

***BIG PICTURE: Show them how you met this goal:
“Leave more than you take, but take a lot.”***

***GROWTH: Think The Three “E”s of Progressive Assessment (all have relevance)
“Effort” “Effectiveness” “Efficiency”***

DOCUMENTATION: Two Approaches For Prioritizing Your DECA Reference:

#1 – Document Highlights – Qualitative Approach - Experiences with Details & Results

#2 – List All DECA Mandatory Participation+ – Quantitative Approach – Solid but not distinguishing

DECA Accomplishments Worthy Of Note

Leadership Roles – Not the title, list your contributions and accomplishments in that position.

Holiday Letter Campaign – Community service, school outreach

Homecoming Parade Planning – School outreach

Homecoming Parade Participant – School outreach

Valley Industry & Commerce Association (VICA) Economic Summit – Community outreach

Virtual Business Challenge - Simulation competitions (no travel required, no participation limits.

Conference Team Practice Participant – Live competition (travel required, team size limited to 50)

Conference Team Practice Captains – Live competition(travel required, team size limited to 50)

Microsoft Specialist in Excel – Classroom accomplishment

Articulation Nights – School outreach

Back-to-School & Open House Nights – School outreach

Global Entrepreneurship Week – School and community outreach

ICDC Team – (travel required, limited to top performers at state and regional level)

CSUN Sponsored Events (Senior field trip, Fast Pitch & Bull Ring)– Community outreach - Blending career & college readinessIntegraFast Pitch, Bull Ring

Port of Los Angeles Field Trip – Community outreach

Federal Reserve/LACI/FIDM Field Trip – Community outreach

DECA General Annotations

DECA is a seventy-year-old student organization that prepares emerging leaders and entrepreneurs in the fields of marketing, finance, business management, and hospitality. 215,000 national DECA members will enter competitive events and complete chapter campaigns.

DECA prepares emerging leaders and entrepreneurs in the fields of business and law. He is often an effective lobbyist for the needs of the GHCDECA team. At our state DECA championships last March, Ian was recognized on stage for a top eight performance among

hundreds of California's elite business students. Beyond his competitive success, Ian has been instrumental in establishing our GHC DECA chapter as a leader in Southern California in just its fourth year. Here are the highlights of chapter accomplishments for which Ruby has contributed much

Mr. Nelson has a passion for business and STEM topics, and regularly tests his abilities in competitive settings. I first met Andrew as a freshman when he joined our *GHC DECA* chapter in its second year. *DECA* prepares emerging leaders and entrepreneurs in the fields of marketing, finance, business administration and hospitality. Andrew enthusiastically embraced a commitment to build a *DECA* chapter that would rank among the nation's best. Andrew has been instrumental in establishing our *GHC DECA* chapter as a leader in Southern California in just its fifth year. *GHC DECA* is now the second largest chapter in California with over 350 members. Andrew fully embraces our chapter leadership theme of: "Leave more than you take, but take a lot."

Last year, GHCHS started a DECA chapter that has grown dramatically in its first year. Grace is our chapter's first treasurer and deserves much of the credit for our chapter's tremendous growth and success to date. Grace's resume shows many activities where she has excelled but no accomplishment demonstrates her steady growth as a leader more than DECA. The following chapter accomplishments illustrate the effectiveness of her leadership.

- As DECA treasurer, Grace directed very successful membership campaigns. Starting from zero members at the beginning of the fall semester 2013, our DECA chapter has grown to more than 175 students in just 14 months. This ranks DECA as the school's largest academic team on campus, and the third largest student organization.
- GHCHS DECA received national recognition as one of the top ten new DECA chapters in the country. An impressive feat considering DECA is an organization with 4,000 chapters and 220,000 students who participate annually.

DECA Chapter Leadership Annotations

Leadership Overview: Beyond her competitive success, Felicity has been instrumental in establishing our GHCHS DECA chapter as a leader in southern California in just three years. She was one of the original 24 GHCHS students who competed for the first time at SCDC 2014. Our chapter has grown dramatically since. Here are the highlights of chapter accomplishments for which Jennifer has contributed much.

- Our GHCHS DECA chapter has grown to 143 students with 91 attending this year's state conference in San Diego. This ranks DECA as the school's largest academic team on campus, and the third largest student organization. GHCHS DECA ranks first in Southern California in terms of membership, and now competitive success.
- This past January 2016, Felicity played an instrumental role in the success of *Money Matters*, a major event that GHCHS DECA co-sponsored with several local politicians including Los Angeles County Supervisor Mike Antonovich. She personally ran a workshop, *Design the Next Million Dollar App*, where about 100 middle school students received a one-hour lesson on the potential of mobile commerce and then collaborated to design and market a conceptual app. *On March 28, 2016, the Los Angeles Board of Supervisors honored Felicity Nelson and a dozen of her teammates for their competitive success, community service, and outreach to middle school students.*
- GHCHS DECA has raised over \$17,000 for the Make-A-Wish Foundation in the last two years.

CA DECA State Office: Andrew Nelson was the first *GHC* student to run for a state officer position in California DECA. This lofty goal was a real challenge for a member of a chapter as new as *GHC DECA*. Andrew persevered through several layers of screening and reached the final round ballot. Mr. Nelson's campaign culminated with a memorable stump speech at the State Career Development Conference 2017 in San Jose, California. His three-minute address to a convention audience of 3,000 brought our entire chapter contingent to their feet with chants of "We Want Andrew" ringing the hall. Mr. Nelson did not win that ballot but did win respect as our chapter's first member to reach the final ballot stage for a *CA DECA* state officer position. His strong performance will inspire younger teammates to envision themselves running for a state officer position in the future.

DECA Campaign Activity Annotations

GHC DECA will complete all four DECA national campaigns this year – a measure of engagement and accountability that only a few chapters in California attempt and achieve each year. Grace Nelson has been instrumental in designing, organizing and implementing chapter activities that meet these national campaign requirements. Some samples follow.

- *Visit Los Angeles Cleantech Incubator (LACI), Federal Reserve Bank*
- *Finance-oriented students visit Payden & Rygell*
- *Back-to-School & Articulation Night presentations & networking*

- *GHC DECA Ambassadors staff the VICA Economic Summit*
- *Believe Letters collected to raise \$10,000+ for the Make-A-Wish Foundation*
- *Collaborate With CSUN Business Honors Association*
- *GBF/DECA Potluck builds team and includes families*
- *Attend Fast Pitch competition sponsored by the CSUN Entrepreneurship program*
- *Effectively manage off-campus competition preparation for 120 students hoping to attend the California DECA state championships in Santa Clara, CA (SCDC 2017)*

Grace was an active leader in class projects. She collaborates well with students of all academic abilities. Her choice of DECA projects always had a fashion twist. In the Idea Challenge, she led a team that designed a handbag entirely out of newspaper. Their finished product was elaborate and highly creative. I was impressed with its exceptional quality of workmanship. The bag had a truly professional look. At the CA State DECA conference, her team presented a retail business model built around monthly philanthropic themes. As part of their business plan, T-shirts and accessory products were designed to promote awareness of these worthy causes.

Grace has been a committed GHC DECA member since her freshman year. I first met Grace Nelson when she joined our GHC DECA chapter as a freshman in its inaugural year. Grace stood out among her freshmen colleagues. She had a deep interest in business entrepreneurship and enthusiastically embraced a commitment to build a DECA chapter that would rank among the nation's best chapters. Grace's inductive reasoning skills give her a clear advantage in her DECA managerial pursuits. Whether she's reading social patterns in making leadership decisions or designing badges for her leadership team, Grace Nelson models how hard work with a purpose and attention to detail lead to success in and out of the classroom.

Felicity Nelson is a star in a GHC DECA senior class that has achieved much in their four years. Felicity rallied her talented classmates to embrace GHC DECA. She channeled the inspiration and energy of our fast growing numbers toward steadily moving GHC DECA ahead as a chapter. Measurable chapter accomplishments rank nothing short of phenomenal for a chapter in its fourth year. Here are a few highlights that illustrate the effectiveness of Felicity's leadership.

Grace Nelson presently serves as GHC DECA President, and has been instrumental in establishing our chapter as a Southern California leader. During Grace's administration, our chapter has grown into one of California's largest chapters with 335 members and 120 students hoping to compete at the CA DECA 2017 state championships in Santa Clara, CA. This rapid growth has tested Grace's ability to design a scalable organization as our GHC DECA grew to be the school's largest student organization.

Under Grace's direction, GHC DECA will complete all four DECA national chapter campaigns this year – a measure of engagement and accountability that only a few chapters in California attempt and achieve each year. Grace Nelson has been instrumental in designing, organizing and implementing chapter activities that meet DECA campaign requirements. Some samples follow.

- *Visit Los Angeles Cleantech Incubator (LACI), Federal Reserve Bank*
- *Finance-oriented students visit Payden & Rygell*
- *Back-to-School & Articulation Night presentations & networking*
- *GHC DECA Ambassadors staff the VICA Economic Summit*
- *Believe Letters collected to raise \$10,000+ for the Make-A-Wish Foundation*
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- ◆ **As GHC DECA Secretary in her junior year and as GHC DECA President in her senior year, Felicity redesigned our team practices for off-campus competition.** These practices are a logistical challenge with 120 students hoping to attend this four-day competition in March (SCDC 2017). Felicity blended her strongest senior leaders with ten college volunteer mentors to form a leadership team that effectively and efficiently runs our practices.
- ◆ **Felicity serves as one of seven Team Captains for our DECA practices, guiding her group of 30+ students through their competitive events.** The team hopes to build on last year's break-through performance at SCDC 2016 where GHC DECA had 19 team members finish in the top eight of their event and we qualified for international competition (ICDC) in six events. To place this performance in perspective, consider that all other Southern California schools combined to finish in the top eight in eleven events and qualified for ICDC in just four events. **Felicity Nelson finished in the top eight of her event at SCDC 2016.**
- ◆ **On March 28, 2016, the Los Angeles Board of Supervisors honored Felicity Nelson and a dozen of her teammates for their competitive success, community service, and outreach to middle school students.** In January 2016, Felicity played

an instrumental role in the success of *Money Matters*, a major event that GHC DECA co-sponsored with local politicians including Los Angeles County Supervisor Mike Antonovich. Our chapter performance so impressed the supervisor that he arranged for this formal recognition of Bria and her teammates.

Valley Industry & Commerce Association's Economic Summit: I can further report that Grace Nelson is an integral member of our Global Business & Finance (GBF) program. GBF has benefitted from Grace's strong character and leadership. She is respected by all of her peers and teachers. Her most significant GBF accomplishment was her selection as one of ten GBF Ambassadors who represented GHCHS at the 2012 Valley Industrial Council Association Conference. Grace was only a sophomore at the time and was quite excited to meet the governor and other dignitaries at this event.

Felicity Nelson is an integral member of our Global Business & Finance program. GBF has benefitted from Felicity's great attitude and leadership. She is respected, and admired by all of her peers and teachers. Her most significant GBF accomplishment was her selection as one of ten GBF Ambassadors who represented GHCHS at the 2014 Valley Industrial Council Association Conference. Alexa was also chosen to participate in a summer leadership academy sponsored by our local councilman.

Selected as a GBF Ambassador that represented the school at the *2012 Valley Industry & Commerce Association Conference*, an annual regional business conference sponsored by several local chambers of commerce in the San Fernando Valley.

Speakers: Grace plays an ongoing role in advancing our DECA chapter. Ms. Nelson did an outstanding job as our chapter's Guest Speaker chairperson in charge of scheduling and implementing a series of speakers that exposed our large student body to local entrepreneurs and business leaders. She set a high standard of conduct that her younger DECA teammates followed at the California State Conference. I look forward to seeing how she performs this year and expect more big things from her before she graduates in the next few months.

Idea Challenge: Grace plays an ongoing role in advancing our DECA chapter. Ms. Nelson did an outstanding job as our chapter's Guest Speaker chairperson in charge of scheduling and implementing a series of speakers that exposed our large student body to local entrepreneurs and business leaders. She set a high standard of conduct that her younger DECA teammates followed at the California State Conference. I look forward to seeing how she performs this year and expect more big things from her before she graduates in the next few months.

Holiday Letter Campaign: Felicity Nelson has been a consistent contributor to chapter competitions and activities. She presently serves as committee chair for the GHC DECA *Holiday Letter Campaign* that has raised over \$17,400 for the Make-A-Wish Foundation over the last two years. GHC DECA members gather hand written letters from people of all ages describing something that they believe in. Macy's will donate \$2 for every letter delivered to a Macy's store on December 9, 2016. After summer meetings with the Make-A-Wish Foundation's regional director, Felicity and her partner challenged our GHC DECA chapter to extend this campaign to other Southern California chapters. Her leadership has led to six other high schools pledging their support for this year, and more chapters appear poised to follow in the future. Felicity's commitment is producing results that few high school organizations achieve. The rapid growth of letters collected has tested Felicity's ability to design scalable organizational structures as more participate in this worthwhile student-run campaign.

Grace currently serves as the chair of our GHC DECA Holiday Letter Campaign that has raised \$17,400 for the Make-A-Wish Foundation over the last two years. After summer meetings with the Make-A-Wish Foundation's regional director, Grace challenged our GHC DECA chapter to extend this campaign to other Southern California chapters. Her leadership has already led to more than a dozen chapters pledging their support for this worthy cause, and more appear poised to follow. Grace's commitment will soon produce results that few high school organizations achieve.

Felicity developed our fundraising program from scratch. She also played an important role in a DECA sponsored effort to collect holiday letters for Macy's Believe Campaign. This campaign raised over \$6,600 for the Make-A-Wish Foundation.

Chapter Award Report Annotations: DECA is a 70-year-old business organization that prepares emerging student leaders and entrepreneurs in the fields of law, marketing, finance and business administration. Grace's strong writing and organizational skills benefitted our GHCHS DECA chapter last year in a big way. She authored a forty-page report that documented our chapter's 2014-5 accomplishments. The quality and thoroughness of this presentation led CA DECA to award our chapter its highest gold medal chapter award. Only one other school in California attained this designation last year.

Financial Literacy Promotion: Felicity has been a committed member of DECA since the beginning of her junior year. Prior to that time, she was a strong student with a shy disposition. She embraced DECA competitions as a means for growing poise and confidence. It has definitely paid off as Felicity now has a professional demeanor with few peers on our large campus of 4,400

students. Ms. Nelson is always calm, confident and consistent. She adjusts to new unfamiliar situations with ease, and handles pressure situations exceptionally well. In meeting her leadership roles with DECA, she regularly communicates with adult professionals in the greater community. She effectively lobbies for the needs of our academic team while maintaining a lighted hearted sense of humor that puts people at ease. Currently, Felicity is the chair of our Highlander Financial Literacy Campaign. This campus-wide, year-long campaign is her crowning DECA accomplishment and will help 100s (maybe 1,000 or more) of our students to become financially literate while getting a chance at large scholarship money (\$20,000 - \$100,000) offered through the H&R Block Budget Challenge and at school prizes gathered from local community businesses. Her commitment and follow through have produced a level of results that few high school clubs achieve.

On March 28, 2016, the Los Angeles Board of Supervisors honored Grace Nelson and a dozen of his teammates for their competitive success, community service, and outreach to middle school students. In the preceding January 2016, Grace played an instrumental role in the success of *Money Matters*, a major event that GHCDECA co-sponsored with local politicians including Los Angeles County Supervisor Mike Antonovich. Our chapter performance so impressed the supervisor that he arranged for this formal recognition of Grace and her teammates.

DECA Competition Annotations

Competitive Context: High school chapter participation is lighter in southern California than any other region of the country though our chapter is a sign that is changing. It is wildly popular among high achieving students in northern California, particularly in the Silicon Valley. At ground zero of STEM fields, every Silicon Valley high school has an active DECA chapter, and at many of these highly ranked public and private schools, it has the largest participation of any activity or sport on campus.

When a student has strong finishes in DECA state and international competitions, they have truly beaten some of the elite students in the state and nation respectively. The caliber of DECA competitions can be quantified through the national and state rankings of the schools that has students place in the CA DECA state championships. Here are some statistics that make the point using the US News & World Report's published rankings of high schools.

- Over four days in March 2016, 2,500 students competed at SCDC, California DECA's state championships held in San Diego. Seven of California's top ten comprehensive high schools with enrollment above 1,800 participated in this four-day competition (Lowell HS, Mission San Jose HS, University HS, Monte Vista HS, Lynbrook HS, Palo Alto HS, Westview HS). Local participating high schools with strong academic rankings included: South Pasadena HS, Beverly Hills HS, and Palisades Charter HS. Adding to the competitive mix were a handful of top ranked private high schools including The Harker School.
- At SCDC 2016, 37 California public high schools had one or more students qualify to represent CA DECA at the international competition (ICDC). These schools had an average API of 860, and ten schools were ranked in the top 300 nationally. Students had to finish in the top four of their event to qualify for ICDC.

DECA SMG Success: Andrew's personal growth is best illustrated with his exceptional achievements in competing for our DECA academic team. DECA is a 70-year-old student organization that prepares emerging leaders and entrepreneurs in the fields of marketing, finance, business administration and hospitality. This highlight of his high school career began last year when Chris led our chapter to a first place finish in DECA's stock investing competition known as "The Stock Market Game" (SMG). The entire team earned top honors in SMG's West Region with a total return over three months that was 7.7% above the S&P 500. Andrew's team portfolio finished 17th out of 1,557 portfolios in the West Region while outperforming the S&P 500 Index by a whopping 17.1%. This performance qualified Andrew's team to compete at DECA's prestigious International Career Development Conference (ICDC) held in Orlando, Florida in May 2015.

The ICDC stage of live competition focused less on total return and required student teams to prepare detailed analyses of the performance and strategies applied in their qualifying portfolios. Results were presented in a written report submitted in advance, followed up by a ten-minute oral presentation at the competition and a five minute follow-up question and answer session. Andrew began the two months of preparations behind other competitors in terms of presentation skills as he is on the shy side. Through hard work and a willingness to face and address his weaknesses, Chris grew more than any of our seven ICDC qualifiers and made strong contributions to the team's performance. At the ICDC competition, his team competed against some of the strongest business students in the country. Of the 100 qualifying teams from throughout the world, his team made it to final round of competition, and ultimately finished in the top 16 overall.

Minor SCDC Stage Recognition: Andrew has been an active member in our school's DECA chapter. He regularly assists the chapter officers with putting on events and competition preparation. At last year's CA DECA state conference competition, Mr. Nelson quietly set a high standard of conduct that his DECA teammates followed. Andrew was a finalist in his event and received stage

recognition at a competition that includes a few thousand of California's highest achieving students. I look forward to seeing how he improves on this strong performance at the March 2016 state competition. I expect big things from his senior year.

ICDC Qualifying & Accomplishments: ICDC 2015 and 2016 were each attended by over 14,000 student competitors with representation from all US states, Canadian provinces, Korea, China, Spain, United Kingdom and more than a dozen other countries. Above, I showed the strength of the California schools that participate. Now extrapolate that to all US states, Canadian provinces, and about a dozen other countries. Each of these 14,000 students finished in the top few in their event at their respective state championships. These competitors are seasoned, highly intelligent, and committed – truly some of the best students in the country.

Felicity Nelson qualified to compete at DECA's premier international competition, ICDC, for two years in a row – a rare accomplishment due to the large number of exceptional California students who compete each year. She placed in both of her events at SCDC 2016 thereby qualifying for ICDC in both. I could find no precedent for either of these achievements in southern California for the past five years. More details follow.

At ICDC 2015, Felicity captained a stock portfolio team of three students that competed in Orlando, Florida. Over six weeks of intensive preparation, Felicity and her teammates studied a wide array of financial analysis tools including Bollinger Bands, RSI and other advanced technical indicators. Her team reported the fundamental and technical analytical strategies that were applied in the selection of the team's stocks. Jennifer's team had to justify the market timing of each purchase and had to demonstrate a deep understanding of the economic environment within which their chosen corporations operate. Results were presented in an 11-page written report submitted in advance, followed up by a ten-minute oral presentation at the competition and a five-minute question and answer session. Of the 85 qualifying teams from throughout the world, her team made it to the final round of competition, indicating a finish in the top 16 overall.

Andrew has been a consistent contributor to a GHCDECA senior class that has achieved much. Mr. Nelson's regular contributions have consistently moved GHCDECA ahead over the last four years. Chapter membership now ranks first in Southern California and second in California. Our chapter has grown to 340 students with 101 of them preparing to attend this coming year's CA DECA state championships in Santa Clara, CA. The chapter has raised more than \$30,000 for the Make-A-Wish Foundation, and has received considerable local political recognition and support. GHCDECA is now the school's largest student organization, thanks in no small part to Andrew Nelson. The following bullets highlight some of Andrew's DECA accomplishments and contributions.

- **Sophomore Highlight:** Andrew won a CA DECA state championship in the on-line restaurant simulation event. Our chapter's first CA DECA win.
- **Junior Highlights:** Andrew served as GHC DECA Treasurer in his junior year. He has been a member of the GHC DECA Leadership team for all four years of his high school career.
- **Senior Highlight:** *Andrew capped off his four-year DECA career with an ICDC championship in Virtual Business Challenge Retail. He was one of only two first place finishes for the California delegation.*

Felicity serves as a veteran judge for our GHC DECA practices, overseeing a group of **30+ students**. The team hopes to build on last year's break-through performance at SCDC 2016 where GHC DECA had 19 team members finish in the top eight of their event and we qualified for international competition (ICDC) in six events. To place this performance in perspective, consider that all other Southern California schools combined to finish in the top eight in eleven events and qualified for ICDC in just four events. Felicity Nelson finished in the top eight of her event at SCDC 2016.

Grace Nelson is a star in a GHC DECA senior class that has achieved much in their four years. Among a talented group of freshmen, Grace has established herself as GHC DECA's most effective and consistent contributor. Measurable chapter accomplishments rank nothing short of phenomenal. Here are highlights that illustrate the effectiveness of Grace's leadership.

- Grace Nelson presently serves as GHC DECA President, and has been instrumental in establishing our chapter as a Southern California leader in its fourth year. During Grace's administration, our chapter has grown into one of California's largest chapters with 335 members and 120 students hoping to compete at the CA DECA 2017 state championships in Santa Clara, CA. This rapid growth has tested Grace's ability to design scalable organizational structures as our GHC DECA grew to be the school's largest student organization in just four years.
- Under Grace's direction, GHC DECA will complete all four DECA national chapter campaigns this year – a measure of engagement and accountability that only a few chapters in California attempt and achieve. Grace Nelson has been instrumental in designing, organizing and implementing chapter activities that meet these chapter campaign requirements. Some samples follow.
 - *Visit Los Angeles Cleantech Incubator (LACI), Federal Reserve Bank*
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• **Grace’s leadership as GHC DECA Vice President in her junior year and as GHC DECA President in her senior year added scalability and scope into our team preparations for off-campus competition.** These practices are a logistical challenge with 120 students hoping to attend the state competition (SCDC 2017). Grace has blended her strongest senior leaders with our ten college volunteer mentors to form a practice leadership team that effectively and efficiently runs our practices.

• **Grace serves as one of seven Team Captains for our DECA practices, overseeing a group of 30+ students.** The team hopes to build on last year’s break-through performance at SCDC 2016 where GHC DECA had 19 team members finish in the top eight of their event and we qualified for international competition (ICDC) in six events. To place this performance in perspective, consider that all other Southern California schools combined to finish in the top eight in eleven events and qualified for ICDC in just four events. ***Grace Nelson finished in the top eight of her event at SCDC 2015.***

On March 28, 2016, the Los Angeles Board of Supervisors honored Felicity Nelson and a dozen of her teammates for their competitive success, community service, and outreach to middle school students. In January 2016, Felicity played an instrumental role in the success of *Money Matters*, a major event that GHC DECA co-sponsored with local politicians including Los Angeles County Supervisor Mike Antonovich. Our chapter performance so impressed the supervisor that he arranged for this formal recognition of Felicity and her teammates.

Ms. Nelson is exceptionally intelligent as demonstrated by her SAT National Merit Finalist recognition, straight A performance in a rigorous schedule of IB courses, and scores of 5 on all five of her AP exams. These qualifications were certainly considered in your initial review of her application. My letter will focus your attention on something that may not have been given its full due as it involves an activity not well known here in southern California – that being Felicity’s phenomenal success on our business academic team, DECA. ***Felicity’s resume shows many accomplishments where she has shined but none demonstrates her potential to stand out among elite students in her chosen major of economics more than DECA.***

Her DECA competitive record is summarized below.

Grade 12

- International Competition (ICDC 2016 – Nashville, TN)
 - Top 10 in Marketing Exam – Advertising Campaign
- California State Championships (SCDC 2016 – San Diego, CA)
 - 3rd overall in Retail Merchandising (ICDC qualifier)
 - 4th overall in Advertising Campaign (ICDC qualifier)

Grade 11

- International Competition (ICDC 2015 – Orlando, FL)
 - Finalist (Top 16) in Stock Portfolio Competition (details follow)
- California State Championships (SCDC 2015 – San Jose, CA)
 - Selected captain of ICDC qualifying stock portfolio team
 - 8th overall in Retail Merchandising
 - 1st in Retail Merchandising Exam

Grade 10

- California State Championships (SCDC 2015)
 - Top 8 in Principles of Marketing Exam

Ms. Nelson was a vocal team leader at the state conference competition and set a standard of conduct that her DECA teammates followed. Even more impressively, Grace was a finalist in her event and received stage recognition at a competition that includes

some of the highest achieving students in California. I look forward to seeing how she improves this year and expect big things from her senior year.

Business Statistics Annotations

Business Statistics is a challenging course that exposes students to college level topics in finance and statistics. Sophia demonstrated an exceptional understanding of statistics and finance theory. Out of 150 students in four periods, she consistently had the highest scores on our four midterms and two finals, and received a high “A” in the fall and spring semesters. She was exceptional at applying the basic financial functions in real world scenarios.

Business Statistics is a challenging course that exposes students to college level topics in finance and statistics. Taught in a computer lab setting, students apply Excel software in projects that mimic real world business applications. Andrew mastered Excel and has become certified as a *Microsoft Office Specialist in Excel*, a professional designation issued by the only certification company Microsoft recognizes. Andrew demonstrated an exceptional understanding of statistics and finance theory. He consistently had high scores on our four midterms and two finals, and received an “A” in the fall and spring semesters. **Andrew proved exceptional at applying the financial functions in the valuation of assets using net present value and assessing internal rates of return.** Among last year’s 145 *Business Statistics* students, Andrew Nelson ranked in the top five. His impressive work in my class bodes well for his ability to tackle the intellectual demands of college and achieve at a high level.

Andrew proved exceptional at applying the financial functions in the valuation of assets using net present value and assessing internal rates of return. He now sees finance as a possible area of focus in college. Among last year’s 145 *Business Statistics* students, Andrew Nelson ranked in the top five. His impressive work in my class bodes well for his ability to tackle the intellectual demands of college and achieve at a high level.

Business Statistics identified some untapped academic strengths for Andrew. He shined in most areas of the course, but I particularly recall the sophistication of his financial analysis using net present value and internal rates of return. His Excel-derived graphics would be acceptable for professional publishing. Andrew indicates that he is considering finance and statistics as a career, a wise choice and careers he is well suited for.

Business Statistics is a project-driven course that exposes students to college level topics in finance and statistics. Taught in a computer lab setting, students apply Excel software in projects that mimic real world business applications. **Felicity developed a deep proficiency in Excel and has become certified as a Microsoft Office Specialist in Excel.** Felicity displayed strong inductive reasoning skills that served her well in her statistical and financial analyses. She had some of the highest scores on our four midterms and two finals, and received an “A” in the fall and spring semesters. Her impressive work in my class bodes well for her ability to tackle the intellectual demands of college and achieve at a high level. Among last year’s 145 *Business Statistics* students, Felicity would rank in the top five.

Business Statistics is a challenging course that exposes students to college level topics in finance and statistics. Ms. Nelson consistently demonstrated a good understanding of statistics and finance theory. She came in every day ready to work and made every assignment meaningful to her learning experience. Her work was often used as a model for her fellow students to follow. Her solid performance bodes well for her ability to tackle the intellectual demands of college.

Grace was one of four *Business Statistic* students selected to attend Pepperdine University’s Teachers Create Institute, a one-week paid internship where she and fellow attendees developed instructional videos for math and science courses.

Ms. Nelson is exceptionally intelligent but she did not fully mature as a student until the spring semester of her junior year. Felicity now shows maturity beyond her years, and is always calm, confident and consistent. After receiving a B in the fall semester of *Business Statistics*, she applied herself more fully in the spring and began to receive some of the highest scores on our two midterms and spring final (out of 175 students). Her performance lead to her to receive a final “A” grade for the course.

Business Statistics identified some untapped academic strengths for Grace. She shined in most areas of the course, but I particularly recall her unique talent for incorporating artistic elements into her Excel-derived statistical displays. Grace’s displays would be acceptable for professional publishing. In recognition of her exceptional work in the 2012-13 school year, Ms. Nelson has good inductive reasoning skills and applies them well in her statistical and financial analyses. At the end of the fall semester, she received a “B” and ranked in the top half of the *Business Statistics* enrollment. This strong performance reflects substantial improvement from the beginning of the year. Statistics often gives students initial difficulty, as it is their first foray into inductive reasoning, and represents a dramatic departure from the deductive reasoning of most primary and secondary school math courses. Grace has impressed me with her positive attitude, and proves that perseverance pays off. This impressive fortitude bodes well for her ability to encounter academic hurdles in college, but ultimately achieve at a high level.

Business Statistics identified some untapped academic strengths for Felicity. She took leadership roles on two observational studies – one project was an inferential marketing study for the producers of an independent student film, and the other project was an observational study that examined data from the physical education department. In both projects, she displayed strong leadership and organizational skills. Her methods and results would compare favorably with collegiate standards of performance. Felicity has indicated that her class and GBF program experiences have led her to consider business school as a likely college option with a potential major in finance and minor in business law.

Business Statistics has identified some untapped academic strengths for Andrew. He shined in most areas of the course, but I particularly recall his talent for incorporating artistic elements into his Excel-derived statistical displays. Andrew has indicated that his class experiences have led him to consider business schools with a possible major in accounting. After having observed his class performance, I am certain that he will excel in any collegiate business program.

Business Statistics identified some untapped academic strengths for Andrew. Throughout the school year, Andrew demonstrated a deep understanding of observational study design and implementation. He took leadership roles on two class projects – one project was a inferential marketing study for the producers of an independent student film, and the other project was an observational study that examined the brand preferences for make-up products. In both projects, he displayed exceptional leadership and organizational skills.

Capstone Annotations

AP Seminar and *AP Research* are two innovative full year courses that are at the heart of College Board’s new *Capstone* diploma program. To receive the *Capstone* diploma, students must receive a three or higher in both *AP Seminar* and *AP Research*, and receive a three or higher on four other AP exams.

Grace continues to be a role model for GHC’s inaugural *Capstone* class consisting of 50 senior honors students. The *Capstone* program empowers students with the skill to write publishable academic research papers. In *AP Research*, Grace is on track to complete an exemplary culminating paper (5,000 words) that will illustrate her ability to: (1) perform aligned research of peer-reviewed academic literature, (2) design research methods that align with past research, (3) collect data relevant to an aligned research topic, (4) curate findings and analyze results, and (5) report key findings, conclusions and recommendations for future research. To illustrate, Grace recently wrote a model literature review where she presented twenty aligned, peer-reviewed articles in an arts-based research inquiry in the field of photography. She is presently refining her survey instruments through pilot tests with her peers. Many of Grace’s *Capstone* classmates look to her for emotional support and guidance as they complete these difficult research pursuits. They value her input and sisterly advice.

Ms. Nelson consistently models outstanding work habits and produces work that exceeds course expectations with minimal editorial intervention from myself. In *Capstone*, students get a lot of “not quite there” or “what other options exist” but no clear answers (part of *Capstone* design). Grace has thrived in this flexible, discovery approach to learning where considerable maturity and focus is required to succeed. Grace applies an intense focus to every task, every day, every hour, every minute. She easily exceeds her peers in this regard and ranks among the most focused individuals I have encountered in any of my past careers. Grace has managed her time well over the four years that I’ve known her. Her schedule has consistently challenged and expanded her academically while leaving her time to pursue extracurricular activities deeply and consistently over multiple years. This balance has crafted a young woman ready to excel on the first day she steps on a college campus.

Felicity continues to be a role model for GHC’s inaugural *Capstone* class consisting of 50 senior honors students. The *Capstone* program empowers students with the skill to write publishable academic research papers. In *AP Research*, Felicity is on track to complete an exemplary culminating paper (5,000 words) that will illustrate her ability to: (1) perform aligned research of peer-reviewed academic literature, (2) design research methods that align with past research, (3) collect data relevant to an aligned research topic, (4) curate findings and analyze results, and (5) report key findings, conclusions and recommendations for future research. Many of Felicity’s *Capstone* classmates look to her for emotional support and guidance as they complete these difficult research pursuits. They value her input, wry sense of humor and sisterly advice.

Capstone has spotlighted Felicity’s exceptional creative critical thinking skills. In *AP Seminar*, her team of five students submitted an exceptional group written report and oral presentation that examined gender bias in STEM education. This work product far exceeded the quality of the national student work samples provided by College Board. Her team singled out Felicity as the leader who was responsible for the quality of the collaborative results. Felicity’s high intelligence and work ethic led her to score a 5 in *AP Seminar*, a score attained by only 6% of all course participants.

In *AP Seminar*, Ms. Nelson consistently modeled outstanding work habits and produced work that exceeded course expectations with minimal editorial intervention from myself. In *Capstone*, students get a lot of “not quite there” or “what other options exist” but no clear answers (part of *Capstone* design). Felicity thrived in this flexible, discovery learning approach where considerable maturity and focus is required to succeed. Felicity Nelson’ class schedules have consistently challenged her academically while leaving her time to

pursue extracurricular activities deeply and consistently over multiple years. This balance has crafted a young woman ready to excel on the first day she steps on a college campus.

Grace Nelson is that rare outlier student whose record matches the accomplishments of my past students who matriculated to Stanford, Yale, Princeton, and Cal Tech. Grace outshines these peers in terms of creative critical thinking skills and matches them in most other respects. For the reasons enumerated above, Grace is a unique student who makes GHC and GBF proud. Grace's hard work, her exceptional achievement, and her many contributions to our school community make Grace uniquely qualified for admission to a program of your stature. It is my hope that your school will find room for this outlier Latina who brings a unique passion to her studies. I guarantee your institution will be the better for it.

Andrew continues to be a model citizen in GHC's inaugural *Capstone* class consisting of 50 senior honors students. *AP Seminar* and *AP Research* are two innovative full year courses that are at the heart of College Board's new *Capstone* diploma program. To receive the *Capstone* diploma, students must receive a three or higher in both *AP Seminar* and *AP Research*, and receive a three or higher on four other AP exams. Andrew is on track to graduate with the *Capstone* diploma where his lone unmet requirement is to get a three or higher in *AP Research*. *Capstone* is an enormous challenge for our school's elite students, so imagine the accomplishment it represents for an ESL student like Andrew. I witnessed his academic growth first hand as Andrew overcame initial English writing difficulties to succeed in *AP Seminar*.

This year in *AP Research*, Andrew is demonstrating an exceptional understanding of the research process. The *Capstone* program empowers students with the skill to write publishable academic research papers. In *AP Research*, Andrew is on track to complete an exemplary culminating paper (5,000 words) that will illustrate his ability to: (1) perform aligned research of peer-reviewed academic literature, (2) design research methods that align with past research, (3) collect data relevant to an aligned research topic, (4) curate findings and analyze results, and (5) report key findings, conclusions and recommendations for future research. Many of Andrew's *Capstone* classmates look to him for emotional support and guidance as they complete these difficult research pursuits. They value his input, wry sense of humor and friendly non-competitive demeanor.

Mr. Nelson consistently models outstanding work habits and produces work that exceeds course expectations with minimal editorial intervention from myself. In *Capstone*, students get a lot of "not quite there" or "what other options exist" but no clear answers (per *Capstone* design). Andrew has thrived in this flexible, discovery approach to learning where considerable maturity and focus is required to succeed. Andrew applies an intensity to every task, every day, every hour, every minute. His schedule has consistently challenged and expanded him academically while leaving Andrew time to pursue several extracurricular activities deeply and consistently over multiple years. This balance has crafted a young man ready to excel on the first day he steps onto a college campus.

Felicity adjusts to unfamiliar situations with ease and handles pressure well. These resilient traits were tested in *AP Seminar*, a challenging new College Board course that develops college level research skills. This course asks much of the students. It requires them to research peer-reviewed academic journals; write papers in a format that matches this professional literature; and to contribute to a team paper that mirrors collaborative senior projects in college. Felicity succeeded in all aspects of the course, and easily earned an A in both semesters. She examined the efficacy of art therapy in one paper, and the measures that municipal governments are taking to combat global warming in another. It's not often high school students write about whether Thames Barrier should be fortified or the viability of amphibious home construction in London. Her impressive work in *AP Seminar* bodes well for her ability to tackle the intellectual demands of college, and to achieve at the highest level. She clearly ranks among GHC's top students. In class, she made every assignment meaningful to her learning experience

Andrew's bright mind and strong work ethic led him to score a 4 in *AP Seminar* last year, a score attained by only 24% of all course participants (Note: *Capstone* attracts the strongest students throughout the world, so top quartile is impressive). John Tucker, his *AP Seminar* teacher last year, reports Mr. Nelson came to class ready to work every day and made every assignment meaningful to his learning experience. A student's ability to work independently is tested in the *Capstone* program. Andrew handles that extra level of responsibility with ease where he illustrates the self-directed learning skills that will make him successful in college and career. He further shared that Andrew improved his writing skills significantly because of his openness to feedback. That preparation and willingness to learn is very evident in his current transition to *AP Research*, the final College Board requirement to receive the *Capstone* diploma. I fully expect that Andrew will pass this course and earn the *Capstone* diploma.

Grace Nelson is a serious young woman who is always calm, confident and consistent. In *AP Seminar* last year, she led a team of students who submitted a written report and oral presentation that chronicled the influence of race on the criminal justice system. John Tucker, her *AP Seminar* teacher, reports Grace grew more than any of his *AP Seminar* students. He shared that Grace was a good writer when she arrived but advanced to a college level proficiency over the course of the year. That junior preparation is clearly evident in her recent transition to *AP Research*, her final unmet requirement for the *Capstone* diploma. Grace's high intellect and work ethic led her to score a 4 in *AP Seminar*, a score attained by only 24% of all course participants. (Note: *Capstone* attracts some of the strongest students throughout the world, so top quartile is impressive). I fully expect that Grace will pass this course and earn the *Capstone* diploma.

Business Pathway Contribution Annotations - Global Business & Finance

Through hard work and a willingness to address academic weaknesses, Andrew Nelson has succeeded among GHC's elite students, and has great upside potential. Andrew is a truly unique student who makes GHC, DECA and GBF proud. Andrew's hard work, exceptional achievement, competitive success and many leadership contributions to our school community make Andrew uniquely qualified for admission to a program of your stature. It is my hope that your school will find room for this future star who brings a passion to his studies. I guarantee your institution will be the better for it.

Our program has benefitted from Felicity's outgoing personality and her willingness to tutor fellow students. Felicity articulates her thoughts well and, even as a sophomore, she showed maturity beyond her years. All of her GBF peers and teachers see her as a model student and citizen. Felicity was selected for our GBF stock investing team that represented Congressman Brad Sherman in a national portfolio competition; and she worked on a team of students that collected and analyzed data for our school's Physical Education department.

Our Global Business & Finance (GBF) program has benefitted from Grace's warm personality, and willingness to help her fellow students. She is respected and very well liked by all of her GBF peers and teachers. Grace's GBF successes have included: her selection for a stock investing team that represented Congressman Brad Sherman in a national portfolio competition; her top 10% finish in the DECA SMG West Region (another highly competitive stock portfolio competition); and her certification as a Microsoft Office Specialist in Excel.

Grace is the type of student who is always looking for ways that she can contribute to her chosen communities. She is a peer leader in her church's youth ministry, and has played an important role in promoting our business program on campus. Let me briefly share an example that demonstrates this personal quality. During last year's class recruiting visits, Grace identified a need for a marketing poster that promoted the attributes of the GBF program. Overnight, she designed, produced and delivered a professional looking banner that impressed everyone in the program. I was quite taken with her willingness to offer these professional services and then to deliver in such a short timeframe.

Felicity is the type of student who is always looking for ways that she can contribute to the success of our GBF program. During our recruiting visits, Felicity identified a need for a mural that promoted the attributes of the GBF program.

Andrew is an important part of our inaugural GBF class that will graduate this spring. I can report that Andrew has achieved much during his two years in the program. A partial list of his accomplishments in the GBF program follows:

- One of three GBF students who were awarded a scholarship to attend the *Business Leadership Academy*, a summer entrepreneurship program sponsored by Mercy College (summer 2013).
- Selected for a stock investing team that represented Congressman Brad Sherman in a SIFMA-sponsored national portfolio competition for high school students.
- One of eight students selected for *Excellence in Public Service*, a summer leadership program sponsored by Councilman Mitchell Englander.
- Summer Intern for the Valley Economic Development Center where he applied his Excel skills to develop a database for this organization.
- Summer Intern for the Valley Economic Alliance where he performed social media outreach.

Grace is an integral part of our inaugural GBF graduating class. I can report that Grace has achieved and contributed much during her two+ years in the program. A partial list of her accomplishments in the GBF program follows:

- One of four GHCHS students selected for a scholarship to attend a College Entrepreneurship summer program sponsored by Mercy College (summer 2013).
- Selected for a stock investing team that represented Congressman Brad Sherman in a national portfolio competition for high school students.
- Collected, processed and analyzed data for the school's counseling office, and physical education department. This work served actual functions for the school, and the results led to administrative decisions.
- Interned at the United Chambers of Commerce (summer 2013) where she supported various administrative functions.

Business Pathway Annotations – After Graduation

Since her high school graduation, Grace Nelson has become an active member of the CSUN Business Honors Association (BHA). In 2015, our GHC DECA chapter began inviting BHA students to volunteer as mentor coaches. Grace was quick to return to her alma mater and serve. She has committed dozens of passionate hours helping our GHC DECA academic team prepare for competition.

Grace blends beautifully with students of all academic abilities, and she improved the competitive performance of everyone she worked with. Our students discovered that Grace's big heart and wicked smarts have advanced even further at CSUN, and she remains far ahead of her college junior peers in terms of maturity, oral communication, and critical thinking skills. Her commitment was evident from the first day through the last day of practices, both years and always with a big smile on her face!

Program/Teacher Assistant Position Annotations

Felicity is a student always looking to give back. During the current school year, I have been blessed to have Ms. Nelson serve as a program assistant for DECA and our business program. She serves our programs every day immediately after lunch even though she could leave campus as her strong academic program has let her meet. Felicity has played an important role in developing course materials for the financial literacy campaign. She completes every assigned task efficiently, and always looks for new ways to contribute. She regularly interacts with teachers, staff and fellow students on my behalf, and always represents me well.

During the current school year, I have been further blessed to have Ms. Nelson serve as a teaching assistant for my Business Statistics course. Felicity has played an important role in developing new course materials, and she helps me assess student work. She completes every assigned task efficiently and thoroughly. Felicity interacts with teachers, staff and fellow students on my behalf, and always represents me well.

Miss Nelson was my teacher assistant from August 2011 through June 2012. During this period, she demonstrated skills that will make her an outstanding employee in the future. Prior to entering the teaching profession, I owned and operated an escrow company in the San Fernando Valley for nearly twenty years. My comments below assess Grace using the same standards that I used for my employees.

Grace was an excellent listener and problem solver. She implemented instructions efficiently, and assigned tasks were completed accurately and ahead of schedule. Many times, she anticipated and addressed administrative duties before I brought them to her attention. She reminded me of the Radar O'Reilly character from the TV series, "Mash". In the course of her duties, Grace interacted with teachers, staff, and students on my behalf. She always represented me well, and was a role model for the students in my class and even for the older junior and senior tutors who were assigned to my class. To put it simply, Grace Nelson lightened the load for me this year. Grace will add value to any organization from her first day on the job.

During the current school year, I have been further blessed to have Ms. Nelson serve as a teaching assistant for my Business Statistics course. Grace has played an important role in developing course materials, and helps me promote financial literacy throughout the school. She completes every assigned task efficiently, and always looks for new ways to contribute. Grace interacts with teachers, staff, and fellow students on my behalf, and always represents me well.

Whether as a student or T.A., Andrew comes in every day ready to work. He is always alert, regularly contributes to class discussions, and makes every assignment meaningful to his learning of the material. Andrew always represents himself well, and shows maturity beyond his years. He is calm, confident and consistent.

Employment Position Annotations

Felicity is always calm, confident and consistent. Her maturity and intellectual discipline have translated to the workplace where her experiences set her apart from most GHCHS students. Throughout her high school years, Ms. Nelson has played a significant role in running her family's printing business, Graphix. She has performed all front office duties, run many of the printing/fabrication machines, and now even represents the company at trade shows. Her parents regularly leave her in charge when they are promoting the business out-of-town.

Non-CTE Pathway Accomplishments

Andrew is also an accomplished musician who has received certificates of merit in both the piano and violin. He has performed with the youth orchestra of California State University of Northridge throughout his middle and high school years.

Mr. Nelson has been a member of Granada's track and cross country teams since her freshman year. He also enjoyed serving as a DJ for many school and community functions. In class, I observed that his peers consider him a role model, and clearly respect him for his personal integrity, and supportive personality.

Grace was always alert, regularly contributed to class discussions, and made every assignment meaningful to her learning of the material. She mastered basic Algebraic procedures very quickly which left her ahead of the class for most of the year. Unwilling to just “settle” for an easy “A” grade, Grace challenged herself to learn Algebra 1 material at more advanced levels, and spent much of the year previewing Algebra 2 content. This diligence was rewarded in her sophomore year when she made a successful transition into Algebra 2/Trigonometry, one of our math department’s most difficult honors classes. Here again Grace outperformed most of her classmates (a concentration of the school’s best math students) and earned an “A” both semesters.

As a volunteer tutor in her freshman year and in more formal tutoring assignments in her sophomore year, she worked with many struggling students, all of who improved under her tutelage. Even for veteran teachers, this duty can prove frustrating at times, but Grace always stayed positive and persevered with a smile.

Grace has been a member of Granada’s dance teams since her freshman year. In class, I observed that her dance teammates considered her a role model, and clearly respected Grace’s personal integrity and strong academic performance.