

Districts 3, 4, & 10

Northeast Community College, Norfolk, NE

2025 NEBRASKA FFA Farm & Agribusiness Management Contest

Purpose

The Farm & Agribusiness Management CDE provides competition that fosters information assimilation, critical thinking, and problem-solving skills necessary for successful business management. The skills learned in this event can be used to successfully manage a farm, agribusiness, pursue agricultural business careers and can be applied to personal financial management. Students will be asked to recall and apply the material to actual and hypothetical management scenarios meant to replicate management decisions on farms, ranches, and other agricultural-based businesses.

Objectives

- Analyze business management information.
- Apply economic principles and concepts of business management to the decision-making process.
- Evaluate business management decisions.
- Work together cooperatively as a team.

Principles and Concepts

- Financial Statement Analysis
 - Cash vs. Accrual Accounting
 - Financial Statements
 - Chart of Accounts
 - Financial Ratios (Financial Statement Analysis)
 - Liquidity
 - Solvency
 - Profitability
 - Financial Efficiency
- Budgeting
 - Partial Budgets
 - Whole-Farm (Business) Budgets
 - Enterprise Budgets
 - Operating Budgets
- Cash Flow Planning
 - Cash Flow Analysis
 - Statement of Cash Flows
- Marketing
 - Commodity (Grain and Livestock) Marketing
 - Agribusiness Marketing

- Income Taxes
 - Tax Status
 - Tax Information
 - Depreciation
 - Deductions
- Farm Business Organization
 - Business Organizations (Sole Prop., Partnerships, LLCs, Corporations, Cooperatives)
 - Characteristics of Business Organization Structures (Liability, taxation, etc.)
- Analyzing an Agriculture Business
 - Strategic Management
 - Vision Statement
 - Mission Statements
 - Business Planning
 - Goals and Objectives
 - Tactical Planning
 - Operational Planning
 - Succession Planning
 - Estate Planning
- Economic Principles
 - Utility
 - Supply and Demand
 - What Shifts/Moves market curves
 - Marginal Cost and Marginal Revenue
 - Profit Maximization Points
- Investment Analysis
 - Time Value of Money
 - Simple vs. Compound Interest
 - Amortization
 - Partial vs. Full Investment Analysis
- Risk Management
 - Categories of Risk (Financial, Market, Legal, Production, & HR)
 - Risk Management Process
 - Risk Management Plan

Contest Schedule

Date: Monday, February 25th, 2025

Contest Length: 2.25 Hours

Location: LifeLong Learning Center

Required Supplies for Students

1. Personal calculator (Cell Phones may NOT be used as calculators)
2. Two #2 lead pencils

Equipment/Supplies Provided by the CDE Event

1. Scratch Paper
2. Text Booklet (to be turned in at the conclusion of the exam)
3. Scoring sheet (exam portion)
4. Laptop/Desktop Computer (team event simulation only)

Rules and Format

1. A team consists of four members. A team score consists of the total of four individuals' scores on the written exam plus the team activity score (all members must participate in the team activity).
2. Cheating and/or the use of Artificial Intelligence (i.e. ChaptGPT) will result in immediate disqualification of the individual or team from activity as well as from individual and team awards.
3. It is highly recommended that participants wear FFA Official Dress for this event, teams not in FFA Official Dress will lose points on the Team Simulation portion of the contest.
4. Each team will be provided with a laptop computer for the purpose of completing the team activity portion of the CDE event. Teams will want to bring a Flash Drive with them to the contest to save their files.
5. The contest will be broken into 3 parts starting with the individual exam and ending with the team simulation.
6. Each team must participate in all 3 portions of the contest (individual exam, team activity, and team agribusiness simulation activity) to place in the CDE event.

Written Exam (150 points, 60 minutes)

The written exam tests the ability of the participants to use decision-making and problem-analysis skills while applying economic principles and concepts taught in business management.

- Each team member works independently to complete the written exam. Each member receives an individual score on the written exam.
- One hour will be allowed for completion of the written exam.
- The written exam may multiple choice and fill-in-the-blank style questions. The questions may require calculations to determine the correct answer.
- All topics in the outline under the "Principles and Concepts" section can be included on the written exam.
- The written exam has a maximum value of 150 points per team member.

Individual scores on the written exam are used to calculate both individual and team score.

Team Decision-Making Activity (100 points, 30 minutes)

- The team decision-making activity evaluates the ability of team members to work together and use decision-making and problem-analysis skills while applying economic principles and concepts taught in business management.
- Members of a team work together cooperatively to complete this section.
- 45 Minutes are allowed for completion of the team activity.
- All topics in the outline under the “Principles and Concepts” section can be included in the team activity.
- All team members must be involved in the team activity to receive credit. If a team has three or fewer participants, no credit will be allowed for the team portion of the event.
- The team activity has a maximum value of 100 points per team. Points are divided as follows:
 - Team Evaluation (25 points): During the team activity section, the team is observed by an event judge and evaluated on the team’s ability to work cooperatively as a group.
 - Team Written Answer Sheet (75 points): The team answers are judged for accuracy and clarity of presentation as determined by the contest superintendent.

Team Agribusiness Simulation Activity (200 points, 45 minutes)

- The team agribusiness simulation activity evaluates the ability of team members to apply decision-making, and problem-analysis skills, while applying economic principles and concepts taught in business management to a hypothetical agribusiness under common levels of risk and uncertainty in the agriculture industry.
- The hypothetical agribusiness is a diversified production agriculture operation that raises crops, livestock, and other value-added agricultural products. Participants will be asked to make decision recommendations to business owners in the related to profitability, risk, and financial impact.
- All team members must be involved in the team activity to receive credit. If a team has three or fewer participants, no credit will be allowed for the team portion of the event.
- The team will be asked to create a BRIEF 3–4-minute presentation for the business owners (panel). The panel will then have 4 minutes to ask the team questions related to their analysis of the problem.
 - Digital Presentation (PowerPoint or Google Slides) shall consist of no more than 5 slides:
 - Introduction
 - Proposed Solution to the problem
 - Anticipated Financial impact to the business.
- Teams will be given 30 minutes of time to prepare their presentation prior to presenting to the business owner (panel)
- The team activity points are divided as follows:
 - Presentation Appearance and Delivery (75 points) Team presentations will be evaluated looking at presentation structure, Introduction, appearance of slides, presentation delivery and division of speaking responsibilities, presenter appearance, and overall presentation length.

- Problem Solving Research, Methods, and Analysis (75 points) Team presentations will be evaluated looking at the team's approach of providing appropriate and reasonable recommendations to the business owner including the accurate use of citations.
- Demonstrated Knowledge of Agribusiness Concepts (25 points) Team members showcase a high-level of knowledge of agribusiness concepts as well as knowledge of the case study scenario.
- Handling of Business Owner Questions (25 points) Team members appropriately and professionally answered questions asked by business owners (panel).

Scoring

The following table summarizes the breakdown of points, event section for each point allocation, and the amount of time allowed for each section of the event.

Points			
Section	Time	Individual	Team
Written Exam	60 Minutes	150	600
Team Decision-Making Activity	45 Minutes		100
Team Agribusiness Simulation Activity	45 Minutes		200
TOTAL		150	900

Tiebreakers:

Judges will break ties on team scores using the following sequence:

1. The score on the written section of the team activity
2. The score on the oral presentation section of the team activity
3. The score on pre-selected questions of the written exam.

Judges will break ties on individual scores using pre-selected sections of the written exam.

Preparation

Students are encouraged to utilize the reference information provided on the State CDE website:

<http://alec.unl.edu/agedcde/farm-business-management>

Or the National FFA CDE website:

<https://www.ffa.org/participate/cdes/farm-business-management/>

Contest Superintendent Contact Information

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