

Accounting Mathematics Concepts – Open Event-Pilot (193)

Description

This competition assesses contestants' knowledge of the application of common calculations in the accounting industry. Contestants will solve mathematical computations based on accounting concepts as they apply to scenarios of accounting in common business practices.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). **Contestants who violate this rule will be disqualified.**

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of accounting mathematics concepts
- Apply mathematical skills to accounting related problems
- Calculate financial statement amounts and ratios
- Perform depreciation under a variety of methods
- Perform computations related to stocks and dividends
- Account for bonds issuances, retirements, and payment of interest
- Solve problems with the time value of money
- Perform computations related to inventories under a variety of inventory methods
- Calculate employee earnings and payroll related items
- Solve problems related to notes payables and notes receivables
- Calculate vertical and horizontal analysis of financial statements
- Solve problems related to operating budgets
- Perform cost-volume profit analysis
- Perform calculations using foreign exchange rates
- Solve problems related to uncollectible accounts
- Perform calculations related to departmentalized accounting

Method of evaluation

Objective Test

Length of event

No more than sixty (60) minutes testing time allowed.

Entries

Unlimited

Reference materials may *not* be used for any Open Event

Advanced Accounting (S) (110)

Description

Assessment of intermediate and advanced accounting principles utilizing manual procedure. Contestants analyze, journalize, and update accounts in order to prepare financial reports/statements for partnerships and corporations.

Eligibility

Any secondary student member may enter this event. Contestant may *not* enter Fundamental Accounting and Advanced Accounting in the same year.

Contestant must supply

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). **Contestants who violate this rule will be disqualified.**

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Complete and explain the purpose of the various steps in the accounting cycle
- Apply generally accepted accounting principles (GAAP) to determine the value of assets, liabilities, and owner's equity
- Prepare, interpret, and analyze financial statements and reports for service and merchandising businesses
- Analyze and record cash and accounts receivable and payable transactions
- Determine and record uncollectible accounts receivable
- Determine interest and maturity value of a promissory note
- Calculate inventory valuation using various methods
- Classify assets and liabilities
- Analyze and record transactions affecting assets, liabilities, equity, revenues, and expenses
- Update accounts through adjusting and closing entries
- Calculate financial ratios
- Implement procedures including revenue, costs, and income statements for departmental accounting
- Apply accounting concepts for sole proprietorships, partnerships and corporations

Method of evaluation

Application and Objective Test

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

This event is sponsored by:



Banking & Finance (145)

Description

Demonstrate and apply fundamental knowledge of the banking industry. This entry-level event tests the contestant's knowledge of bank operations, bank services, loans, credit administration, and customer service.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). **Contestants who violate this rule will be disqualified.**

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Evaluate services provided by financial deposit institutions to transfer funds
- Analyze factors that affect the choice of credit, the cost of credit, and the legal aspects of using credit
- Analyze the functions of commercial paper, secured transactions, and bankruptcy
- Apply mathematical operations to solve problems
- Identify the primary functions of banks and other financial institutions
- Distinguish between banks and other financial institutions and the services provided by each
- Identify basic rules and procedures for handling cash
- Describe the FDIC's role in the banking industry
- Describe procedures for electronic banking
- Define practices related to the use of checks and other negotiable instruments
- Perform the steps needed to open, maintain and reconcile a checking account
- Describe types of loans and practices related to obtaining a loan
- Define and calculate interest
- Describe the advantages and disadvantages of different savings and investing plans
- Identify government regulations in banking
- Identify procedures for prevention of bank fraud and/or identity theft
- Define the roles and purposes of the Federal Reserve

Method of evaluation

Application and Objective Test

Length of event

No more than sixty (60) minutes testing time

Entries

Each state is allowed five (5) entries

This event is sponsored by:



Economic Research Individual (S) (155)

Description

One economic research topic is selected by the National Center and provided at the beginning of the school year. The contestant will conduct research on the topic and present findings in a research paper, an oral presentation, and respond to questions from a panel of judges.

Eligibility

Any student member may enter this event. Each contestant may submit only one (1) research paper. Contestants participating in national level competition must be registered for the event prior to submission deadline for technical judging. Contestants must participate in both parts of the competition in order to be ranked.

Contestant must supply

One envelope containing the materials as listed in the specifications section.

Notes or note cards for oral presentation (optional).

Presentation device

Presentation software

Sound cards (optional)

External speakers (optional)

Projection system (optional)

Digital presentation tools (no props or videos will be allowed) (optional)

No Internet access will be provided on-site at the NLC; however, contestants/teams may provide their own access to be used only for their presentation to the judges.

Teams must bring all supporting devices (e.g., extension cords, power supply, etc.).

Carry-in and set-up of equipment must be done solely by the team and must take place within the time allotted

Business Professionals of America assumes no responsibility for hardware/software provided by the team. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge and understanding of basic economic concepts in exploring and analyzing global and domestic economic issues
- Evaluate research and communicate findings both orally and in writing
- Explore basic economic concepts that affect the workplace
- Identify economic systems
- Explain how economic growth can be promoted and measured
- Conduct research using various resources and methods
- Analyze basic economic problems

Specifications

- This is a pre-submitted event. See instructions for submissions.
- The completed research paper and an [Individual Entry Form](http://www.bpa.org/submit) must be uploaded to the National Center at <http://www.bpa.org/submit> in .pdf format no later than 11:59 p.m. Eastern Time on April 1, 2017.
- Contestants will receive an automated response confirmation at the time of submission. Individual confirmation of receipt cannot be provided by the National Center.
- No fax or mailed copies will be accepted.

- No exceptions can be made for missed deadlines due to incorrect submission or technical difficulties.
- Multiple submissions cannot be accepted.
- Contestants must be registered for national level competition prior to submission of materials. The contestant number must be included as indicated.
- Materials from non-registered contestants, those missing contestant number and/or projects received after the deadline cannot be accepted.
- The research paper must follow the Report format located in the [Style & Reference Manual](#). (Note: no title page is required.) Header information on the first page of the report should be as follows: Contestant ID Number (Sender's ID Number – XX-XXXX-XXXX), Harvey Rosen (Recipient's Name), Financial Services Department (Recipient's Department), and Current Date.
- Length of document is limited to seven (7) double-spaced, single-sided, numbered pages with one-inch margins. The Works Cited page(s) is/are not included in the seven pages; however any graphs, tables or charts included will be included in the seven page limit. **JUDGES WILL NOT READ ADDITIONAL PAGES BEYOND THE SEVEN (7) ALLOWED PAGES.**
- Each research paper must reflect the contestant's own research, writing, and original thinking.
- Contestant may use **one** laptop/notebook computer and projection equipment for presentation. Those who want to use computer/projection equipment for presentation **must** provide their own equipment. Carry-in and set-up of equipment must be done solely by the contestant and take place within the time allotted.
- The research paper and entry form must be keyed/word processed.
- No changes can be made to the paper after the date of submission.
- Each paper must include word processed Works Cited page(s) which follows the [Style & Reference Manual](#) format.
- One (1) copy of the completed research paper, including Works Cited, and one (1) copy of the [Individual Entry Form](#), including signatures, must be submitted at the time of the presentation at the NLC at both Preliminary and Final Competition.
- The length of the presentation will be no more than seven (7) minutes.
- **The presentation will be stopped at seven (7) minutes and will be followed by judges' questions.**
- Notes or note cards may be used.

Topic

Government officials disagree on how to adjust their local, state, or national economies. Some promote expansionary fiscal policy, while others promote contractionary fiscal policy. Imagine that you are the economic policy advisor for a government official who has asked you to research and determine his/her policy position for an upcoming speech to their constituents. Your research may include, but is not limited to:

- The impact on consumers and producers of instituting a "sin tax".
- The impact on consumers and producers of a tax rebate.
- The impact on consumers and producers of increasing government spending on public goods and services.
- The impact on consumers and producers of reducing two or more department's budgets within the budget.

Contestants who do not submit an entry that follows this topic will be disqualified.

Method of evaluation

Technical Scoring Rubric

Presentation Scoring Rubric

Length of event

No more than three (3) minutes set-up time

No more than seven (7) minutes presentation time

No more than five (5) minutes for judges' questions

Finals may be included at state and national levels

Entries

Each state is allowed three (3) entries

Contestants in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for technical judging cannot be returned and will *not* be available at NLC.

Economic Research Individual (S) (155)

Judge Number _____

Contestant Number _____

Technical Scoring Rubric

Contestant Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes (Disqualification)	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the disqualification below:		
Contestant followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No (Disqualification)

Items to Evaluate RESEARCH PAPER	Below Average	Average	Good	Excellent	Points Awarded
Contestant submitted the correct information and in the correct format. <ul style="list-style-type: none"> Individual Entry Form – .pdf format (must be keyed, but does not have to be signed for pre-submission) Research Paper – .pdf format <p><i>All points or none are awarded by the technical judge.</i></p>				10	
Comprehension of Topic Demonstrates understanding of subject matter	1-5	6-10	11-15	16-20	
Organization and Expansion of Ideas Argument follows logical progression	1-5	6-10	11-15	16-20	
Introduction/Summary Logical argument, evidence to support conclusions, compelling summary	1-5	6-10	11-15	16-20	
Creativity Diverse resources, creative angle on the issue, originality, inventiveness	1-5	6-10	11-15	16-20	
Writing Skills Correct grammar, spelling, punctuation, concise language, sentence structure	1-5	6-10	11-15	16-20	
Overall Effectiveness of Research	1-5	6-10	11-15	16-20	
TOTAL TECHNICAL POINTS (130 points maximum)					

Contestant is required to format research paper according to the [Style & Reference Manual](#).

Economic Research Individual (S) (155)

Judge Number _____

Contestant Number _____

Presentation Scoring Rubric

Evaluation of Oral Presentation	Below Average	Average	Good	Excellent	Points Awarded
Opening and summary	1-5	6-10	11-15	16-20	
Content of presentation	1-5	6-10	11-15	16-20	
Effectiveness of presentation: Voice projection, transitions, flow, stage presence, etc.	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (80 points maximum)					

Specification Points Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per contestant, not per judge.		Points Awarded
Set-up lasted no longer than three (3) minutes – 5 points Presentation lasted no longer than seven (7) minutes – 5 points	10	
Documentation submitted at time of check-in: Keyed and signed Individual Entry Form (1 copy) and Research Paper (1 copy) <i>Must have copies for preliminaries and finals</i>	10	
Word processed Research Paper and Works Cited page(s) followed the Style & Reference Manual	10	
TOTAL SPECIFICATION POINTS (30 points maximum)		

TOTAL MAXIMUM POINTS = 240

PRESENTATION WILL BE STOPPED AT SEVEN MINUTES

Economic Research Team (S) (160)

Description

One economic research topic is selected by the National Center and provided at the beginning of the school year. The team will conduct research on the topic and present findings in a research paper, an oral presentation, and respond to questions from a panel of judges.

Eligibility

Any student member may enter this team event. A team will consist of 2-4 members. Each team may submit only one (1) research paper. Contestants participating in national level competition must be registered for the event prior to submission deadline for technical judging. Teams must participate in both parts of the competition in order to be ranked.

Team must supply

One envelope containing the materials as listed in the specifications section.

Notes or note cards for oral presentation (optional).

Presentation device

Presentation software

Sound cards (optional)

External speakers (optional)

Projection system (optional)

Digital presentation tools (no props or videos will be allowed) (optional)

No Internet access will be provided on-site at the NLC; however, contestants/teams may provide their own access to be used only for their presentation to the judges.

Teams must bring all supporting devices (e.g., extension cords, power supply, etc.).

Carry-in and set-up of equipment must be done solely by the team and must take place within the time allotted

Business Professionals of America assumes no responsibility for hardware/software provided by the team. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge and understanding of basic economic concepts in exploring and analyzing global and domestic economic issues
- Evaluate research and communicate findings both orally and in writing
- Explore basic economic concepts that affect the workplace
- Identify economic systems Explain how economic growth can be promoted and measured
- Conduct research using various resources and methods
- Analyze basic economic problems

Specifications

- This is a pre-submitted event. See instructions for submissions.
- The completed research paper and a [Team Entry Form](http://www.bpa.org/submit) must be submitted to the National Center at <http://www.bpa.org/submit> in .pdf format no later than 11:59 p.m. Eastern Time on April 1, 2017.
- Contestants will receive an automated response confirmation at the time of submission.
- Individual confirmation of receipt cannot be provided by the National Center.
- No fax or mailed copies will be accepted.

- No exceptions can be made for missed deadlines due to incorrect submission or technical difficulties.
- Multiple submissions cannot be accepted.
- Teams must be registered for national level competition prior to submission of materials.
- The team number must be included as indicated.
- Materials from non-registered contestants, those missing chapter number and/or projects received after the deadline cannot be accepted.
- No changes can be made to the paper after the date of submission.
- The research paper must follow the Report format located in the [Style & Reference Manual](#). (Note: no title page is required.) Header information on the first page of the report should be as follows: Contestant ID Number (Only one Sender's ID – XX-XXXX-XXXX), Harvey Rosen (Recipient's Name), Financial Services Department (Recipient's Department), and Current Date.
- Length of document is limited to seven (7) double-spaced, single-sided, numbered pages with one-inch margins. The Works Cited page(s) is/are not included in the seven pages; however any graphs, tables or charts included will be included in the seven page limit. **JUDGES WILL NOT READ ADDITIONAL PAGES BEYOND THE SEVEN (7) ALLOWED PAGES.**
- Each research paper must reflect the contestant's own research, writing, and original thinking.
- **Contest presentation**
- Team may use **one** laptop/notebook computer and projection equipment for presentation. Those who want to use computer/projection equipment for presentation **must** provide their own equipment. Carry-in and set-up of equipment must be done solely by the team and take place within the time allotted.
- The research paper and entry form must be keyed/word processed.
- No changes can be made to the paper after the date of submission.
- Each paper must include a word processed Works Cited page(s) which follows the [Style & Reference Manual](#) format.
- One (1) copy of the completed research paper, including Works Cited, and one (1) copy of the [Team Entry Form](#), including signatures, must be submitted to the NLC, at both Preliminary and Final Competition.
- The length of the presentation will be no more than seven (7) minutes.
- **The presentation will be stopped at seven (7) minutes and will be followed by judges' questions.**

Topic

There has been discussion in the most recent presidential race from members of both parties regarding the end of free trade agreements such as the North American Free Trade Agreement (NAFTA). Research the costs and benefits of free trade and the impact on the United States if the discussions come to fruition.

Your research may include but is not limited to:

- What is creative destruction and its impact on the U.S. economy?
- Globalization's effects on U.S. manufacturing, both for producers and consumers.
- Trade adjustment assistance and job restructuring/retraining in the U.S.
- What is the impact of becoming isolationists and closing our borders?

Teams who do not submit an entry that follows this topic will be disqualified.

Method of evaluation

Technical Scoring Rubric

Presentation Scoring Rubric

Length of event

No more than three (3) minutes set-up time

No more than seven (7) minutes presentation time

No more than five (5) minutes of judges' questions

Finals may be included at state and national levels

Entries

Each state is allowed two (2) entries

Teams in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Materials submitted for technical judging cannot be returned and will *not* be available at NLC.

Economic Research Team (S) (160)

Judge Number _____

Team Number _____

Technical Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes (Disqualification)	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the disqualification below:		
Team followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No (Disqualification)

Items to Evaluate RESEARCH PAPER	Below Average	Average	Good	Excellent	Points Awarded
Team submitted the correct information and in the correct format. <ul style="list-style-type: none"> • Team Entry Form – .pdf format (must be keyed, but does not have to be signed for pre-submission) • Research Paper – .pdf format <p><i>All points or none are awarded by the technical judge.</i></p>				10	
Comprehension of Topic Demonstrates understanding of subject matter	1-5	6-10	11-15	16-20	
Organization and Expansion of Ideas Argument follows logical progression	1-5	6-10	11-15	16-20	
Introduction/Summary Logical argument, evidence to support conclusions, compelling summary	1-5	6-10	11-15	16-20	
Creativity Diverse resources, creative angle on the issue, originality, inventiveness	1-5	6-10	11-15	16-20	
Writing Skills Correct grammar, spelling, punctuation, concise language, sentence structure	1-5	6-10	11-15	16-20	
Overall Effectiveness of Research	1-5	6-10	11-15	16-20	
TOTAL TECHNICAL POINTS (130 points maximum)					

Team is required to format research paper according to the [Style & Reference Manual](#).

Economic Research Team (S) (160)

Judge Number _____

Team Number _____

Presentation Scoring Rubric

Evaluation of Oral Presentation	Below Average	Average	Good	Excellent	Points Awarded
Opening and summary	1-5	6-10	11-15	16-20	
Content of presentation	1-5	6-10	11-15	16-20	
Effectiveness of presentation: Voice projection, transitions, flow, stage presence, etc.	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (80 points maximum)					

Specification Points Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per contestant, not per judge.		Points Awarded
Set-up lasted no longer than three (3) minutes – 5 points Presentation lasted no longer than seven (7) minutes – 5 points	10	
Documentation submitted at time of check-in: Keyed and signed Team Entry Form (1 copy) and Research Paper (1 copy) <i>Must have copies for preliminaries and finals</i>	10	
All registered team members in attendance for entire event	10	
Word processed research paper and Works Cited page(s) followed the Style & Reference Manual	10	
TOTAL SPECIFICATION POINTS (40 points maximum)		

TOTAL MAXIMUM POINTS = 250

PRESENTATION WILL BE STOPPED AT SEVEN MINUTES

Personal Financial Management (165)

Description

In this contest contestants will answer objective questions dealing with concepts and perform calculations related to the financial topics of credit, saving, investing, personal income tax, risk management and insurance, and retirement planning. Contestants will analyze financial scenarios to predict outcomes, advise use of financial instruments and determine the proper financial planning.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic *devices will* be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). **Contestants who violate this rule will be disqualified.**

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Identify government agencies charged with regulating financial institutions and investments and explain their role in doing so
- Identify the terms, cost of and regulation of credit
- Calculate interest on loans using both simple and compound methods
- Explain concepts related to personal income tax
- Identify agencies that produce credit scores and the factors used to determine the score
- Explain costs of bankruptcy
- Compare different types of retirement plans
- Analyze the need for retirement planning during different life phases
- Identify the four major types of insurances most people have during their lives
- List examples of events for which individuals will self-insure
- Determine factors that affect the cost of insurance and predict the effect of those factors
- Given different scenarios, calculate benefits received from an insurance policy
- Analyze advantages and disadvantages of different types of investments
- Calculate rates of return on different investments taking into account interest, dividends, and expected appreciation over time, and speculate on the amount of risk each of the investments entails.
- Identify differences in preferred and common stock and calculate dividends for each
- Explain and predict movement of stock prices
- Identify and compare different types and categories of mutual funds
- Identify and compare types of both corporate and government bonds
- Given a set interest rate, explain how markets will determine the rates of return for short-term and long-term bonds
- Explain diversification as it relates to investing
- Identify ways that identity thieves can obtain someone's personal information and list actions an individual can take to protect personal information

Method of evaluation

Objective Test

Length of event

No more than sixty (60) minutes testing time allowed

Entries

Each state is allowed five (5) entries

This event is sponsored by:



Financial Analyst Team (150)

Description

Use analytical and problem solving skills to make decisions and recommendations using financial reports, both internal and external. The team analyzes and interprets reports from a business case study. At state and national level, teams will be presented with an additional element to the scenario that requires revision of their final presentation.

Eligibility

Any student member may enter this event. A team will consist of 2-4 members. At least one (1) member should have an accounting background.

Team must supply

- Pencils or pens
- Computer (optional)
- Presentation device (optional)
- Projection equipment (optional)
- Prepared posters (optional)
- Graphs (optional)
- Easel (optional)
- Poster board and/or flipcharts and markers (optional)

Business Professionals of America assumes no responsibility for hardware/software provided by the team. No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Apply generally accepted accounting principles (GAAP) to determine the value of assets, liabilities, and owner's equity
- Prepare, interpret, and analyze financial statements for various types of businesses
- Use planning and control principles to evaluate the performance of an organization and apply differential analysis and present-value concepts to make decisions
- Use mathematical procedures to analyze and solve business problems
- Complete and analyze comparative financial statements including ratio analysis
- Prepare and analyze budgets
- Identify risks that affect business decisions
- Enter and edit data using spreadsheet software
- Prepare a technical written report
- Present findings in a formal presentation using supporting materials

Specifications

- It is the policy of Business Professionals of America to comply with state and Federal copyright law. Federal law pertaining to copyright, as contained within the United States Code, is available at <http://www.copyright.gov/title17/circ92.pdf>. The *Style & Reference Manual* contains guidelines for Copyright and Fair Use. Participant(s) will be DISQUALIFIED for violations of the guidelines.
- All materials other than the required submission may *not* be left with judges.
- Team will present before a panel of judges and timekeeper. No audience will be allowed.
- A [Team Entry Form](#), including signatures, must be presented at the NLC at both the Preliminary and Final presentation.
- Cell phones may not be used in the preparation room.

Initial Case Study Topic:

PBA Coffee owns a chain of coffee shops across the nation. On December 31, 2016, the firm's general ledger contained the accounts and balances below. All account balances are normal, and in the income tax rate is 30%.

PBA Coffee wants to expand its operations by opening a new store in Columbus, Ohio. PBA Coffee has hired you to prepare their financials and make a presentation to PBA Coffee's management with your recommendation. Your presentation should include, but is not limited to:

1. Preparation of a classified income statement and balance sheet for PBA Coffee for the year ended December 31, 2016.
2. In depth analysis of the financial statements, including but not limited to key ratios (such as current ratio, debt ratio, profit margin, and gross profit percentage), trend analysis, and industry analysis.
3. A discussion of the benefits of debt vs. equity financing. Assume there are 11,500,000 shares of common stock outstanding (there is no preferred stock) and the stock is currently trading at \$60 per share.
4. A recommendation as to how PBA Coffee should proceed.

PBA Coffee					
Trial Balance					
(in thousands)					
	2012	2013	2014	2015	2016
Cash	23,612	24,887	27,660	26,559	32,389
Accounts Receivable	7,511	8,493	9,002	9,409	10,068
Inventory	14,539	15,101	15,979	16,587	16,329
Prepaid Expenses	3,424	3,733	4,232	3,984	4,891
Supplies	2,869	2,987	3,326	3,678	3,960
Long-term Investments	3,113	3,248	3,289	3,678	3,960
Equipment	40,998	42,548	43,647	45,896	46,486
Accumulated Depreciation—Equipment	4,250	4,400	4,800	5,500	6,000
Accounts Payable	15,023	15,567	16,590	18,879	20,187
Wages Payable	20,437	21,539	22,619	23,789	25,432
Unearned Revenue	2,033	2,239	2,479	2,398	2,548
Notes Payable (due in 2020)	28,000	28,750	30,000	32,000	29,000
Common Stock	8,000	8,000	10,000	10,000	10,000
Retained Earnings	4,344	18,323	20,502	20,647	16,847
Dividends	0	12,398	15,640	20,199	9,939
Sales	93,074	103,994	118,175	132,781	147,534
Cost of Goods Sold	35,927	41,494	47,624	54,307	60,489
Operating Expenses	27,829	30,366	34,271	38,108	41,310
Administrative Expenses	6,701	8,112	9,726	11,618	14,016
Selling Expenses	2,327	2,808	3,309	4,249	4,426
Depreciation Expense—Equipment	125	150	400	700	500
Interest Expense	195	239	295	372	443

**A team will be DISQUALIFIED for violations of the [Copyright and Fair Use Guidelines](#).
Teams who do not submit an entry that follows this topic will be disqualified.**

Method of evaluation

Judge's Scoring Rubric

Length of event

No more than five (5) minutes proctor orientation for state and national levels

No more than thirty (30) minutes preparation time for state and national levels

No more than three (3) minutes set-up in presentation room

No more than ten (10) minutes presentation time

No more than ten (10) minutes judges' questions

Finals may be required at state and national levels

Equipment/supplies provided

Case problem

Projection surface at national competition only

Preparation room

If desired, team may bring **one** (1) laptop/notebook computer, portable printer, projection equipment, software, and paper (must bring all or none) for use in the preparation room. Electrical power will be provided. Carry-in and set-up of equipment must be done solely by the team and must take place within the time allowed for orientation/warm-up.

Contest presentation

Team may use **one** (1) laptop/notebook computer, projection equipment, posters, flip charts, or graphs for presentation. Those who want to use computer/projection equipment for presentation **must** provide their own equipment. Carry-in and set-up of equipment must be done solely by the team and take place within the time allotted.

Entries

Each state is allowed two (2) entries

Teams in all judged events who wish to receive judges' comments must submit a self-addressed, stamped envelope to the event judges before judging takes place.

Financial Analyst Team (150)

Judge Number _____

Team Number _____

Presentation Scoring Rubric

Team Violated the Copyright and/or Fair Use Guidelines	<input type="checkbox"/> Yes (Disqualification)	<input type="checkbox"/> No
If yes, please stop scoring and provide a brief reason for the disqualification below:		
Team followed topic	<input type="checkbox"/> Yes	<input type="checkbox"/> No (Disqualification)

Items to Evaluate	Below Average	Average	Good	Excellent	Points Awarded
Oral presentation <i>Opening and summary</i>	1-5	6-10	11-15	16-20	
Organization of content <i>(Presentation flowed in a logical sequence)</i>	1-5	6-10	11-15	16-20	
Demonstrated knowledge of financial concepts	1-5	6-10	11-15	16-20	
Analysis of data	1-5	6-10	11-15	16-20	
Solution to problem	1-5	6-10	11-15	16-20	
Team addressed additional information that was given on-site*	1-5	6-10	11-15	16-20	
Answers to judges' questions	1-5	6-10	11-15	16-20	
TOTAL PRESENTATION POINTS (140 points maximum)					

***Note:** this item will only be evaluated at the state and national level competition; modification scenario is not provided at the regional level.

Financial Analyst Team (150)

Judge Number _____

Team Number _____

Specification Scoring Rubric

SPECIFICATION POINTS: All points or none per item are awarded by the proctor per team, not per judge.	Possible Points	Points Awarded
Set-up lasted no longer than three (3) minutes – 5 points Presentation lasted no longer than ten (10) minutes – 5 points	10	
All registered team members in attendance for entire event	10	
Documentation submitted at time of check-in: Keyed and signed Team Entry Form (1 copy) <i>Must have copies for preliminaries and finals</i>	10	
TOTAL SPECIFICATION POINTS (30 points maximum)		

TOTAL MAXIMUM POINTS = 170

PRESENTATION WILL BE STOPPED AT 10 MINUTES

Financial Math & Analysis Concepts – Open Event (190)

Description

This competition assesses knowledge of math concepts. Contestants solve practical math problems related to work and consumer issues.

Eligibility

Any student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC Calculator Guidelines](#). **Contestants who violate this rule will be disqualified.**

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Demonstrate knowledge of business and financial math concepts
- Apply mathematical skills to consumer and work-related problems
- Calculate averages, simple ratios, and proportions using whole numbers and decimals
- Read and interpret simple graphs and charts to solve problems
- Analyze and solve practical consumer word problems related to spending concepts, banking, taxes, investments, financial planning, notes and discounting
- Solve mark-up/mark-down problems, find selling price and calculate gross profit
- Solve problems with the time value of money
- Perform computations related to depreciation and inventories

Method of evaluation

Objective Test

Length of event

No more than sixty (60) minutes testing time allowed.

Entries

Unlimited

Reference materials may *not* be used for any Open Event

Fundamental Accounting (S) (100)

Description

Assessment of entry-level accounting principles utilizing manual procedures. Contestants analyze, journalize, post transactions and prepare financial reports/statements.

Eligibility

Limited to secondary student members enrolled in the first year of accounting or who have completed the first-year and are not enrolled in second-year accounting. Contestant may *not* enter Fundamental Accounting and Advanced Accounting in the same year. This event may *not* be repeated.

Contestant must supply

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). **Contestants who violate this rule will be disqualified.**

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Complete and explain the purpose of the various steps in the accounting cycle
- Demonstrate an understanding of the fundamental accounting equation
- Apply generally accepted accounting principles (GAAP) to determine the value of assets, liabilities, and owner's equity
- Define accounting terms and concepts, and explain the purpose of the accounting system
- Analyze and record transactions affecting assets, liabilities, equity, revenues, and expenses
- Prepare financial statements and reports
- Calculate and record end-of-period adjustments
- Update accounts through adjusting and closing entries
- Prepare corporate equity transactions
- Differentiate between forms of business ownership
- Differentiate between a service and a merchandising business
- Analyze transactions relating to perpetual and periodic inventories
- Calculate and determine inventory valuation
- Calculate depreciation using various methods

Method of evaluation

Application and Objective Test

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries

Payroll Accounting (S) (125)

Description

Process payroll data using manual payroll procedures. Contestants calculate earnings, complete payroll registers, update employee records, journalize payroll entries, and prepare payroll income tax forms.

NOTE: Circular E, Employer's Tax Guide (Publication 15), is recommended as a resource.

<http://www.irs.gov/publications/p15/index.html>

Eligibility

Any secondary student member may enter this event.

Contestant must supply

Sharpened No. 2 pencils, pens, ruler

Cordless calculator: Electronic devices will be monitored according to ACT standards. See [NLC](#)

[Calculator Guidelines](#). **Contestants who violate this rule will be disqualified.**

Published and/or unpublished non-electronic written reference materials

No equipment, supplies, or materials other than those specified for an event will be allowed in the testing area. No previous Business Professionals of America tests and/or sample tests or facsimiles thereof (handwritten, photocopied, or keyed) may be taken into the testing area. Violation of this rule will result in disqualification.

Competencies

- Apply generally accepted accounting principles (GAAP) to determine the value of assets, liabilities and owner's equity
- Apply appropriate accounting principles to payroll and earnings taxation
- Complete new employee personnel forms
- Apply various methods used to determine gross earnings
- Explain the purpose of withholdings and other deductions
- Calculate employee's payroll taxes and other payroll deductions to determine net pay
- Calculate employer's payroll taxes as well as other employee benefits paid by the employer
- Prepare payroll reports
- Identify laws and regulations relating to payroll procedures
- Analyze and record payroll transactions
- Prepare payroll forms and reports
- Analyze and prepare IRS tax forms

Method of evaluation

Application and Objective Test

Length of event

No more than ten (10) minutes orientation

No more than ninety (90) minutes testing time

No more than ten (10) minutes wrap-up

Entries

Each state is allowed five (5) entries