

**NC STATE UNIVERSITY**

**Joshua Bledsoe**  
State Agricultural Education Leader  
State FFA Advisor  
4158 Broughton, 2601 Stinson Drive  
Campus Box 7654  
Raleigh, NC 27695-7654  
919.513.1205 (office)  
984.789.2431 (mobile)  
joshua\_bledsoe@ncsu.edu

## NC FFA Career Development Events

1. *Farm Business Management CDE*
2. *Farm Business Management CDE- Jr. Division*
3. *Agricultural Sales CDE*
4. *Agricultural Sales CDE – Jr. Division*
5. *Marketing Plan*

In cooperation with the Department of Agricultural and Human Sciences at NC State University and the Lois G. Britt Agribusiness Center at the University of Mount Olive.

### **Wednesday, March 11, 2020**

University of Mount Olive  
630 Henderson Street, Mount Olive, NC 28365  
Check-in will be at the Holmes and Lois Murphy Center

***Tentative*** start and end times for each CDE

Event	Registration	Event Start Time	Estimated End
Agricultural Sales	8:00 – 8:45am	9:00 am	4:00 pm
Marketing Plan	8:00 – 8:45am	9:00 am	4:00 pm
Agricultural Sales <b>Junior</b>	8:00 – 10:00am	10:30 am	4:00 pm
Farm Business Management	8:00 – 11:00am	12 noon	3:00 pm
Farm Business Management <b>Junior</b>	8:00 – 11:00am	12 noon	3:00 pm

Please refer to the CDE Event Guidelines for rules and procedures associated with each CDE. Go to <https://ncffa.org/ncffa-more/cdes/>

Teams that arrive late will not be allowed to make up any missed portions of the event(s).

### **February 26, 2020 — Online Registration Deadline**

Online registration allows for proper scheduling of rooms and judges.

## Online Registration Instructions

1. Visit [ncffa.org](http://ncffa.org) and navigate to the Register and Request section (main menu > NC FFA > Register & Request; or underneath the main homepage area, you will see 3 boxes – click on the one that says Register & Request)
2. Click on the Ag Sales/FBM/Marketing Plan CDE Registration
3. Email address is required, and you will receive a confirmation email to the address you enter here.
4. Chapter Name and Number – enter your chapter name, followed by your chapter number (NCxxxx)
5. Student Name – enter the students' names (as they appear on the FFA roster) for each respective event in which they are participating. Please make sure that teams are registered in the correct division.
6. Please add in the number of additional meals needed for advisors/chaperones/bus drivers/etc.
7. Please be reminded that all meals are non-refundable regardless of attendance on the day of the event.
8. Click Submit when all the applicable fields have been entered and you have printed a copy for your records (optional).

The registration fee is **\$18.00** for each student that participates in Ag Sales, Farm Business Management, and Marketing Plan CDEs. This fee includes a **\$8.00** meal ticket to the Murphy Cafeteria. An invoice will be emailed to you after the event. Please do not bring money to the event.

### **Ag Sales Participants**

- Please note the event guidelines and procedures have changed this year. Please consult the event guidelines posted on [ncffa.org](http://ncffa.org) for complete information.
- After Round One, only the top 20 teams will participate in the sales presentations. The sales presentation will occur at or near the same designated time for all chapter members; therefore, each student will need their own 1" binder. We cannot reschedule presentations.
- Group presentation and sales presentation times are randomly assigned. We cannot reschedule presentations.

### **Marketing Plan Participants**

- Marketing plans must be emailed to Joshua Bledsoe ([joshua\\_bledsoe@ncsu.edu](mailto:joshua_bledsoe@ncsu.edu)) by **5:00 pm on February 26, 2020**.

### **Frequently Asked Questions**

- Each student participant will be given a meal voucher for the Murphy Cafeteria at UMO. The cafeteria will host a selection of meal options and beverages. Additional meal tickets for advisors, bus drivers, etc. must be requested during online registration at a cost of \$8.00 each.

- Teachers with students requiring modifications for dietary needs should notify the state office before the registration deadline of February 26, 2020. Remember, a variety of food options are available for participants in the cafeteria.
- Teachers with students requiring modifications for exams or other special modifications must notify the state office before the registration deadline of February 26, 2020.
- All students are required to complete participation waivers. Waivers should be submitted at registration/check-in on the day of the event. Students that do not submit waivers will NOT be permitted to participate.
- You may bring your own calculator to the event. Calculators that may be used for the state event must be simple, five function calculators that do not have the capability to store data (TI-83, TI-84, TI-85, etc. are not permitted). Students may not use their phone.
- Please review the cell phone/electronic device policy for CDEs prior to the event with your students. No Apple Watches or Fitbits are allowed!
- Buses and personal vehicles will park in the Kornegay Arena parking lot, located on Henderson Street. When you turn onto Henderson Street from Hwy 55, travel approximately 0.5 miles, and the lot will be on your left. There will be signs directing you.
- We will need teachers to assist with grading the Farm Business Management test. Please let us know at registration if you are able to assist. Thanks in advance for your assistance.
- Students will not be able to use the audio/visual equipment in the rooms at UMO. Marketing teams should bring their own laptops, projectors, extension cords, etc. as needed.
- No tobacco products are permitted. The NC FFA Tobacco Use Policy will be in effect during this event. This means that tobacco products, Juuls, e-cigarettes, and vapes are not to be used at any time during any official FFA event.
- Please review the dress code for all CDEs prior to the event.

If you have any questions, please contact: Joshua Bledsoe, State Agricultural Education Leader, (919) 513-1205 or [joshua\\_bledsoe@ncsu.edu](mailto:joshua_bledsoe@ncsu.edu).

# North Carolina FFA Career Development Events Draft Schedule

Wednesday March 11, 2020

## **Agricultural Sales CDE (Lunch available 11am – 1:30pm in cafeteria)**

8:00 am Registration in Murphy Center  
8:00 am Judges report to Deacon Jones Café  
8:30 am Judges Orientation in 111 Raper  
8:45 am Registration and check-in completed in Murphy Center  
9:00 am Multiple Choice Test for teams 1-20 in Southern Bank Auditorium  
Group Practicum for teams 21-40 in Pope Wellness Center  
10:20 am Group Practicum for teams 1-20 in Pope Wellness Center  
10:30 am Multiple Choice Test for teams 21-40 in Southern Bank Auditorium  
12:00 pm Announcement of Top 20 Teams Advancing to Round Two – Murphy Center  
12:15 pm Sales Presentations  
239 Raper - A Contestants - Room 1  
132 Raper - A Contestants - Room 2  
238 Raper - B Contestants - Room 1  
135 Raper - B Contestants - Room 2  
111 Raper - C Contestants - Room 1  
112 Raper - C Contestants - Room 2  
117 Raper - D Contestants - Room 1  
120 Raper - D Contestants - Room 2  
209 Raper – A/B Contestants - Room 3  
226A Raper – C/D Contestants - Room 3  
4:00 pm Event complete

## **Marketing Plan CDE (Lunch available 11am – 1:30pm in cafeteria)**

8:00 am Registration in Murphy Regional Center  
8:45 am Registration and check-in completed in Murphy Center  
9:00 am Student Overview and Welcome in 136 Raper (Holding Room is 130 Raper)  
9:30 am Marketing plan presentations begin in 136 Raper  
4:00 pm Event complete

## **Agricultural Sales CDE – Jr. Division (Lunch available 11am – 1:30pm in cafeteria)**

8:00 am Registration in Murphy Regional Center  
10:00am Registration and check-in completed in Murphy Center  
10:30 am Welcome and Multiple-Choice Test in Southern Bank Auditorium  
11:00 am Sales Presentations  
111 Henderson – A Contestants  
113 Henderson – B Contestants  
115 Henderson – C Contestants  
209 Henderson – D Contestants  
4:00 pm Event complete

**Farm Business Management CDE (Lunch at 11am in cafeteria)**

8:00 am Registration in Murphy Regional Center  
11:00 am Registration and check-in completed in Murphy Center  
12:00 pm Welcome and overview in Pope Wellness Center  
12:10 pm Multiple choice section in Pope Wellness Center  
12:40 pm Problem solving section in Pope Wellness Center  
3:00 pm Event complete

**Farm Business Management CDE – Jr. Division (Lunch at 11am in cafeteria)**

8:00 am Registration in Murphy Regional Center  
11:00 am Registration and check-in completed in Murphy Center  
12:00 pm Welcome and overview in Pope Wellness Center  
12:10 pm Multiple choice section in Pope Wellness Center  
12:40 pm Problem solving section in Pope Wellness Center  
3:00 pm Event complete

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Registration and General Meeting Room for Participants –Murphy Center

Judges Check-in – Deacon Jones Cafe

Ag Sales Judges Orientation – 111 Raper

FBM Scoring Room (Advisors to assist with scoring) – Raper Conference Room

Refreshments for Judges and Advisors – Deacon Jones Cafe

# **Advisor Checklist**

*To help things run smoothly, please make sure you have completed the following prior to registration/check-in:*

- Signed waiver for each participant
- Two sharpened #2 pencils with erasers for each participant
- Review registration material and CDE Event Guidelines
- Review scantron form with students for correct bubbling procedures
- Check dress code!
- No cell phones or any electronic devices
- No smart watches (Apple Watches or Fitbits)
- No tobacco/vapes/Juuls

## **On-Site Checklist/After Registration**

- Disperse and adhere name badges
- Review Scantron instructions with students (name, chapter #, contestant #, etc.)
- Disperse meal tickets
- Direct participants to assigned group and/or location