



# LOCAL CHAPTER ANNUAL BUSINESS REPORT

FUTURE BUSINESS LEADERS OF AMERICA  
A LEGACY OF LEADERSHIP ♦ 2016-2017



2016-2017  
Hazen Chapter #8090  
Hazen High School  
Renton, Washington  
Calvin Huynh, Kira Kusumi, Ashley Vo

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2016-2017  
Local Chapter Annual  
Business Report

Hazen High School  
"Vincemus"

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# LETTER FROM THE PRESIDENTS



## Chapter Executive Officers

### Co-Presidents

Ryan Breske  
Amy Chin



### Vice-President

Jennifer Tran



### Treasurer

Ashley Vo



Dear Hazen FBLA Members,

This has been an outstanding year for our Hazen FBLA Chapter. Our advisor, Mr. Rustemeyer has put in many hours to cultivate our strong membership and goes above and beyond the call of duty to make sure each individual member finds success. It is thanks to the dedication of him, your exec board, and most importantly you that we have risen to the high level of achievement we are at today.

Our participation in school, community, and FBLA sponsored events has continued to improve each year. Nearly 75 percent of our Chapter partook in the Washington FBLA Winter Regional Conference in February with roughly 70 percent of the members qualifying for the Washington FBLA State Business Leadership Conference in April. This demonstrates not only the hard work and dedication of each of you, but also the beginning of a great tradition of Hazen's chapter success that should continue on for years to come. These achievements along with our members' willingness to support school events, and community service projects have set Hazen FBLA up to become one of the most respected student organizations in the school.

As Chapter Co-President, it has been my pleasure to get to know each of you this year, and it has been my honor to watch some of our first year members discover the tremendous impact that FBLA can have. Congratulations to all those who have qualified for State, I am so proud of your progress this year and I hope you are able to bring your talents all the way to Nationals. To those of you who did not qualify for State, I would like to thank you for all the work you put in and I urge you to remember that what you did this year will not have been in vain if you learn from it. I am confident that Hazen FBLA is on a path to success that few groups can ever hope to be on. It has been fruitful for us already and will only get better as we continue to work hard. Good luck and I hope to see many of you in Anaheim for Nationals!

Best Wishes,

Ryan J Breske, 2016-2017 Chapter Co-President



Dear FBLA Members,

I am beyond proud of the achievements the Hazen FBLA chapter has already accomplished in this portion of the year. As co-president of the Hazen chapter I was able to see up close the rapid expansion of our chapter membership that went from around 50 students in the 2015-2016 school year to around 140 students this year. I know that I can take only minimal credit for this praise worthy accomplishment because in the end this success of Hazen FBLA depends on its members.

Member participation in both FBLA events and school events this year were just as memorable. With the highest attendance at Fall Leadership Conference, 110 registered members for Winter Regional Conference and 70 members qualifying for State Conference, these extremely high numbers in comparison to those of last year reflect the determination and high quality of the chapter's new members. In the face of a much larger group the funds, required to make State affordable, has risen at almost a higher rate than chapter membership but the willingness and dedication of these new and old members combined have helped form many fundraising opportunities that far exceed the pace of last year's fundraising. By selling buddy shirts and candy grams, volunteering at community events and planning out a monthly fundraiser, the Hazen chapter is well on its way to provide the money to create an amazing experience at State Conference for everyone without the stress of finances.

I must once again applaud the character of Hazen FBLA members as they continually strive to reach their true potential in their participation and success in the activities that they pursue, both at the competition level and the chapter level. The astounding progress of Hazen High School's FBLA chapter makes me proud to bear the title of co-president and I encourage all members to continually pursue the greatness that I know they are capable of as I have already seen it.

Best Wishes,

Amy Chin, 2016-2017 Chapter Co-President

## Chapter Executive Officers

### Secretary

Kevin Nguyen



### Public Relations Chair

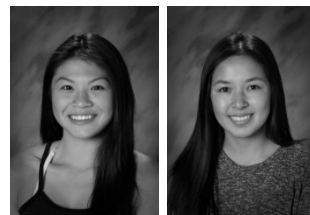
Anthony Glaefke



### Fundraising/Event Planning Chairs

Elena Nguyen

Brittney Tang

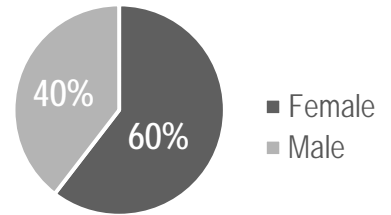
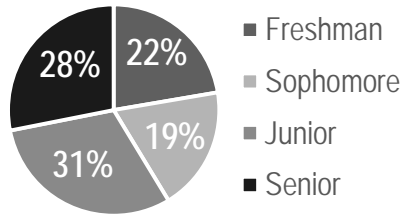


# CHAPTER PROFILE



## Number of Members

Constantly increasing membership, the Hazen FBLA Chapter now consists of 134 members. This is almost a 200% increase from last year's membership of 52. The club members are very diverse partaking in many other activities such as Drill Team, service clubs and Leadership. FBLA is the organization that brings them together.



## Size of School and Community

**School** Hazen High School is located in the Renton Highlands of Renton, Washington. Hazen was named after Oliver M. Hazen who served as the Renton School District Superintendent from 1936-1966. Hazen High first opened its doors in 1968. Its mascot became the Highlander and used the colors green, gold and blue to represent the new school. From 2000 to 2005, Hazen received an extensive remodeling which added a new student commons and an auditorium.



**Community** Renton, Washington is an urban, west coast city located within King County that has a population of approximately 100,000 people. Renton was established back in 1901 when coal mining and lumber were the most important economic industries in the area. The population drastically increased during World War II when Boeing built their Renton Factory, which provided many new jobs. Over the years, Renton has consistently influenced politicians and companies to create major roadways and build stores in the Renton area.



# PROGRAM OF WORK AND RECRUITMENT ACTIVITIES



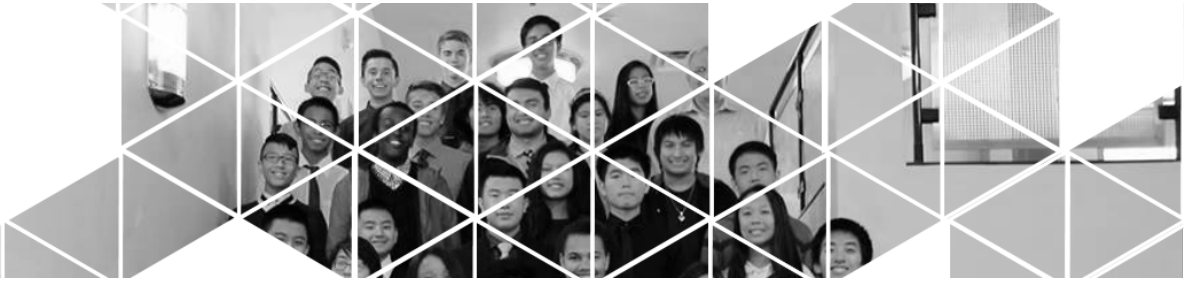
CHAPTER LEADERSHIP	FUNDRAISING AND FRIENDRAISING	CHAPTER MEETING DATES
<ul style="list-style-type: none"> <li>• Presidents: Ryan Breske and Amy Chin</li> <li>• Vice-President: Jennifer Tran</li> <li>• Treasurer: Ashley Vo</li> <li>• Secretary: Kevin H. Nguyen</li> <li>• Public Relations: Anthony Glaefke</li> <li>• Fundraising and Event Planning: Elena Nguyen and Brittany Tang</li> </ul>	<ul style="list-style-type: none"> <li>• Reduce cost of state</li> <li>• Retain members</li> <li>• Send as many people to nationals</li> <li>• Hard work, planning, organization</li> <li>• Pride, Unity, Achievement</li> </ul>	<ul style="list-style-type: none"> <li>• 2<sup>nd</sup> and 4<sup>th</sup> Tuesday of every month</li> <li>• In the Activity Room</li> </ul>
BUSINESS GROUPS NEAR US WE CAN CONNECT TO	COMMUNITY SERVICE PROJECT	HOW DO WE WANT TO BUILD LEADERS IN OUR CHAPTER
<ul style="list-style-type: none"> <li>• King and Bunny's</li> <li>• State Farm</li> <li>• Krispy Kreme</li> <li>• Taco Time</li> </ul>	<ul style="list-style-type: none"> <li>• Clothing drives</li> <li>• Food drives</li> </ul>	<ul style="list-style-type: none"> <li>• Making everyone feel accepted and valued!</li> <li>• Delegate</li> </ul>
OTHER RELATIONSHIPS WE NEED TO BUILD	SPEAKERS WE COULD INVITE TO OUR CHAPTER	WHO IN YOUR CHAPTER WANTS TO RUN FOR STATE OFFICE?
<ul style="list-style-type: none"> <li>• Rotary Club of Renton</li> <li>• Bonding with other chapters</li> <li>• Other local businesses</li> </ul>	<ul style="list-style-type: none"> <li>• Seattle Seahawks</li> <li>• Past FBLA Adviser, Mr. McCabe</li> </ul>	<ul style="list-style-type: none"> <li>• Amy Chin- State Vice President, Puget Sound Region</li> </ul>

## *Recruitment Activities*

Hazen FBLA sent members to one of our local middle schools, McKnight Middle School, to participate in their annual club fair. Our members explained in depth to incoming freshmen what FBLA had to offer and awarded the students who signed the interest sheet. We strategically chose to situate ourselves next to the biggest club at our school, Key Club. Though this, we received over 50 signatures and spread the word out to prospective FBLA members when they should enter high school.

Along with targeting incoming freshmen, we wanted to encourage those in our high school that were already interested, but were hesitant to join. So, during Hazen's club fair, we had the executive board of our club dress up in formal clothes and created a poster board that outlaid the general information of our club.

# DEVELOPMENT, EXPLORATION, AND PREPARATION



## *Leadership Development*

Our FBLA adviser, Mr. Peter A. Rustemeyer, also happens to be the Leadership teacher for our school. He uses his role as both to encourage FBLA members to apply for next year's leadership class and for leadership students to join FBLA. At our meetings, he speaks to us about professionalism and sets an example for us. He allows many of the club officers to speak about what is going on in the club and encourages members to take on roles similar to those of executive officers. In addition, the executive board tends to reach out to the members and asks for their input. There are many instances where members are being provided with the opportunity to act as an unofficial club historian, taking pictures at conferences.

To develop both a community and an opportunity for senior members to lead, we refer newer members to ask for advice and input from senior members rather than just officers.

There have been many opportunities for leadership programs that were sponsored by our career center, like the V.I.B.E.S program for Black students and C.A.S.T.E program for Latino students (both at Washington State University). These programs are only a few among the many provided with another being the Rotary Youth Leadership Awards.



**Chapter Adviser**  
Mr. Peter A. Rustemeyer

## *Career Exploration and Preparation*

One of our means of sharing information is through the career center. The career center is a place where all students can come and learn about the many internships, jobs, and volunteering opportunities. These opportunities provide an outlet for our members to connect to business professionals and provide students with the necessary skills to progress further in their careers. During our meetings, we constantly encourage our members to take advantage of the opportunities that our career center offers. We also work in unison with the career center and outside organizations in order to offer our students the necessary information/opportunities to further themselves.

The career center offers many events where entrepreneurs or other career related personnel speak and share their experiences with students. These events provide an insight not only into the business world, but also in other fields, such as medical, education and government. The business professionals also provide advice to our students that will help them progress towards their goals easier.



# BUSINESS PARTNERSHIP AND CHAPTER FUNDRAISING



## *Business Partnership*

**Renton Rotary** Our chapter has partnered up with the Rotary Club for Renton in the past, and this year we chose to do the same. Renton Rotary provided us with the opportunity to assist at their yearly auction in exchange for a \$500 donation to be distributed amongst our members. About a month and a half before the auction, Hazen FBLA sends 4 students each Thursday to assist with the auctions preparation. The day of the auction, we provide about 25 students to volunteer at the event. Here, the volunteers help set up, run and take down the auction.



## *Chapter Fundraising*

In an attempt to lower costs for State Business Leadership Conference, our chapter has held many fundraisers throughout the year.



**T-Shirts** We first began with club T-Shirts at the beginning of the school year. Club T-Shirts were sold to both members and their families/friends in a “buddy-shirt” style for \$13 a shirt and \$18 for a shirt with customizations.

**Candy Grams** Soon after, the club executive board made “candy grams” for the holiday season to be sold and distributed within the school. All the materials used to make the candy grams were donated and over 100 candy grams were sold.

**Chipotle** Most recently, there was a fundraiser with Chipotle in which we received 50% of the proceeds made within the day from Hazen FBLA supporters. At this event, there were about 20 members who attended and we made around \$90.

SUPPORT HAZEN

**H** FBLA  
AT **WAFBLA**

CHIPOTLE IN  
FACTORIA

SAT MARCH 11<sup>TH</sup>

50% OF YOUR PURCHASE  
GOES TO HELP FBLA



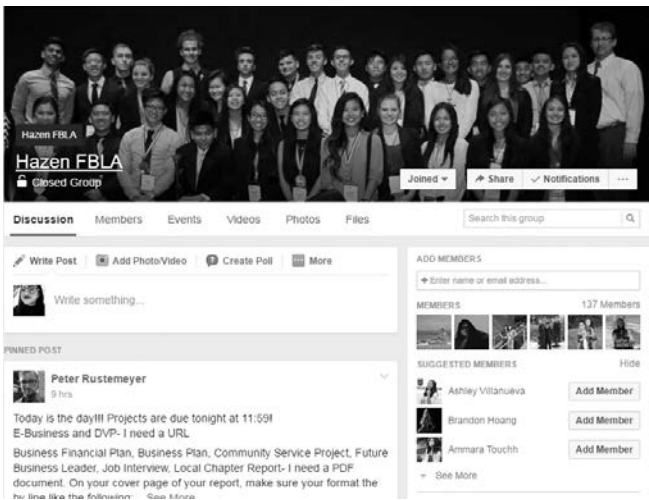


# PUBLIC RELATIONS ACTIVITIES AND CHAPTER PUBLICITY



## Public Relations

Hazen FBLA has made itself known through a multitude of platforms. Our club is known throughout our school because we are constantly in the school announcements and make posts on the Highlander Club Facebook page, which is a club that everyone is a part of. In these announcements, we consistently encourage new members to join and remind members about upcoming meetings. We are active on Twitter and Facebook, where we post important due dates and remind our members about upcoming events.



## Chapter Publicity

Our club has participated in many volunteering events and has worked with many different organizations throughout the year. Our club's continually commitment to volunteering projects has caused Hazen FBLA to be known around our community. For example, this year Hazen FBLA chose to lead our yearly turkey basket project, with our leadership we were able to create 450 turkey baskets and provide assistance to families in our area. Due to our constant participation within our community and the size of our chapter, we have become one of the most well-known clubs in our school and community.



# COMMUNITY SERVICE PROJECTS



## *State and National Project*

**Turkey Baskets** This year, Hazen High School's FBLA chapter chose to lead a food drive project in order to provide Thanksgiving dinners to families in need within the Renton community. Our goal for this project was to provide 300 meals and raise \$4,600 to allow each family a turkey. With joint efforts from the student body of the three schools in the Renton School District, leadership classes and local grocery stores, we were able to assemble 450 turkey baskets and raise over \$8,000. Because there were so many baskets made in comparison to the 230 requested within the community, we decided to disassemble the remaining 220 baskets. The disassembled baskets were then donated to a Salvation Army food bank whose stock was scarce. All the donations were made by standing outside local grocery stores, asking family and friends, as well as creating a classroom competition within the school where classes donated as many baskets as they could create. While FBLA members were tasked to collect, leadership students were asked to assemble during their class time. This sped up our process and made it all much more efficient. Without the efforts of leadership, we would be spending extra hours afterschool to organize the baskets on top of the hours already dedicated. Each basket is comprised of canned fruits, boxed desserts and meals, gravy and gift cards for turkeys.



# CONFERENCE PARTICIPATION AND RECOGNITIONS



## *State Business Leadership Conference 2016*

From April 20<sup>th</sup> to the 23<sup>rd</sup>, Hazen FBLA was in Spokane in order to compete at the State Business Leadership Conference. With 35 members participating, almost 70% of our chapter attended. Along the way, we stopped at the farm where our adviser grew up and spent a little time in an agricultural setting while also swinging on a tire. At state, there were 4 students who placed 18 students who made it as top 15 finalists.

## *National Leadership Conference 2016*

Towards the end of the month of June, the four state placers went to Atlanta, Georgia with our adviser to compete at the National Leadership Conference. While they were there they went to attractions like the World of Coca-Cola and the Georgia Aquarium. At NLC, Hazen had two teams that competed in E-Business, where one placed fifth.

## *Fall Leadership Conference 2016*

Fall Leadership Conference this year was much different than last's. This year, it was held at Tacoma Community College and Hazen was the largest chapter in conference attendance and partook in many of the workshops provided. Our adviser and chapter co-president led one of the workshops and assisted throughout the entire event.

## *Winter Regional Conference 2017*

At Pacific Lutheran University on Saturday, February 4<sup>th</sup>, Hazen High School brought 65 students to compete at the conference in their presentation (with many being absent due to prior commitments). With 100 students who were registered to compete, 73 of them qualified to attend the State Business Leadership Conference. Students were ready to go from 6:30 am and returned at 4:30 pm.

## *State Business Leadership Conference 2017*

Similar to last year, Hazen FBLA plans on taking another trip to Spokane and stopping at the childhood home of our advisor. With 69 students attending, we are required to take two busses, one of which will be shared with another FBLA chapter in our school district, Lindbergh.



# COMPETITIVE EVENT WINNERS AND PARTICIPANTS



## *State Business Leadership Conference 2016*

Computer Game & Simulation  
Cyber Security  
E-Business

Alex Fortescue and Kevin T. Nguyen  
Alan Ngo  
Kathleen Nguyen, Rachel Vuu and Derek Wei (1<sup>st</sup> Place)  
Kate Taylor (2<sup>nd</sup> Place)

FBLA Principles & Procedures  
Future Business Leader

Amy Chin  
Kimberly Dao (Top 15 Finalist)  
Alex Dechenne (Top 15 Finalist)

Global Business

Kevin H. Nguyen and Jennifer Tran (Top 15 Finalist)  
Andrew Cha, Justin La and Alan Ngo  
Richard Huynh and Daniel Nguyen

Health Care Administration

Rachel Vuu (2<sup>nd</sup> Place)  
Monika Santos  
Jennifer Tran

Impromptu Speaking  
Intro. to Business Communications  
Intro. to Business Presentation

Taseen Hossain  
Amy Chin  
Elena Nguyen, Brittany Tang and Ashley Vo (Top 15 Finalist)  
Kevin V. Nguyen and Samantha Yee

Job Interview  
Local Chapter Business Annual Report  
Marketing

Ryan Breske  
Justin Chin, Elena Nguyen and Ashley Vo  
Nick Cortez and Kevin H. Nguyen (Top 15 Finalist)  
Andrew Cha, Calvin Huynh and Daniel Nguyen

Public Service Announcement

Mallory Dickman and Erica Pilot (Top 15 Finalist)  
Kevin Nguyen and Samantha Yee (Top 15 Finalist)  
Anthony Glaefke and Brittany Tang

Public Speaking II  
Sales Presentation

Nick Cortez  
Monika Santos (5<sup>th</sup> Place)  
Taseen Hossain  
Kiana Wong

Social Media Campaign  
Sports & Entertainment Management

Trista Aoki, Amy Chin and Emily Khounmany  
Ryan Breske, Charles Fenske and Nick Cortez

Open Events

Kimberly Dao  
Alex Dechenne  
Anthony Glaefke

State Office Candidates

Lamson Ho (WAFBLA State Secretary, ELECTED)  
Ryan Breske (State Vice President, Puget Sound Region)



# COMPETITIVE EVENT WINNERS AND PARTICIPANTS



## *Winter Leadership Conference- Top Six Qualifiers*

### First Place Winners

Banking and Financial Systems- A. Cheuk and A. Khounmany  
Business Communications- E. Mason  
Business Law- A. Chin  
E-Business- E. Tran and J. Tran  
Health Care Administration- E. Tran  
Hospitality Management- K. Kusumi, L. Ricord and J. Tran  
Introduction to Business- E. Zumwalt  
Management Making Decisions- R. Breske and K. H. Nguyen  
Public Service Announcement- C. Campbell and L. Ho  
Public Speaking II- M. Popal

### Second Place Winners

Business Calculations- A. Vo  
Business Plan- K. Tran and E. Vu  
E-Business- R. Breske, C. Fenske and L. Ho  
Health Care Administration- A. Ngo  
Public Service Announcement- A. Nguyen, K. V. Nguyen and S. Yee  
Sports and Entertainment Management- C. Escott, N. Escott and N. McClane

### Third Place Winners

Business Ethics- T. Aoki, A. Chin and E. Khounmany  
E-Business- J. Huang, N. Nguyen and E. Zumwalt  
Entrepreneurship- S. Lu, C. Miyake and N. Phan  
Global Business- R. Huynh, K. Le and D. Nguyen  
Health Care Administration- J. Tran  
Management Decision Making- T. Aoki, F. Bae and N. Phan  
Marketing- N. Cortez and K. H. Nguyen  
Social Media Campaign- S. Dinh and T. Liang

### Fourth Place Winners

Accounting II- S. Mai  
Business Plan- E. Khounmany, A. Nguyen and K. V. Nguyen  
Client Service- C. Brock-Alexander  
E-Business- E. Pilot, K. Taylor and S. Yee  
Entrepreneurship- A. Glaefke and B. Tang  
Global Business- C. Miyake and R. Ung  
Hospitality Management- A. Nguyen, N. Nguyen and V. Truong  
Job Interview- R. Breske  
Marketing- K. Tran and V. Truong  
Personal Finance- L. Ricord  
Sales Presentation- J. Tran

### Fifth Place Winners

E-Business- S. Dinh and T. Liang  
Economics- J. Chin  
Global Business- K. Daley and L. Johnson  
Marketing- T. Holm and W. Thordarson  
Organizational Leadership- K. V. Nguyen  
Sports and Entertainment Management- T. Holm, L. Ricord and W. Thordarson

### Sixth Place Winners

Accounting II- J. Chen  
Business Ethics- C. Ha, T-A. Le and K. V. Nguyen  
Digital Video Production- K. Carlson, S. Collins and K. Huynh  
E-Business- A. Cheuk and A. Khounmany  
Graphic Design- C. Huynh, S. Le and R. Leung  
Health Care Administration- J. Huang  
Marketing- A. Cha and D. Nguyen  
Organizational Leadership- E. Tran  
Public Service Announcement- F. Bae, H. Orozco and E. Zumwalt  
Sales Presentation- A. Glaefke

