



# **Farm and Agribusiness Management CDE**

## **Purpose**

The Farm and Agribusiness Management Career Development Event provides competition that fosters information assimilation, critical thinking, and problem-solving skills necessary to successfully manage a farm or pursue farm business management careers. Through participation in this event, students will be able to analyze farm business management information, while applying economic principles and concepts. Working individually and cooperatively, students evaluate farm business management decisions for effective farm returns.

## **State Event Superintendent**

The superintendent for this event is Mr. Joshua Bledsoe, State Agricultural Education Leader, Department of Agricultural and Human Sciences, NC State University, Box 7654, Raleigh, NC 27695-7654  
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## **Eligibility and General Guidelines**

This event is open to all FFA chapters and FFA members in good standing. FFA Members may not participate in a Career Development Event that leads to a state level event after July 1, following their high school/early college graduation. Members winning a previous state event in this area or that have participated in a previous national event in this area are ineligible.

Teams shall consist of three or four members. Four scores will count towards the team total (A three-member team will earn a zero for the 4<sup>th</sup> score). Any alternate found participating in a state event will result in team disqualification.

FFA members in good standing may also participate as individuals in this event. A chapter may have up to two members participate as individuals as long as the chapter does not have a team participating in the event. Their scores will only count toward individual recognition, and will not be tallied as a team score.

The use or possession of cellular phones or any other mobile electronic communication device is prohibited during any state-level career development event. Any violation of this rule by any team member will result in total team disqualification.

Any member found cheating in any state-level career development event will result in total team disqualification for that event.

The North Carolina FFA Association, in keeping with the FFA mission and purposes, does not permit the use of tobacco products, e-cigarettes, vapes, or Juuls at any FFA facility or at any FFA activity.



FFA members participating in career development events that require the use of calculators may only use non-programmable/graphing calculators that do not have the ability to communicate with other calculators. Calculators will be screened prior to the start of a CDE for acceptability. Students caught using data stored on a calculator or communicating with other calculators will result in a total team disqualification for the event.

In compliance with the Americans with Disabilities Act, North Carolina FFA will honor requests for reasonable accommodations made by individuals with disabilities. Please direct accommodation requests through the CDE/LDE Accommodation Request [Form](#). If the accommodation can be made for all and/or doesn't provide an unfair advantage, then every effort will be made to provide the accommodation. Requests can be accommodated more effectively if notice is provided at least 10 days before the event.

## **Middle School Participation**

Middle school students and teams may participate in Career Development Events or Leadership Development Events. The top middle grades team will be recognized at the state FFA convention. Middle school participants should designate during registration.

## **Dress Code**

Participants are required to follow the North Carolina FFA Career Development Event Dress Code. A ten percent reduction in the total team score will be taken if a participant violates the dress code. Participants are allowed to wear long pants, an appropriate shirt with a collar or an appropriate high school or FFA t-shirt.

The North Carolina FFA Association strives to promote a positive image at all Official FFA Events. The dress code policy was established to address the issue of appropriate attire at all Official FFA Events. Members should adhere to this policy for all events. A ten percent reduction will be applied to all individual scores from a chapter if a participant from that chapter violates the dress code during that career event.

## **Procedures for Administering the Event**

### **Part 1: Multiple Choice (100 points)**

There are 25 multiple-choice questions. Each question is worth four (4) points. Participants are allowed 30 minutes to complete this part of the event.

### **Part 2: Problem Solving (200 points)**

This section contains 8 to 12 problems. Some problems cover more than one page. The main concept of each problem is stated at the beginning of the problem. The point value of each answer is stated in the brackets to the right of each blank. Participants are allowed ninety (90) minutes to complete this part of the event.

The use of pencils with erasers, rather than ink pens, is recommended.



Problem solving questions will relate to subject areas stated in the Farm Business Management CDE section of the National FFA Career Development Event Handbook.

## Scoring

<i>Maximum Score per individual</i>	<i>300</i>
Multiple Choice Exam	100
Problem Solving	200

## Procedure for Determining the State Event Winner When Scores are Tied

In the event a tie score exists, apply the following methods in sequential order until the tie is broken:

1. Compare the alternate scores. The lowest team member score is the alternate score.
2. Compare the total team scores for the problem-solving component and the higher scoring team is the winner.
3. If these methods fail to break the tie, co-winners will be declared and a run-off event will be held to determine which team will represent North Carolina at the National FFA Convention. The run-off event will follow the same rules as the state event.

## State Awards

The awards for the state event will be presented annually at the state FFA convention to include a team 1<sup>st</sup>, 2<sup>nd</sup> and 3<sup>rd</sup> place plaque and a travel monetary award. The high scoring individual will receive a plaque. The highest-placing middle school team will be recognized only if they are not already among the overall top three teams. If a middle school team places in the top three overall, they will not receive additional middle school-specific recognition.

## National Career Development Event Participation

State winning teams advancing to the national career development event will be automatically registered for the national event. It is the responsibility of the FFA Chapter Advisor to complete all necessary national certification and waiver forms and return them to the State FFA Coordinator by the assigned due date.

State winning CDE teams that choose not to participate at the national level should contact the state office by Sept. 1 prior to national convention. Teams that fail to inform the state office prior to Sept. 1 will be ineligible to participate in that same CDE for the next year (chapters may appeal to the State FFA Board of Directors). Teams that do not compete at the National Convention will be required to pay back the travel award.



## Bibliography

Tests used in previous state events are available to instructors who wish to use them as instructional aids.

*This list of references is not intended to be all-inclusive.*

Other sources may be utilized, and teachers are encouraged to make use of the best instructional materials available. The following list contains references that may prove helpful during event preparation.

Numerous sources of materials exist, and participating teams should consult with their state's cooperative extension service, the colleges and universities teaching farm and ranch business management and other material services available to the participating school. For the most current listing of resources and definitions for economic terms, refer to the farm and agribusiness management CDE section of the national FFA website at FFA.org.

### Primary

- Jobs, Steward, Casey and Purcell (2010). Farm and Ranch Business Management (latest edition). Deere & Company, John Deere Publishing, East Moline, Ill. 61244.  
<http://www.deere.com/publications>
- Kay, Edwards and Duffy. Farm Management. McGraw-Hill Book Co., New York, N.Y. (most current edition).
- CDE NCQ, FFA.org. Examples of enterprise budgets and financial statements used in the CDE.

### Secondary

- Boehlje and Eidman (1984). Farm Management. John Wiley and Sons, New York, N.Y.
- Bowers, Love and Kletke (1994). Machinery Replacement Strategies. Deere & Company, John Deere Publishing, East Moline, Ill. 61244. Deere & Company. <http://www.deere.com>
- Dicks, Michael (1998). Agricultural Policy and How It Affects You, Deere & Company, John Deere Publishing, East Moline, Ill. 61244.
- Oltmans, Klinefleter, and Frey (2001) Agricultural Financial Reporting and Analysis. Doane Agricultural Services, St. Louis, Mo.
- Purcell, Wayne D. (1995). Marketing Agricultural Commodities. Deere & Company, John Deere Publishing, East Moline, Ill. 61244.
- Wilson, Purcell, Burton, and Wahlberg (1994). Managing Livestock Production. Deere & Company, John Deere Publishing, East Moline, Ill. 61244.
- Wilson, Purcell, Burton, and Wahlberg (1994). Managing Agricultural Commodities. Deere & Company, John Deere Publishing, East Moline, Ill. 61244



## Technical References

- Farmers Tax Guide, published by the Department of the Treasury, Internal Revenue Service, can be obtained from the IRS Forms Distribution center in your state or the IRS website.  
<http://www.irs.gov/publications/p225/index.html>
- Farm Financial Standards Council, Financial Guidelines for Agriculture Producers, 1998.  
<http://www.ffsc.org/>
- Assorted educational materials are available on hedging, forward contracting and commodity futures trading from any of the following addresses.
  - Chicago Mercantile Exchange, 30 South Wacker Drive, Chicago, Ill. 60604.  
<http://www.cmegroup.com>
  - Kansas City Board of Trade, 4800 West Main Street, Kansas City, Mo. 64112.
  - New York Cotton Exchange, New York Mercantile Exchange Building, One North End Avenue, New York, N.Y. 10282-1101.
- New York Mercantile Exchange, Commodity Exchange Ctr., One North End Avenue, New York, N.Y. 10282-1101.
- Doane Agricultural Services, Vance Publishing Corp., 77 Westport Plaza, #250, St. Louis, Mo. 63416. Doane provides a variety of educational materials related to farm and ranch management.
- Cooperative Extension Service in your state. Contact your local extension agent for access to farm and ranch management educational materials.