

# BEFORE WE GET STARTED

Remember to register your  
attendance and  
complete session evaluations.

Session numbers  
are in the program.



[bit.ly/ProsperSAC23](https://bit.ly/ProsperSAC23)



# Succeeding (LaVerne) with Success: The Future of UIL Accounting

KAY WHITTON

STATE CONTEST DIRECTOR



LaVerne Funderburk  
State Meet Team

**LaVerne Funderburk**

Licensed CPA

Knows entire accounting pie;  
HS accounting is a small sliver

Took accounting contest from  
pilot test to prestigious contest!

**39 school years of service to UIL**



Kay Whitton  
Accounting Team

**Kay Whitton**

Retired JNHS Business  
Teacher – 1994-2018

Majored in and worked at an  
accounting firm; not a CPA

UIL Accounting Coach – 30 years  
UIL State Qualifiers – 21 years

6 Accounting State Champions  
Knows the 'sliver' of HS acct well

# So how do we Succeed

LaVerne  
and her level of expertise

## Successfully?



## Consider these thoughts:

Students tend to 'major in' whatever interested them in HS (including myself!). Too many students do not have a positive business/accounting HS experience.

"Business is consistently one of the top-ranked college majors. Since the 1980s, colleges have awarded more bachelor's degrees in business than in any other field, according to the (NCES).

Most business majors are required to take at least one accounting course, which is difficult for many without HS experience, but much easier for those with that background

According to my team assistant, Lane Quinney, CPA, 2-time UIL accounting state champion, the number of accounting majors has decreased dramatically from when he graduated TAMU 10 years ago

To increase interest, accounting teachers must become more engaged and enabled to be better at teaching the introductory HS accounting course.

# The Future?

## To increase interest...

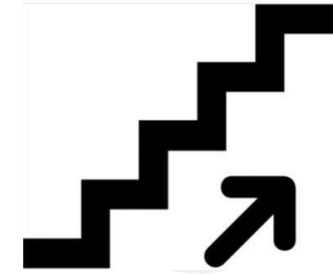
## Focus on Coaching!



BUILD  
a new UIL  
Accounting  
program



COACH to  
foster success



GROW an  
existing  
program



SHARE  
coaching tips  
and strategies



## Building a New Accounting Program

01

### **ANNOUNCE**

Through  
office, in  
class,  
hallway  
signs, or  
social  
media...

02

### **RECRUIT**

Personality  
tests  
  
8<sup>th</sup> grade  
algebra  
teacher  
  
8<sup>th</sup> grade  
graduation

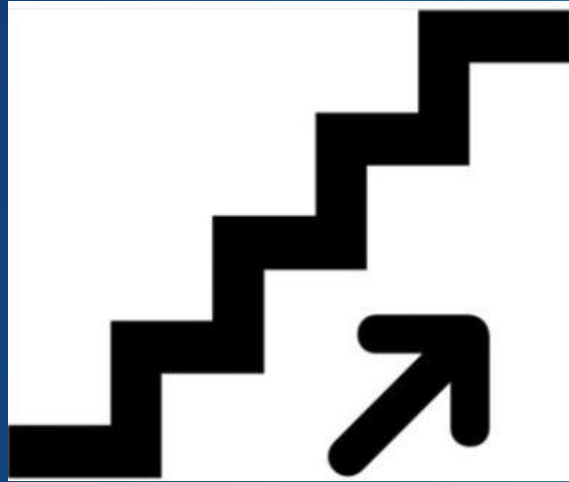
03

### **PROMOTE**

Locker  
signs  
  
Themes  
  
T-shirts  
  
Keepsakes







## Grow an Existing Program

01

### **MAKE IT FUN**

Weekly  
team meets  
High Fives!  
Food!  
Jeopardy

02

### **AIM HIGH**

Raise the  
bar; expect  
them to  
work  
Teach the  
concepts

03

### **RECOGNIZE**

Display  
plaques  
Honor Wall  
Score  
banner  
Social  
media



# Wall of Honor – Visible Success

“I Want to be on your wall.”



# Ideas from Sara Reinart, Happy HS



**The Visual Score Line**

Accounting Region 1	Region 3	Accounting Top 1A Ind. Scores	Comp. App. Region 1	Region 3
1) Follett 67	17) 110	1) Sam 408	1) 205, 105, - Ft. Elliott	17)
2) Silverton 110	18) 139	2) Bailey 369	2) 48 Silverton, 41, 40	18)
3) Hoopay 1075	19) 311	3) Urhankle 313	3) 228 Madison, 212 Bethany, 185 Sam	19)
4) Springlake Earth 269	20) Blum	4) Alisa 298	4) 126 - VanDijk, 99, The (Syracuse)	20) 100, 94, 63
5) Whitmaral 249	21) Tioga		5) 220 Whiteface, 165, 75	21) 240, 232, 24 - All Stedell
6) No Team	22) Miller Grove 100		6) 177, 85, 50	22)
7) Knox City 212	23) Avinger 239		7) 236, 159, 115 - All Spur	23) 35, 7.5?, 5
8) Chillicothe 155			8) 173, 34, 19	24) 53
9) Spur 198				
Region 2	Region 4	Regional Rankings	Region 2	Region 4
9) Fort Davis 181	25) Abbott 407	1) Sam 408	9) 35, 30, 25 - All Baltimore	25)
10) Sanderson 307	26) 290	2) Bailey 369	10) 106, 105, 40	26)
11) Loop 467	27)	3) Alisa 298	11) 241-Loop, 192, 79	27)
12) Borden Co. 290	28)	4) Jackson 161	12)	28)
13) Jayton 442	29)	5) Jari-Whitham 113	13) 103, 58, 41 - All Jayton	29)
14) Water Valley 674	30)	6) Tomarique Whiteface	14)	30)
15) No Team	31)	1) Spur 236	15)	31)
16)	32)	2) Madison 228	16)	32)
WC)	WC)	3) Whiteface 220		
		4) Bethany 212		
		5) Ft. Elliott 205		
		6) Salsie 185		

**The Competition Wall**





## Coach to foster SUCCESS

Know the value of the contest

Have clear expectations; SET A GOAL

Monitor progress; scoresheets; banners

Utilize online resources

Learn the contest yourself



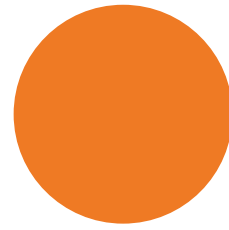
14

Recruiting:

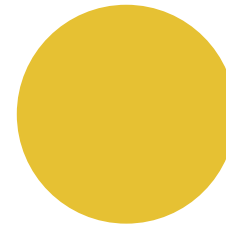
Share the  
Value of  
the  
Accounting  
Contest



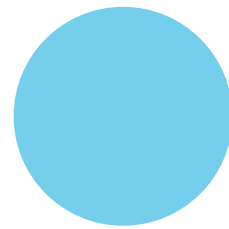
# Have clear expectations!



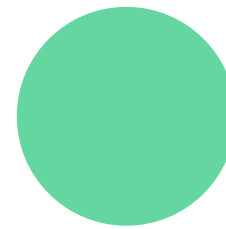
One  
'elephant' bite  
at a time  
makes learning  
manageable.



Start early in  
the year to be  
ready by  
January for  
spring meets.



But there are  
lots of bites!  
Learning and  
practicing  
each concept  
will take time!



Set a Goal  
Plan the Work  
Work the plan

## Monitor team practice

- Having a posted record of practice tests taken, videos watched, packets studied, etc. keeps team members accountable to you and to each other.

2005 r					
2006 r					
2007 r					
2008 r					
2009 r					
2010 r					
2011 r					
2012 r					
2013 r					
2015 r					
2016 r					
2017 r					
2018 r					
2019 r					
2021 r					
2022 r					

Learn the Contest yourself!  
 Learn with your students  
 Take the archived exams  
 Compete with your kids!

- Teachers are busy
- UIL is not the same as chapter problems in book
- Invest the time for yourself and for them
- You may fall in love with UIL accounting like I did!

LAVERNE FUNDERBURK
HOME CPA SERVICES UIL ACCOUNTING CONTEST

- Home
- UIL Accounting Contest
- Archived Exams

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Contest Preparation

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Archived Exams

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Contest Statistics

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Archives

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2021 Special Recognition

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2023 State Meet Volunteers

## Archived Exams

Archived exams are available for previous years, including note, 2021 exams are only available by ordering from UIL. Look at the top menu bar for "Shop." Then look for "High School Study Materials."

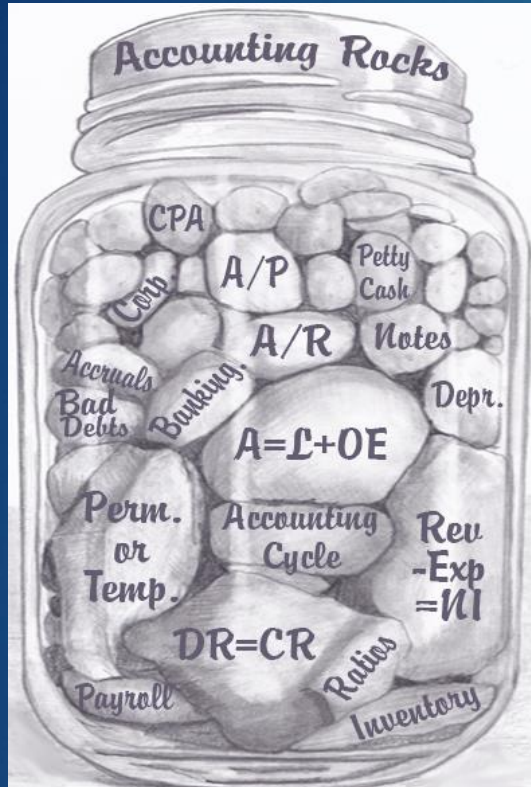
Select a year from the list below to download the exams and complete:

2021 Exams
2020 Exams
2019 Exams
2018 Exams
2017 Exams
2016 Exams
2015 Exams
2014 Exams
2013 Exams
2012 Exams
2011 Exams
2010 Exams



- Share Coaching Tips and Strategies

- ▶ Orphie Connor, Colorado HS
- ▶ Debbie Cook, Jim Ned
- ▶ Sara Reinart, Happy HS
- ▶ Thelia Lisle, Stamford HS
- ▶ Brent Chamberlain, Lubbock Coronado HS
- ▶ Jill Richardson, Caddo Mills HS
- ▶ Alan Barkemyer, Rosebud Lott HS



## Sharing Online Resources

30 Years of coaching =  
LOTS of resources

Online handouts  
Sign up for email mailings

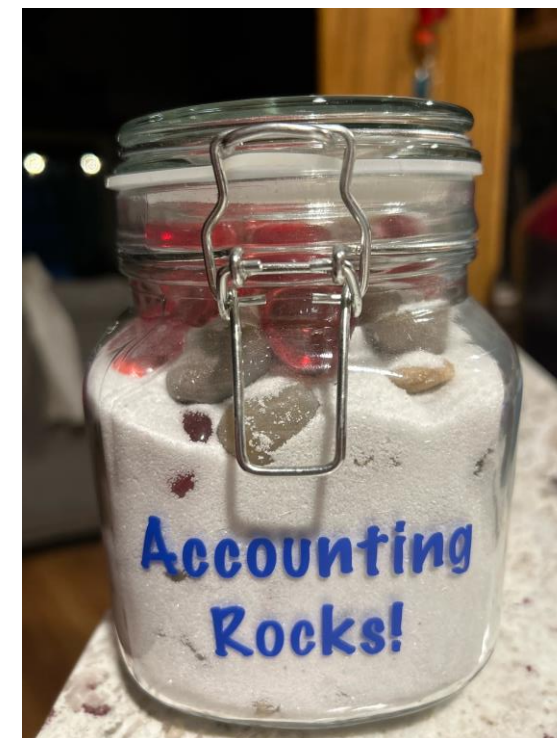
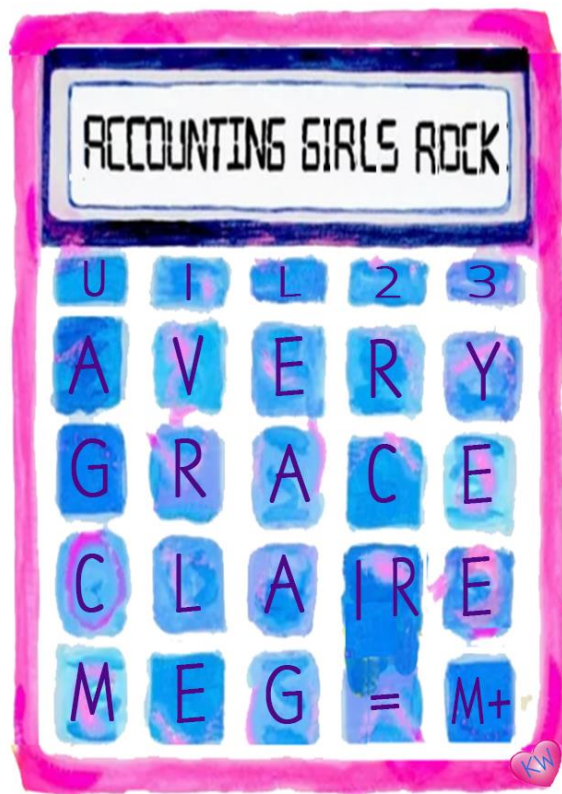
[AccountingRocks.net](http://AccountingRocks.net) (or .org)

Each concept (or 'rock') will have  
an associated video lesson

Archived exams will remain another  
year at [Lavernefunderburk.com](http://Lavernefunderburk.com)



# Sharing Resources: Connecting my past and my future in UIL Accounting



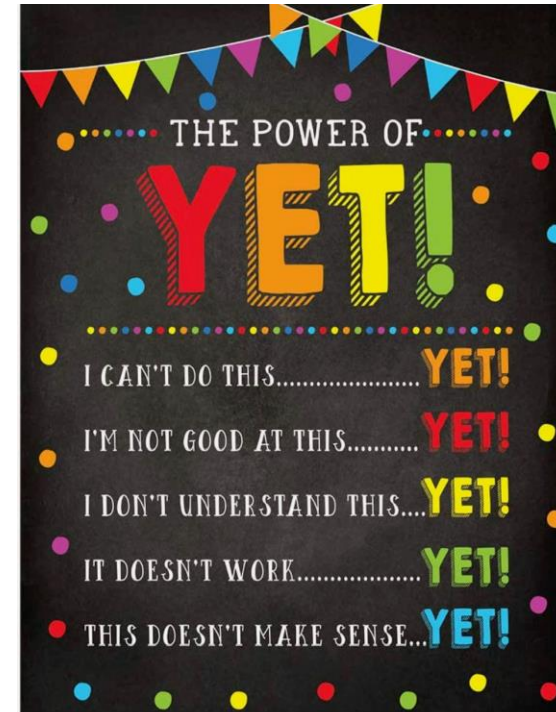
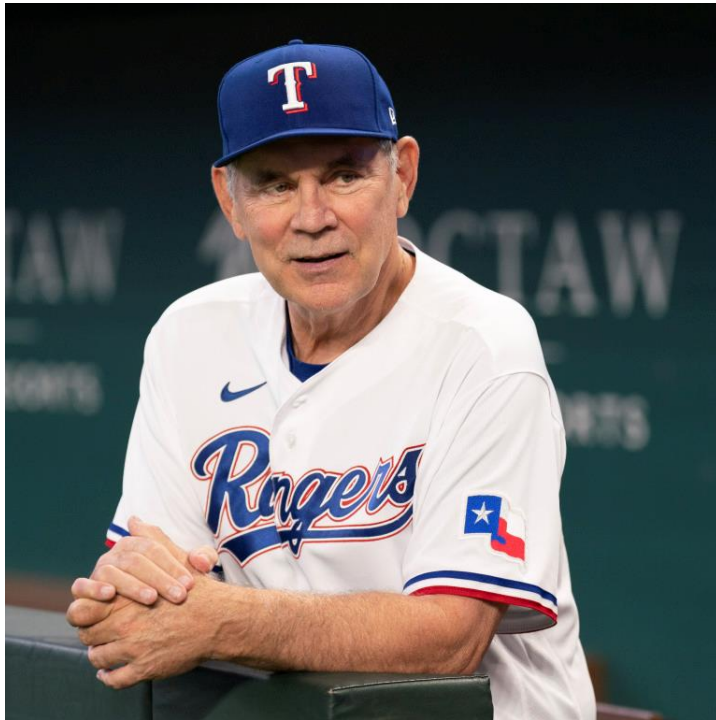
[Accountingrocks.net](https://Accountingrocks.net)



# Bonus content!



# Bonus content!



**Now, let's  
talk about  
the UIL  
accounting  
contest itself:**

**80 questions**

**5 points apiece**

**20 bonus points**

**420 potential score**

**No penalty points for  
guessing or wrong answers!**

Group 1		Group 3		Group 7 cont.		Group 11	
1		22	\$	43	\$	65	
2		23	\$	44		66	
3		24	\$	45		67	
4		Group 4		46	\$	68	
5		25	\$	47		69	
6		*26	\$	48		70	
7		*27	\$	49	\$	*71	\$
8		Group 5		*50	\$	72	\$
9		28	\$	51	\$	*73	\$
10		29	\$	*52	\$	*74	\$
11		*30	\$	Group 8		75	\$
Group 2		31	\$	*53	\$	76	\$
12		32	\$	Group 9		*77	\$
13		*33	\$	54		*78	\$
14		34	\$	55		*79	\$
15		*35	\$	56		**80	\$
16		Group 6		57			
17		36	\$	58			
18		*37	\$	59			
19		Group 7		60			
20		38		Group 10			
*21		39		61			
		40	\$	*62			
		41		63			
		42		*64			

[illegible]

**DO NOT DISTRIBUTE TO STUDENTS BEFORE OR DURING THE CONTEST**

**UIL ACCOUNTING—Invitational 2022-A**  
**KEY**

Group 1		Group 3		Group 7 cont.		Group 11	
1	B CR	22	\$ 15,324	43	\$ 23,340	65	300
2	A DR	23	\$ 31,560	44	H	66	115
3	F DR	24	\$ 25,000	45	F	67	110
4	D CR	Group 4		46	\$ 26,490	68	100
5	C CR	25	\$ 7,278.69	47	F	69	200
6	E DR	*26	\$ 7,842.90	48	G	70	400
7	B CR	*27	\$ 8,276.90	49	\$ 25,000	*71	\$ 9,015
8	A DR	Group 5		*50	\$ 17,979	72	\$ 230
9	C DR	28	\$ 51,798	51	\$ 22,979	*73	\$ 1,870
10	A DR	29	\$ 47,248	*52	\$ 24,469	*74	\$ 72,120
11	E CR	*30	\$ 18,430	Group 8		75	\$ 56,000
Group 2		31	\$ 65,678	*53	\$ 7,379	76	\$ 14,250
12	F	32	\$ 44,928	Group 9		*77	\$ 2,010
13	B H	*33	\$ 41,472	54	B	*78	\$ 12,240
14	A	34	\$ 86,400	55	D	*79	\$ 70,110
15	G	*35	\$ 1,630	56	B	**80	\$ 63,740
16	A	Group 6		57	B		
17	D	36	\$ 199.20	58	A		
18	E	*37	\$ 812.04	59	C		
19	C E	Group 7		60	B		
20	G	38	I	Group 10			
*21	C E	39	H	61	B		
		40	\$ 49,830	*62	C		
		41	H	63	A		
		42	J K L M N	*64	D		



**Do not turn this page until the start signal is given!**

All answers MUST be written on your answer sheet. Either upper case or lower case letters are acceptable. Write legibly. Write letters far enough above the line so that (for example) an “E” can be distinguished from an “F”.

Carefully read the instructions for each group of questions. Pay particular attention to instructions regarding: 1) the required format of answers; and 2) rounding.

Acceptable responses (which are not case sensitive) for the following are:

debit	=	DR
credit	=	CR

If you choose another response for the examples given above, it will be counted as incorrect. Do NOT spell out the word “debit” or “credit.” The reason for this strict code is to test your ability to read and follow instructions. It also facilitates in the grading process.

If the answer has zero cents, it is not necessary to write the decimal or the zeroes for cents.

A dollar amount with cents must have two decimal places. A required decimal point must be clearly visible and in the correct position.

## **UIL ACCOUNTING**

### **Invitational 2004-A**

#### **Group 1**

**For each of the following accounts in items 1 through 10, identify the account classification by writing the correct identifying letter from the following list AND write DR or CR to identify the account's normal balance side. Both parts of your response must be correct for your answer to be correct.**

**A. Asset**

**B. Liability**

**C. Capital**

**D. Revenue**

**E. Cost of Merchandise Sold**

**F. Expense**

1. Accounts Payable

2. Sales

3. Rent Expense

4. Supplies on Hand

5. Cash

6. Johnnie Mathers, Drawing

7. Fees Earned

8. Prepaid Insurance

9. Johnnie Mathers, Capital

\* 10. Purchases Discounts



**Inv. B - 1998**

**In items 1 through 10 are listed some of the accounts that appear in the Account Title section of a work sheet. Indicate whether the normal account balance will be entered in the debit or the credit column of the Trial Balance section of the work sheet using the following code: DR = Trial Balance debit column CR = Trial Balance credit column**

- |                          |                          |
|--------------------------|--------------------------|
| 1. Store Equipment       | 6. Accounts Receivable   |
| 2. Rent Expense          | 7. Purchases             |
| 3. Service Revenue       | 8. Merchandise Inventory |
| 4. Accounts Payable      | 9. Office Supplies       |
| 5. Barbara Sims, Capital | 10. Sales Discounts      |

**Previous (archived) tests are  
online at this link...**

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<http://www.funderburkcpa.com/uil/exams>

# BANK REC. FORMULA

## Bank Reconciliation

BK Bal on Stmt	CkBk Bal on Stubs
+ Dep in Transit	- Bank Chgs
- O/S Checks	+/- Check Adj.
= Rec. Balance	= Rec. Bal.

# CAPITAL FORMULA

## Capital - OE

—		B+
- Drawing		Beg. Capital
		+ Investments
- Net Loss		= Cap. On WS
		(COW)
		+ Net Income
		= End Capital

$$\begin{aligned} & \text{BCap} \\ & + \text{Inv} \\ & = \text{COW} \\ & + \text{NI} \\ & - \text{NL} \\ & - \text{D} \\ & = \text{ECap} \end{aligned}$$

# SUPPLIES FORMULA

## Supplies - A

B+	—	
<p>Beg. Supplies + Bought = Supp. On TB (SOT)</p>	<p>- Supplies Used (Supplies Exp.)</p>	<p>BSupp + Bot = SOT – Used = ESupp</p>
<p>= End Supplies</p>		<p>=====</p>

# INSURANCE FORMULA

## Prepaid Insurance - A

B+  
Beg. PPInsurance  
+ Bought  
= PPI On TB  
(POT)

= End PPI

—  
- Insurance Used  
(Ins. Exp.)

B-PPI  
+ Bot  
= POT  
- Used  
= E-PPI  
=====



# Income Statement

## Calculate COGS

**Purchases**  
**+ Trans. In**  
**= Cost of Del. Goods**  
**- Purch Discounts**  
**- Purch Ret & Allow**  
**= NET PURCHASES**  
  
**+ Beg. Inventory**  
**= Cost of Goods Avail.**  
**- End. Inventory**  
**= Cost of Goods Sold**

**Pur**  
**+ TI**  
**= CODG**  
**- PD**  
**- PRA**  
**= NP**  
  
**+ BI**  
**= COGA**  
**- EI**  
**= COGS**

# Income Statement

## Calculate NI

**Sales**  
- Sales Discounts  
- Sales Ret & Allow  
**= NET SALES**

- Cost of Goods Sold  
**= Gross Profit**  
- Expenses  
**= Net Income**

**Sales**  
- SD  
- SRA  
**= NS**

- COGS  
**= GP**  
- Exp  
**= NI**