



NATIONAL  
FFA ORGANIZATION

Agricultural  
Proficiency  
Awards

# Example Application

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IN EXAMPLE PROVIDED**

# Agricultural Sales Entrepreneurship



# National Proficiency Application

Agricultural Sales - Entrepreneurship

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## Applicant Information

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Applicant Name

Megan Ga Jh

Chapter Name

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## Statement of Candidate and Parent/Guardian

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We have prepared this application and certify that the records are true, complete and accurate and we hereby permit for publicity purposes the use of any information included in the application with the exception of the following:

\_\_\_\_\_

Date

\_\_\_\_\_

Parent/Guardian Signature

\_\_\_\_\_

Date

\_\_\_\_\_

Candidate's Signature

## Certification

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We have verified the application and find that the statements contained herein are such that we are able to recommend him/her for the Degree/Award. Furthermore, we verify that he/she has conducted themselves in a manner to be a credit to the organization, chapter, school and community.

\_\_\_\_\_

Date

\_\_\_\_\_

Chapter Advisor Signature

\_\_\_\_\_

Date

\_\_\_\_\_

Superintendent or Principal Signature

\_\_\_\_\_

Date

\_\_\_\_\_

Employer Signature (Placement applicants only)

\_\_\_\_\_

Date

\_\_\_\_\_

State Advisor or State Executive Committee Signature



# National Proficiency Application

## Basic Award Setup Information

### I. Application Dates

Began Agricultural Education  
7/1/2010

Application Ending Date  
12/31/2014

### II. Proficiency Type

Proficiency Type

Agricultural Sales - Entrepreneurship

Primary Pathway of SAE

Agribusiness Systems

### III. Assets

#### 1. Current/Operating Assets

	Value at Beginning Date	Value at Ending Date
a. Current/Operating Inventory (Entrepreneurship Experiences)		
1. Investment in harvesting and growing crops	\$0	Itemized ending inventory values are reported on "Ending Current Inventory" page.
2. Investment in feed, seed, fertilizer, chemical, supplies, prepaid expenses, and other current/operating assets	\$557	
3. Investment in merchandise, crops and animals purchased for resale	\$0	
4. Investment in raised market livestock & poultry	\$0	

#### 2. Non-Current Inventory

	Value at Beginning Date	Value at Ending Date
a. Investment in non-depreciable draft, pleasure, and breeding animals	\$0	Itemized ending inventory values are reported on "Ending Non-Current Inventory" page.
b. Investment in depreciable draft, pleasure, and breeding animals	\$0	
c. Investment in depreciable machinery, equipment, and fixtures	\$0	
d. Investment in depreciable land improvements, buildings, and fixtures	\$0	
e. Investment in land	\$0	





# National Proficiency Application

Performance Review A

## 1. Briefly explain your SAE and how it related to this award area.

My SAE includes owning and operating a livestock show feed distribution business called **CE ^, @!^ Feed**. I have exhibited livestock since I was nine years old, and the access to a high quality feed program is limited due to the availability and resources located in **CE ^ County**. When I was an 8th grader, my agricultural education advisor suggested that I started a feed business as my supervised agricultural experience. What started as a small feed business in my hometown, quickly turned into a business that supplies feed, additives, and supplements to the five states including, **T ^ |q |^ Á cæ ^**. Inventory quickly increased, resulting in a wider range of customers who have a high demand for swine, cattle, lamb and goat feeds. High Noon and ShowRite feeds are the highlighted products of my supervised agricultural experience program. The majority of my lamb and goat feeds are texturized, while the swine feed is pelleted or milled. I offer a variety of feeds that allow exhibitors to chose from a range of protein and fat content that best fits their livestock projects. By offering a local livestock feed business, exhibitors have a high quality, cost effective and convenient way to manage their own supervised agricultural experiences relating to the livestock **Á ![ á ~ &ç ] Á q á Á @ Á** show industry.

## 2. Briefly explain how your roles, responsibilities, and/or management decisions related to this award area changed.

When I began my feed business, as an 8th grader, my organization skills and responsibility efforts were of typical 8th grade student. However, I quickly realized the extreme time commitment and responsibility skills that it took to manage a business effectively. I have matured very fast from my experience operating and owning a feed business. I learned as much as possible about the different types of feed and how to manage a successful business. I am responsible for ordering feed, taking inventory, moving and organizing pallets of feed, keeping the feed fresh, researching grain prices to understand the fluctuation of feed prices, being knowledgeable of the varieties of feed I carry, customer relations, advertising, keeping records on computer documents, sending monthly statements, and supporting and answering questions from my feed customers. My role as a feed business owner includes promoting my product and mentoring those who have questions. Most of my clients are members of an FFA or 4-H program, where they too have livestock show projects as supervised agricultural experiences. While operating my business, I have developed networking skills that are beneficial to the growth of my business as well as supplementing my knowledge of the livestock industry. As the major decision maker of **CE ^, @!^ Feeds**, I have been able to experience business transactions that most high school students would have no experience with.

## 3. Briefly explain what is the single greatest challenge you faced in this award area and how did you overcome that challenge?

**CE ^ Á&ç FE ^ Á cæ ^**, presenting the single greatest challenge that I have faced while owning and operating **CE ^, @!^ Feeds**. Always making sure that I have a fresh feed inventory is a priority and the location of my business makes it difficult to ensure the freshness of my products. Also, making sure my inventory meets the needs of my customers through a variety of feed types is a challenge. In order to overcome these challenges, finding a feed company that is willing to deliver feed in **CE ^ Á&ç** and that will advertise about my business outside of the state borders and in the surrounding states is a necessity. I have grown the my list of my clients through advertising out of state, after **Á**ll, the surrounding states are geographically located closer than our state capital. I cannot change the location of my feed business, however, I can find the next best solution and that is growing and implementing my business where I am, with the available resources I do have.





# National Proficiency Application

## Performance Review B

**Briefly explain your three greatest accomplishments or findings in this award area.**

### **Accomplishment/Finding #1**

The amount of student and professional growth that I have experienced through my supervised agricultural experience is an accomplishment that I am proud of. Initially, I began with only six clients who were local 4-H and FFA members with livestock show projects. Today, I have over sixty clients from { ~ | d | ^ Á cæ • È I have increased my inventory from a variety of five different feeds to a variety of over twenty-five feeds from the High Noon and ShowRite Feed Companies. I have grown my business with a broad range of advertising techniques such as business cards, newspaper articles, internet, show clinics, and face to face communication with previous and future costumers.

### **Accomplishment/Finding #2**

Utilizing my supervised agricultural experience to broaden my agricultural economics and agribusiness skills has been an accomplishment. As an 8th grader I wanted to make sure that my customers would reach full customer satisfaction with my business. In order to reach that goal, I never let my inventory run low, and I supply my customers a wanted speciality product. To achieve this goal, I take inventory at the end of each month and place orders on any feed that needs replenished. Another necessary factor to maintain a fresh inventory is operating a forklift. A part of achieving this customer satisfaction is having the responsibility and work ethic to ensure my inventory meets the needs of my customers with full satisfaction at all times.

### **Accomplishment/Finding #3**

Record keeping is a skill that can be utilized in many aspects of life. Increasing my skills of efficient record keeping has been an accomplishment throughout my agricultural education experience. I have learned that record keeping is crucial. The most efficient way I have found is keeping an Excel Spreadsheet for each customer and the types of feed they have purchased. I update this spreadsheet monthly and send financial statements for the customers who have a charge account, which are only the local 4-H and FFA customers. Allowing customers to have a charge account is beneficial to building customer relationships, but requires a great amount of efficient record keeping.





# National Proficiency Application

Performance Review C

**What are three ways your experiences or opportunities in this award area will impact your future.**

## **Impact #1**

Economics and financial skills are important to owning and operating a feed business. Everyday life requires a financial balance and knowledge to be successful in daily life. Dealing with money has given me the experience and responsibility to ensure that customers will be treated correctly when it comes to financial ethics. I pay bills monthly and have a line of credit at my local bank, which both contribute to expanding my financial knowledge and skills. I hope to pursue a career as an agricultural education advisor and having this financial knowledge will reinforce that I have the skills and knowledge to properly oversee chapter funds.

## **Impact #2**

Another way that owning a show feed business will contribute to my future is my increased public relations skills. I have increased my communication skills with customers, local businesses, feed companies, other agricultural education advisors, and the general public. Communication is key in operating a successful business, when trying to produce champions through feed rations. I communicate with my customers by calling, advertising, creating news paper articles, sending monthly statements, and checking up with each of my customers on a regular basis. The communication skills gained will also contribute to my future aspirations of becoming an agricultural education advisor.

## **Impact #3**

The last impact is the increased knowledge of two very important industries, the show and feed industry. The show and feed industries are building blocks when owning a show feed business and wanting to be an agricultural education advisor. I frequently have questions from clients about different show feeds and it is my responsibility to advise my customer to the best decision that will benefit them and their show project. Owning a show feed business has given me a different prospective of the feed and show industry. This knowledge will benefit me when I am an agricultural education teacher, supervising students with supervised agricultural experiences in the livestock industry.





# National Proficiency Application

Supervised Agricultural Experience - Entrepreneurship

## 2010

Pathway	Name & Description	Size/Scope of Enterprise
Agribusiness Systems	Goat, Pig & Lamb Feed Tons of feed sold in 2010. I owned and operated a show feed business where I sold goat and pig feed.	2 other

## 2011

Pathway	Name & Description	Size/Scope of Enterprise
Agribusiness Systems	Goat, Pig & Lamb Feed Tons of feed sold in 2011. I owned and operated a show feed business where I sold goat, pig, and lamb feed to the surrounding states.	37.2 other

## 2012

Pathway	Name & Description	Size/Scope of Enterprise
Agribusiness Systems	Goat, Pig & Lamb Feed Tons of feed sold in 2012. I owned and operated a show feed business where I sold goat, pig, lamb and cattle feed to the surrounding states.	37.4 other

## 2013

Pathway	Name & Description	Size/Scope of Enterprise
Agribusiness Systems	Goat, Pig & Lamb Feed Tons of feed sold in 2013. I owned and operated a show feed business where I sold goat, pig, lamb and cattle feed to the surrounding states.	36.7 other

## 2014

Pathway	Name & Description	Size/Scope of Enterprise
Agribusiness Systems	Goat, Pig & Lamb Feed Tons of feed sold in 2014. I owned and operated a show feed business where I sold goat, pig, lamb and cattle feed to the surrounding states.	38.5 other





# National Proficiency Application

## Income and Expense Summary of Entrepreneurship SAE Program

	2010	2011	2012	2013	2014	Total
<b>1. Revenues from Operations</b>						
a. Closing Current Inventory	\$2,546	\$3,051	\$5,721	\$2,775	\$5,080	<b>\$5,080</b>
b. Beginning Current Inventory	\$557	\$2,546	\$3,051	\$5,721	\$2,775	<b>\$557</b>
<b>c. Change in Current Inventory</b>	<b>\$1,989</b>	<b>\$505</b>	<b>\$2,670</b>	<b>-\$2,945</b>	<b>\$2,304</b>	<b>\$4,523</b>
d. Cash Sales	\$1,551	\$28,348	\$28,485	\$27,889	\$29,180	<b>\$115,453</b>
e. Value Used at Home (Non-cash)	\$0	\$0	\$0	\$0	\$0	<b>\$0</b>
f. Value of Production Transferred to other enterprise, Transferred to Non-Current, Bartered or Labor Exchanged (Non-cash)	\$0	\$0	\$0	\$0	\$0	<b>\$0</b>
<b>h. Gross Revenues (Change in Current Inventory and Total Sales)</b>	<b>\$3,540</b>	<b>\$28,853</b>	<b>\$31,155</b>	<b>\$24,944</b>	<b>\$31,484</b>	<b>\$119,976</b>
<b>2. Expenses from Operations</b>						
a. Inventory Purchased for Resale (Cash)	\$0	\$23,523	\$23,202	\$18,795	\$21,895	<b>\$87,415</b>
b. Inventory Purchased for Resale (Non-Cash Transfers)	\$0	\$0	\$0	\$0	\$0	<b>\$0</b>
c. Cash Expenses (all other types)	\$680	\$1,254	\$1,203	\$8,994	\$1,559	<b>\$13,690</b>
d. Non-Cash Expenses (Transferred, Bartered, or SAE Labor Exchange)	\$0	\$0	\$0	\$0	\$0	<b>\$0</b>
e. Contributed Non-Cash Expenses (Gift or non-SAE Labor Exchange)	\$0	\$0	\$0	\$0	\$0	<b>\$0</b>
<b>f. Total Operating Expenses</b>	<b>\$680</b>	<b>\$24,777</b>	<b>\$24,405</b>	<b>\$27,789</b>	<b>\$23,454</b>	<b>\$101,105</b>
<b>3. Net Income from Operations</b>	<b>\$2,860</b>	<b>\$4,076</b>	<b>\$6,750</b>	<b>-\$2,845</b>	<b>\$8,030</b>	<b>\$18,870</b>
<b>4. Non-Current Inventory</b>						
a. Closing Inventory	\$3,560	\$3,420	\$9,980	\$9,540	\$9,100	<b>\$9,100</b>
b. Transfer in from Operations (Non-Cash Transfers of non-current assets)	\$0	\$0	\$0	\$0	\$0	<b>\$0</b>
c. Contributed Inventory (Outside contribution of non-current assets - gift)	\$0	\$0	\$0	\$0	\$0	<b>\$0</b>
d. Purchases	\$3,700	\$0	\$7,000	\$0	\$0	<b>\$10,700</b>
e. Beginning Inventory	\$0	\$3,560	\$3,420	\$9,980	\$9,540	<b>\$0</b>
f. Sales	\$0	\$0	\$0	\$0	\$0	<b>\$0</b>
g. Non-Cash Sales	\$0	\$0	\$0	\$0	\$0	<b>\$0</b>
<b>h. Net Non-Current Transactions</b>	<b>-\$140</b>	<b>-\$140</b>	<b>-\$440</b>	<b>-\$440</b>	<b>-\$440</b>	<b>-\$1,600</b>
<b>5. Net Income From Operations &amp; Net Non-Current Transactions</b>	<b>\$2,720</b>	<b>\$3,936</b>	<b>\$6,310</b>	<b>-\$3,285</b>	<b>\$7,590</b>	<b>\$17,270</b>
<b>6. Annual Profitability Measures</b>						
a. Operating Profit Margin (OPM) Net Operating Income/Totals Sales = % of sales related to profit	81%	14%	22%		26%	<b>16%</b>
b. % of Total Returns from Net Non-Current Gains (Net Non-Current Gains/Total Gains)						
c. Review Non-Current Ending Inv. Value						







# National Proficiency Application

Candidate Inventory Statement - Current Inventory

## A. Harvested and Growing Crops/Plants on 12/31/2014

Description	Quantity	Value
	<b>TOTAL</b>	

## B. Feed, Seed, Fertilizer, Chemicals, Supplies, Prepaid Expenses, and other Current Assets on 12/31/2014

Description	Quantity	Value
38.5 @ Feed	38.5 other	\$610
200 Receipts (38.5 @ Feed)	200	\$230
1 Roll of Plastic Wrap (38.5 @ Feed)	1	\$20
17 Pallets (38.5 @ Feed)	17	\$51
	<b>TOTAL</b>	<b>\$911</b>

## C. Merchandise, Crops, and Animals Purchased for Resale on 12/31/2014

Description	Quantity	Value
11 Bags of Charmasson Feed, @ Feed	11	\$206
30 Bags of Shine Em' Up Feed, @ Feed	30	\$578
25 Bags of Extreme Feed, @ Feed	25	\$463
22 Bags of Ewe Plus Feed, @ Feed	22	\$369
30 Bags of Fat N Sassy Feed, @ Feed	30	\$660
17 Bags of 18% Pig Feed, @ Feed	17	\$374
2 Bags of Starter Pig Feed, @ Feed	2	\$58
4 Bags of High Glo Feed, @ Feed	4	\$212
2 Bags of Original Glo Feed, @ Feed	2	\$106
1 Bags of Stretch Feed, @ Feed	1	\$43
20 Bags of Urban Feed, @ Feed	20	\$380
20 Bags of Grand Drive Feed, @ Feed	20	\$420
20 Bags of Beet Pulp Feed, @ Feed	20	\$300
	<b>TOTAL</b>	<b>\$4,169</b>

## D. Raised Market Animals on 12/31/2014

Description	Quantity	Value
	<b>TOTAL</b>	





# National Proficiency Application

Candidate Inventory Statement - Non-Current Inventory

## E. Non-Depreciable Draft, Pleasure, or Breeding Animals on 12/31/2014

Description	Quantity	Ending Total Value
	<b>TOTAL</b>	

## F. Depreciable Draft, Pleasure, or Breeding Animals on 12/31/2014

Description	Quantity	Acquisition Cost	Depreciation Claimed	Value
	<b>TOTAL</b>			

## G. Depreciable Machinery, Equipment, and Fixtures on 12/31/2014

Description	Acquisition Cost	Depreciation Claimed	Value
Fork Lift	\$3,000	\$500	\$2,500
Pickup (claiming 50% of total cost)	\$7,000	\$900	\$6,100
Laptop	\$700	\$200	\$500
<b>TOTAL</b>	<b>\$10,700</b>	<b>\$1,600</b>	<b>\$9,100</b>

## H. Depreciable Land Improvements, Buildings, and Fences on 12/31/2014

Description	Acquisition Cost	Depreciation Claimed	Value
<b>TOTAL</b>			

## I. Land on 12/31/2014

Description	Quantity	Acquisition Cost
	<b>TOTAL</b>	





# National Proficiency Application

## Learning Outcomes & Efficiency Factors

Learning Outcome or Efficiency Factor		Beginning Level	Level Attained	Description
1	Advertising	Year: <b>2010</b> Level: <b>1 Method</b>	Year: <b>2014</b> Level: <b>4 Methods</b>	Advertisement is essential to promoting any business. I advertise by hanging flyers, giving business cards to customers and agriculture education advisors, putting ad's in newspapers, and face to face communication. I began with only six customers, however due to advertisement I now have over sixty.
2	Feed Accessibility and Knowledge	Year: <b>2010</b> Level: <b>25% of Feed Products Offered from Distributors</b>	Year: <b>2014</b> Level: <b>90% of Feed Products Offered from Distributors</b>	I have had to expand my knowledge of each feed product that I carry and the products that are available to order. Knowing the feed conversion rate, fat and protein ratio, and how the feed will effect the animals is crucial to know. A priority is to carry or have access to any product they need.
3	Financial Responsibility	Year: <b>2010</b> Level: <b>Very Limited Knowledge about Financial Information</b>	Year: <b>2014</b> Level: <b>Experienced with Financial Information</b>	Dealing with money has given me a large responsibility to ensure the customer that I will take care of their money properly. I pay bills monthly and I also have a line of credit at my local bank, which both contribute to expanding my financial knowledge. I also markup feed by 32 percent.
4	Product Handling	Year: <b>2010</b> Level: <b>40% Bags Lost</b>	Year: <b>2014</b> Level: <b>2% Bags Lost</b>	Stacking feed pallets properly and removing shrink-wrap around the feed prevents mold. Also, spraying for insects around the barn and feed pallets ensures that the feed will have no insects. Maintaining effective product handling ensures that the customers will obtain quality show feed.
5	Products Offered	Year: <b>2010</b> Level: <b>5 Different Feeds Offered to Customers</b>	Year: <b>2014</b> Level: <b>35 Different Feeds Offered to Customers</b>	By listening to my customers and researching products available, I was able to offer a larger variety of products to my customers thereby increasing profit. I have been able to offer 35 different feed products to customers.





# National Proficiency Application

Skills, Competencies, and Knowledge

## A. Five Primary Skills, Competencies, and Knowledge within your Pathway

	AFNR Performance Indicator	Contributions to Success
1	ABS.02.03 Apply appropriate management skills to organize a business.	I have developed business skills such as, record keeping, time management, organization, communication skills, and built strong customer relationships throughout the duration of owning <b>Trantham Feed</b> . Each of these skills will be a large factor to current and future success.
2	ABS.01.02 Apply principles of entrepreneurship in businesses.	I have developed an understanding of the requirements to operate an entrepreneurship supervised agricultural experience. I have the ethics, morals, and self-motivation that is required to owning and operating a feed business.
3	ABS.05.01 Maintain and interpret financial information (income statements, balance sheets, inventory, purchase orders, accounts receivable and cash-flow analyses) for businesses.	I have learned to increase my organizational skills to effectively keep records of income and inventory. This enables me to have a better return on investment through the interpretation of financial information. I utilize income statements, take monthly inventory, and utilize a line of credit at my local bank.
4	CS.01.06 Continuous Improvement: Pursue learning and growth opportunities related to professional and personal aspirations.	In order to grow my feed business, I have had to develop my professional skills. I develop community relationships and support that enables me to pursue learning about my supervised agricultural experience. I have taken advantage of learning and growth opportunities such as, taking part in a livestock showing clinic to educate students on proper feed nutrition, feed conversion rates, and the different products that <b>Trantham Feed</b> offers.
5	ABS.03.01 Prepare and maintain all files needed to accomplish effective record keeping.	Every month I organize my inventory sheets and record keeping system. I keep sale receipts of my products for my customers for their tax purposes. I also utilize Microsoft Excel on my laptop to help me keep my records organized. Being organized allows me to accomplish effective record keeping throughout the year and to operate a business at a professional level.

## B. Five Supporting Skills, Competencies, and Knowledge outside your Pathway

	AFNR Performance Indicator	Contributions to Success
6	AS.04.02 Prescribe and administer animal feed additives and growth promotants in animal production.	Feed additives and growth products result in greater livestock production for exhibitors with supervised agricultural experiences. For example, 18% protein results in increase of percentage of muscle.
7	AS.07.02 Comply with government regulations and safety standards for facilities used in animal production.	The area in which I keep my feed is up to code and follows the guidelines for store feed products. I make sure that the area is dry and that the feed is held in an environment to obtain the freshness of the product.
8	CS.01.01 Action: Exhibit the skills and competencies needed to achieve a desired result.	In order to make a profit I have developed skills and competencies that help with organization and sales. I develop community relations and support to ensure a successful business.
9	CS.01.02 Relationships: Build a constituency through listening, coaching, understanding and appreciating others.	I have developed a close relationship with my agricultural education instructor and many livestock industry leaders to ensure my life long learning through my supervised agricultural experience. Through coaching and listening, I have developed and continued to strengthen my foundation.
10	CS.01.04 Character: Conduct professional and personal activities based on virtues.	I have a strong passion for the show industry and through professional and personal activities I have been able to share this same characteristic with fellow FFA and community members. I have organized and implemented livestock showing clinics that provide information regarding feed rations that can be purchased through my feed business.





# National Proficiency Application

## Resume

### 1. Career Objectives

I plan to attend ~~the~~ ~~at~~ State University, where I will double major in Agricultural Education and Agricultural Communications. My long term goal is to teach agricultural education at a high school in ~~the~~ ~~area~~ and then further my career to work at a communications office to promote and inform about the Agriculture Industry to the public.

### 2. Agricultural Science Courses

~~the~~ ~~at~~ High School Agricultural Education Courses - expected graduation May 2015

2014-Present Agricultural Communications

2014-Present Agriculture Mechanics

2014-Present Animal Science

2013-2014 Horticulture

2012-2013 Agricultural Communications

2011-2012 Introduction into Animal Science

2010-2011 Introduction into Agriscience

### 3. Supervised Agricultural Experiences

2013-Present Agricultural Education- 2 Projects

2010-Present Agricultural Sales (Entrepreneurship) 1 Project

2005-Present Swine Production (Ownership) 19 Projects

### 4. FFA Involvement and Leadership

1) 2013-Present ~~the~~ ~~at~~ FFA Chapter President

2) 2014-Present American Farmers and Ranchers Youth Advisory Council

3) 2014 American Farmers and Ranchers Youth Summit

4) 2014 Farm Bureau Youth Leading Agriculture

5) 2014 Advanced Leadership Development

6) 2014 Alumni Leadership Camp

7) 2014 Chapter Officer Leadership Training

8) 2013 Advanced Leadership Development

9) 2013 Alumni Leadership Camp

10) 2013 Chapter Officer Leadership Training

11) 2012 Chapter Officer Leadership Training

12) 2012 Made for Excellence

13) 2012 Alumni Leadership Camp

14) 2011 Made for Excellence

15) 2011 Alumni Leadership Camp

16) 2010 Made for Excellence

17) 2010 Alumni Leadership Camp

### 5. Community Service

1) 2014 Veterans Day Assembly Speaker

2) 2014 Grown For You Agriculture Awareness Program

3) 2014 Home-Bound Communion Giver

4) 2014 Packaged food for Kids Against Hunger

5) 2014 See You at the Pole Speaker

6) 2014 Ready-Set-Show It Livestock Showing Clinic Founder

7) 2014 Vacation Bible School Leader

8) 2013 Home-Bound Communion Giver

9) 2013 After School Reading Program

10) 2013 Vacation Bible School Leader

11) 2013 Shattered Dreams Drunk Driving Program

12) 2012 Made Blankets for Women's Crisis Center

13) 2012 Vacation Bible School Leader

14) 2012 Vacation Bible School Leader

15) 2012 After School Reading Program

16) 2011 Canned Food Drive



**6. Accomplishments**

- 1) 2015 Anticipated State FFA Degree Recipient
- 2) 2014 2nd Place Overall Senior Showmanship at the ~~CE~~ ^ ~~U~~ ~~ce~~ Show Pig Circuit
- 3) 2014 2nd Place Senior Team at ~~CE~~ ^ ~~U~~ ~~ce~~ District Livestock Judging Contest
- 4) 2014 Washington Leadership Conference \$1,000 Scholarship Recipient
- 5) ~~CE~~ ^ ~~U~~ ~~ce~~ Big 3 Livestock Judging Team Sweepstakes Winner
- 7) 2013 1st Place Agricultural Issues Junior Career Development Events
- 8) 2013 ~~CE~~ ^ ~~U~~ ~~ce~~ Big 3 Field Days Team Sweepstakes Winners
- 9) 2013 ~~CE~~ ^ ~~U~~ ~~ce~~ District Chapter Officer Leadership Training Opening Ceremonies President

**7. Certifications, Skills, and Memberships**

- 2014-Present Member of ~~CE~~ ^ ~~U~~ ~~ce~~ Farm Bureau
- 2013-Present Member of ~~CE~~ ^ ~~U~~ ~~ce~~ Show Pig Circuit
- 2013-Present Member of American Farmers and Ranchers
- 2014 Outstanding Junior
- 2014 Swine Production Proficiency
- 2014 Chapter Agricultural Sales Proficiency Award
- 2014 Chapter Agricultural Education Proficiency Award
- 2014 Star Chapter Agribusiness
- 2013 Star Chapter Agribusiness
- 2013 Chapter Agricultural Sales Proficiency Award
- 2013 Outstanding Sophomore
- 2013 Chapter Agricultural Education Proficiency Award
- 2012 Star Greenhand
- 2012 Star Chapter Agribusiness 2012-2014
- 2012 Chapter Agricultural Sales Proficiency Award
- 2011 Star Discovery
- 2011 Agricultural Sales Proficiency Award

**8. Recommendations**

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# National Proficiency Application

## Project Photos



**I went to the local bank to speak with my banker about money to start this business and discuss the best avenue to take. My banker suggested utilizing a line of credit of \$7,000 to begin this project with. Each time I purchase feed, if necessary, I can utilize this line of credit and pay back the amount I use each May of the following year. Through working closely with my banker I have developed strong banking knowledge and skills.**





**Knowledge of my product allows me to educate others. I am describing a feed label and explaining the contents of the feed and nutrients to young 4-H kids. I think it is very important that each customer knows what they are feeding their animals. Animal nutrition is crucial to exhibiting animals and having success.**







**Just like in every business, maintaining a good stock in your product is extremely important. I am doing a walk through of all my feed. I normally do this once every two weeks. The reason I walk through all my feed is to make sure I have good inventory on each feed and if I am low on a feed I can call my feed distributor and order more. A large goal of mine when I first began my feed business it to maintain a good stock of feed, after the past five years I can say that goal was achieved.**





**Keeping records is crucial in maintaining a successful business. I am putting all my feed receipts in an Excel Worksheet. I have found this is one of the most efficient ways to keep my records. The receipt includes the date the feed is purchased, the amount of feed and the price of the feed. Also I keep a record of each customer and their feed on an Excel program.**





# National Proficiency Application

## Project Photos



**A large key in owning a feed business is efficiency. I have to use a forklift to unload and load the amount of feed I sale. I have customers that buy pallets at a time, so I operate a fork lift to get the orders over 40 bags into their pickup or trailer. I had to learn how to drive and operate the forklift correctly and safely. I have found this is the most efficient way of loading feed.**





# National Proficiency Application

Project Photos



**Working with my advisor to discuss future plans of 5bnk \YfY Feed is important. While looking at sales and income we discuss the reasoning for increased or decreased sales and feed markets. We also discuss the reasons for market changes and steps to take to make to increase the profit.**





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## Checklist of Minimum Qualifications

- All items must be "MET" to qualify.
- Only computer-generated checks are shown here.

Item	Value
Candidate has fully described and selected one to five Learning Outcomes or Efficiency Factors.	MET
Candidate has fully described all ten Skills, Competencies, and Knowledge.	MET
All pictures include captions.	MET
All pictures include a digital upload.	MET
Application includes at least one full calendar year of records.	MET
If graduated, applicant must have completed at least three full years of agriculture, or all of the agriculture offered at the school last attended.	MET
If graduated, applicant must have been out of high school for no more than one year	MET
Ending Date is Dec 31 of the year prior to the National Convention which you are applying to receive an award.	MET
Employer or Instructor's Statement must be printed and submitted with the application.	MUST ATTACH
Personal Page must be printed and submitted with the application.	MUST ATTACH





# National Proficiency Application

## Manual Review Sheet & List of Attachments

**Reviewed By:** \_\_\_\_\_

To improve the quality of applications submitted, and to eliminate the need to disqualify an application at the national finalist level of competition each agricultural proficiency award the state advisor should certify application submitted.

**Note:** The following are manual reviews of the application and a listing of attachments and page limitations for the complete application. Please review each item and exactly follow the instructions for each attachment.

### **Manual Review of Application:**

#### **Approve (Check if Yes):**

- 1. Applicant has in operation, and has maintained at least one calendar year of SAE records to substantiate an outstanding SAE program, which exhibits comprehensive planning, managerial and financial expertise, SAE Details page(s)
- 2. Applicant, parent or guardian, chapter advisor, school superintendent or principal and State FFA Advisor properly sign the application.
- 3. I hereby confirm there are no exaggerated, misleading, deceptive or false statements or claims about the applicant's experience, or performance in this application. Additionally, I confirm this supervised agricultural program has been conducted with the highest possible regard for the quality and human production practices as the products and/or services impact public safety and consumer confidence.

### **Attachments & Manual Review (Instructions Below)**

#### **Approve (Check if Yes):**

- 1. Applicant has included a written evaluation limited to one page by the most recent employer or agriculture instructor describing the progress that the applicant has made in developing the skills and competencies necessary for success within the award area in which they are applying. (Limit to ONE Page 8 1/2 x 11)
- 2. Applicant has included a maximum of one page (maximum size 8 1/2" X 11") of additional information. This may **NOT** include the following: videos; CDs, DVDs, flash drive; etc.



## Agricultural Sales Entrepreneurship Advisor Statement

Dear Selection Committee:

Megan Smith is the owner and operator of Anywhere Feed located in Any City, Any State. Megan developed and implemented her feed business in Any County as a young 8<sup>th</sup> grader, while building a foundation for her swine supervised agricultural experience. What started as simple feed business to provide local students with a quick, efficient show ration, turned into a small business that would supply a five state area. Therefore, the growth that Mean has experienced through her supervised agricultural experience is tremendous and apparent while watching her operate her business.

I have personally witnessed Megan mature through her supervised agricultural experience. The amount of agricultural knowledge and passion that Megan has exhibited is top notch. Her leadership abilities and community rapport are apparent and serve a strong foundation for Anywhere Feeds. Her organizational skills have increased through the record keeping process and the responsibility of owning and operating a personal business.

Megan's relationship with her customers will allow Anywhere Feeds business to continue to grow. After discussion with Megan, I believe she wants to pass down the business to her younger brother when the time is right. It has been a joy working with Megan over the years, and pleasure watching her expand her knowledge and passion for the livestock and agricultural industries.

Sincerely,

**Insert Advisor Signature Here**

Advisor Name

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**PERSONAL PAGE UNAVAILABLE**