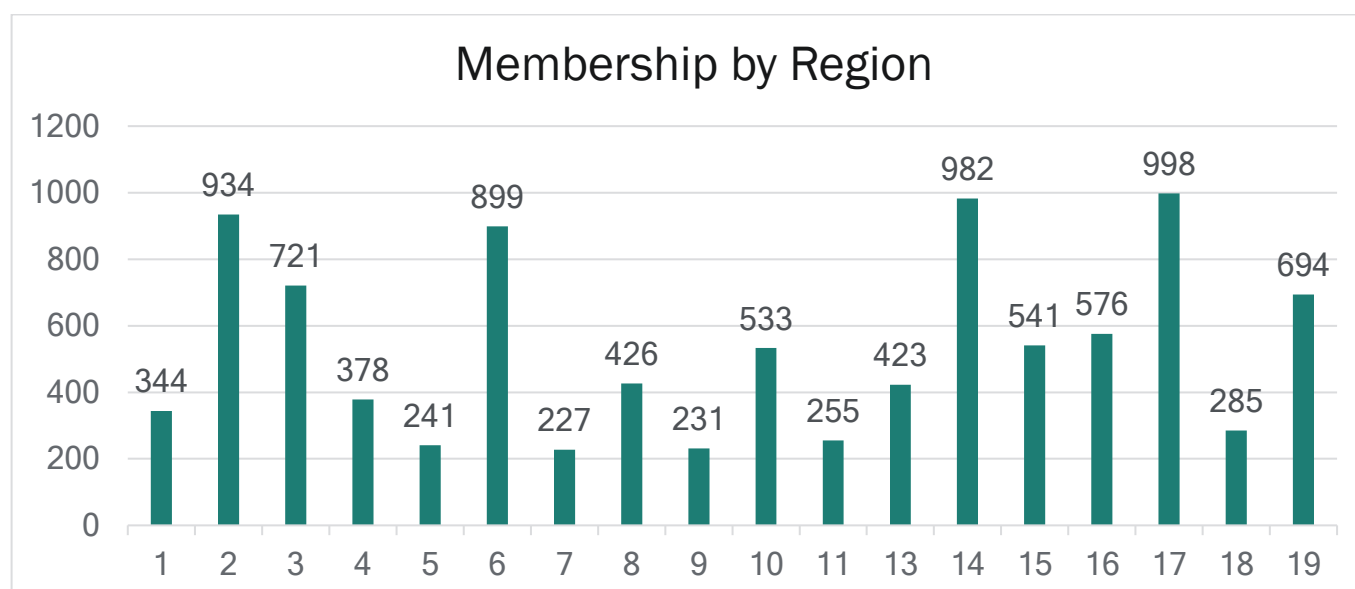
Business Professionals of America is the premier CTSO (Career and Technical Student Organization) for students pursuing careers in business management, information technology, finance, office administration and other related career fields. With 45,000 members in over 1,800 chapters across 25 states and Puerto Rico, BPA is an organization that supports business and information technology educators by offering co-curricular exercises.

### *State Membership*

Within the Ohio Association, 204 chapters across the state contributed to a total membership of 9,865, including middle level, secondary level, and postsecondary level students and advisors. This includes 15 new chapter requests for FY19. Ohio is the top ranked association of the states nationally for total membership.

### *Regional Membership*

The Ohio Association is organized into 18 regions. Below is the breakdown of membership, by region, as of the national deadline of February 15, 2019.



## 2018-2019 Officer Screening

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### 83 Applications | Representing 14 Regions

The 2018-2019 State Officer Screening was held in Dublin, Ohio, on October 8, 2018, with the help and support of nearly 35 volunteers and interviewers. The Association received 83 applications, representing 14 regions, from which 12 candidates were selected to campaign at Fall Leadership Conference.

## 2018-2019 Fall Leadership Conference

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### 1,367 Attendees | 142 Voting Delegates

The 2018-2019 Fall Leadership Conference was held at the Greater Columbus Convention Center on October 31, 2018. Nearly 1,400 students took the opportunity to participate in leadership workshops designed by business and industry partners, postsecondary partners, and military partners.

T-shirt design and trading pin design winners were also announced at Fall Leadership Conference. The artwork can be seen below. The design on the left is from B. Ferrell of Fairfield High School, which was selected to be the theme for the Ohio Association State Leadership Conference apparel



items. The middle design is also B. Ferrell's and was selected to be one of the two trading pin designs for National Leadership Conference (NLC). Finally, the design on the right, by H. Peterson of Delaware Area Career Center, was also selected as a trading pin design for NLC.

**A special thanks to the presenters:** 5 for Life, AEP Ohio, Bowling Green State University, Budros Ruhlin Roe, MetaSolutions, Dispatch Media Group, Knox County Career Center, Men's Wearhouse, Nationwide Insurance, Northwood University, Ohio Business Week, The Ohio State University, Spectrum Reach, and United States Army.

# 2018-2019 State Leadership Conference

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## 2,180 Attendees | 4,000 Volunteer Hours | 195 Statesman

The 2018-19 State Leadership Conference was held at the Hyatt Regency Columbus, on March 14, 2019, and awards were held in the Battelle Grand Ballroom on March 15, 2019. More than 1,800 students competed in open, judged, and non-judged events, as well as earned torch points, for a chance to move on to National Leadership Conference in Anaheim, California.

At the Torch Ceremony, Association members were celebrated for participating and documenting more than 90,000 torch points and earning 195 Statesman Torch Awards. The Statesman Award is awarded to students who have earned a minimum of 50 points in each torch category. The Association also introduced a new award, Statesman of the Year, which is given to the individual with the highest number of overall torch points. This year's recipient was Rhyan Goodman, from Tolles Career Center.

The Grand Awards Session kicked off with Lieutenant Dreska sharing an inspirational message about teamwork, leadership, and persistence as it related to his military career. Superintendent DeMaria also addressed the members and offered encouragement and recognition of their efforts. Association members were thanked by athlete, Jessica Komyati, for donating more than 4,000 volunteer hours and \$31,000 to Special Olympics Ohio. In fact, Greenville County Career Center was the highest contributing school, by the deadline, having donated more than \$11,000 to Special Olympics Ohio. Furthermore, Greenville County Career Center earned the Volunteer Hour plaque, for having donated more than 3,142 hours of community service.

To conclude the program, members were awarded more than 1,000 medals for top ten finishes and 200 trophies for top three finishes in middle level and secondary level competitive events. More than 500 members were eligible to advance to National Leadership Conference.

**A special thanks to our guests:** *Lieutenant Dreska, Superintendent DeMaria, Dr. LouAnn Ross, Jessica Komyati, and national parliamentarian Aliya Patterson.*

**A special thanks to our supporters:** *Judges, Proctors, and Graders, Alumni Evan Faidley, Alumni Hailey Miller, U.S. Army, Drury Inn, and our interns.*

**A special thanks to our partners:** *Donnie Perry (scoring), Pam Bell (scoring), Roger Fulk (grading), Peak Moments Photography, ICOMM productions, Computer Rental Systems (CRS), U.S. Army, PSAV, Conference Direct, The Meeting Connection Inc., and Village Trophy.*



# 2018-2019 National Leadership Conference



## 710 Attendees | 164 Certifications

The 2018-19 National Leadership Conference(NLC) was held May 1 to May 6, 2019, in Anaheim, California. The Association participated in NLC with 6,127 attendees, 4,000 of which were competitors, in 96 different events.

The Association earned 130 top ten finishes, 44 top three finishers, and 13 national winners. Ohio also took first, second, and third in the “Stukent Social Media Challenge” sponsored through National BPA. Members were also encouraged to participate in the Precision Exams open lab for opportunities to earn certifications. Ohio members attempted 230 certifications and earned 164.

Finally, 31 Association voting delegates represented Ohio in a mandatory business meeting, caucus, and voting delegate session. At the Grand Awards Finale, Rhyan Goodman from Tolles Career Technical Center and Kaleb Amofa from Colerain High School were elected as National Officers.

## First Place Finishes

Buckeye Career Center (06-0650)	Parliamentary Procedure Team (S)
Butler Tech/Colerain Middle School (06-0696)	Graphic Design Promotion (ML)
Butler Tech/Fairfield Twp. Campus/D.Russel Lee	Network Design Team (S)
Ellet High School (06-0073)	Parliamentary Procedure Team (S)
Firestone High School (06-0573)	ICD-10 Diagnostic Coding (S)
Franklin Monroe High School (06-0663)	Banking and Finance (S)
Gallia Academy High School (06-0684)	Cybersecurity/Digital Forensics (ML)
Miami Valley Career Tech Center (06-0154)	Computer Network Technology (S)
Penta Career Center (06-0188)	Computer Security (S)
Pickerington North High School (06-0311)	Video Production Team (S)
Trumbull Career & Technical Center (06-0259)	Digital Media Production (S)
Trumbull Career & Technical Center (06-0259)	Promotional Photography (ML)
White Oak Middle School (06-0715)	Website Design Team (ML)

## Chapters of Excellence

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Batavia High School

Butler Tech/Northwest Finance

Franklin Monroe High School

Riverside High School / Ohio Hi-Point

Rogers High School Accounting Chapter

Springfield-Clark Career Technical Center

Wayne County Schools Career Center

West Clermont High School / Great Oaks

## Community Service Award

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Batavia High School

Butler Tech/Northwest Finance

Greenville Senior High School

Riverside High School / Ohio Hi-Point

Rogers High School Accounting Chapter

## Marketing and Public Relations

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Batavia High School

Butler Tech/Northwest Finance

Riverside High School / Ohio Hi-Point

Rogers High School Accounting Chapter

Springfield-Clark Career Technical Center

Tolles Career and Technical Center

Wayne County Schools Career Center

West Clermont High School / Great Oaks

## Safety Awareness

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Butler Tech/Northwest Finance

## Service Learning, Individual

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Nathaniel Davis

Franklin Monroe High School – MVCTC

## Special Olympics

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Batavia High School

Butler Tech / Northwest Finance

Greenville Senior High School Chapter 3

Wayne County Schools Career Center

## Years of Service

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### *10 Years of Service*

Gerald	Bascuk	Sylvania Southview High School
Chris	Bergert	Canton South High School
Lisa	Clements	Cuyahoga Valley Career Center
Paige	Cromwell	Ohio Hi-Point Career Center
Bob	Melczak	Columbiana Co. Career Center
Adam	Priefer	Centerville High School
Todd	Seymour	Eastland Career Center
Dan	Wyandt	Penta Career Center

### *15 Years of Service*

Kimberly	Brendel	Tallmadge High School
Peg	Curts	North Union High School
Janelle	Cuva	Roosevelt High School
Ron	Kauffman	Swanton Local Schools
Laura	Kocher	Eastland Career Center
Rebecca	Landen	West Clermont HS/Great Oaks
Jami	Little	Cuyahoga Valley Career Center
Jennifer	Pluta	Lorain County JVS
Nathan	Sharp	Greenville High School
Jim	Williams	Butler Tech/Colerain High School
Brad	Wright	Medina Co. Career Center

## Years of Service (Continued)

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### 20 Years of Service

Tammy	Klein	Knox County Career Center
Joseph	Spangler	Sidney High School

### 40 Years of Service

Sue	Lake	Mid-East CTC - Zanesville
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## BPA Certification Series

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*Business Professionals of America offers an enhanced certification series for advisors and students to provide membership with information and resources.*

Certification Series	Number of National Certifications	Number of Ohio Certifications
Advisor Cert. Series	34 Certs	4 Advisors
Student Cert. Series	495 Certs	202 Students

## Torch Awards

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*The Business Professionals of America Torch Awards Program is designed to promote professionalism and leadership in both career development and personal growth.*

	Diplomat Awards	Statesman Awards	Ambassador Awards
Nationally	868	1,440	844
Ohio	248	195	169

## Presidential Volunteer Service Award

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*The President's Volunteer Service Award recognizes individuals, families and groups that have achieved a certain standard and is measured by the number of hours of service over a 12-month period as well as cumulative hours earned over the course of a lifetime. This award is a national award created by the White House President's Council on Service and Civic Participation.*

This year, 27 awards were given at National Leadership Conference, six of which were to students from the following Ohio schools:

**Batavia High School (4), Franklin Monroe High School (1), Tolles Career and Technical Center (1)**

## Future NLC Sites

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Year	City	Hotel	Dates
2020	National Harbor, MD	Gaylord National	May 6-10 <sup>th</sup>
2021	Orlando, FL	Coronado Springs	May 5-9 <sup>th</sup>
2022	Dallas, TX	Hilton Anatole	May 4-5 <sup>th</sup>
2023	Anaheim, CA	Hilton & Marriott	April 26-30 <sup>th</sup>
2024	Chicago, IL	Hilton Palmer House	April 25-29 <sup>th</sup>
2025	Orlando, FL	Gaylord Palms	May 7-11 <sup>th</sup>
2026	Nashville, TN	Gaylord Opryland	May 6-10 <sup>th</sup>

## 2018-2019 State Goals

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- ☑ **Goal 1: Reduce FY18 Accounts Receivable from \$37,139.25 to less than \$5,000.** Ohio Association is still owed \$310.00 from FY18 State Leadership Conference. This includes a \$4,285.00 write off as uncollectible, which will post in FY19.

**Accounts Receivable \* FY18:** Bowsher High School (\$221.00, membership); ECOT (\$190.00, membership); Ohio Hi-Point MECHS (\$90.00 FLC); Whitmer High School (\$1,581.00 SLC); Ellet High School (\$160.00 SLC18); South-Western Academy (\$100.00 SLC)

*\*Includes accounts documented in the FY19 posted write off*

- ☑ **Goal 2: Breakeven on Fall Leadership Conference**

According to the Profit & Loss Budget Analysis report provided on July 2, 2019, Business Professionals of America, Ohio spent \$39,903.91 on the 2018-2019 Fall Leadership Conference. The Association received \$40,293.00 in registration revenue and \$550.00 in exhibitor and sponsorship revenue. Thus, the 2018-19 Fall Leadership Conference had a net operating profit of \$939.09.

- ☑ **Goal 3: Increase Followers on Instagram by at least 10%**

At the beginning of the fiscal FY19 year, the Ohio Association had only 230 followers on Instagram. This social media platform is the primary source of highlighting and spotlighting members, alumni.

- ☒ **Goal 4: Increase Secondary Membership by 10%**

According to the Ohio Membership report from National Business Professionals of America, Ohio had 9,326 members in FY18. In that same report, Ohio had 9,865 registered members. This is an increase of 539 members, or 5.88% growth.

- ☒ **Goal 5: Find Sponsorships for Student Scholarships**

Historically, Ohio has awarded four, \$1,000 scholarships to students pursuing postsecondary education and training in business careers. The scholarships have been dedicated to Business Professionals of America, Ohio Association Alumni and Advocates. This year, there was a concerted effort to raise \$4,000 in sponsorships for these awards. Only \$3,000 was raised, including donations by B.I.T. and Conference Direct. The Ohio Association did not meet this goal.

- ☒ **Goal 6: Break Even in FY19**

The Ohio Association posted a loss of \$25,416.75 for FY18. In FY19, the Association posted a loss of \$4,330.26.

## 2019-2020 State Goals

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- **Goal 1:** Increase organizational sustainability by developing diverse funding streams. Specifically, increase business and industry sponsorships from \$3,800 (FY19) to at least \$20,000 by June 30, 2020.
  
- **Goal 2:** Move Ohio Association content to National WordPress website, to provide consistent branding and access. *Note: All content is still locally operated and controlled.*
  
- **Goal 3:** Assess areas where the association can benefit from training, resources, or other development activities and create a plan to meet those needs.
  
- **Goal 4:** Develop a comprehensive alumni engagement plan that identifies new initiatives and development opportunities for alumni.
  
- **Goal 5:** Move state officer elections to State Leadership Conference.
  
- **Goal 6:** Increase overall membership in the Ohio Association by 10%. This should include a concentrated focus on middle and post-secondary levels.

## 2018-2019 Association Partners

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AEP Ohio

Business Information and Technology Association (BIT)

Bowling Green State University

Columbus Collisions Education Group Inc

Conference Direct

Dispatch Media Group (DMG)

MBA Research and Curriculum Center

Men's Wearhouse

Modern College of Art and Design

Nationwide Insurance

Northwood University

Ohio Business Week

Ohio Insurance Institute

Special Olympics Ohio

U.S. Army

University of Toledo