

ENTREPRENEURSHIP Proficiency



2010 Grain Production - Entrepreneurship

Pioneer Hi-Bred, A DuPont Business



STATE: WI
Chapter # WI 0029
Member ID # 551353530

1. Name: Dustin J. Doherty
 Name on chapter FFA roster: (If Different): (same)

2. Date of Birth: _____ 3. Age: _____
 (Month) (Day) (Year)

4. Gender: X Male _____ Female 5. E-mail: _____

6. Address: (street address required) _____
 City: _____ State: WI Zip: 53923

7. Home Telephone number (including area code): 608-617-7815

8. Name of Parents/Guardians 9. List Parents/Guardians Occupation Below:
 a. Father: / _____
 b. Mother: _____

10. Complete FFA Chapter Name: Randolph Cambria-Friesland FFA

11. Name of High School: Cambria-Friesland High School

12. School Address: (street/RR./box no.) 410 East Edgewater Street
 School City: Cambria State: WI School Zip: 53923

13. School Telephone Number (including area code): 920-326-2425 (extension 2416)

14. Chapter Advisor(s): Keith Gundlach

15. Year FFA Membership Began: 2003

16. Years of Agricultural Education Completed: 6

17. Years of Agricultural Education Offered (grades 7-12) in high school last attended: 6

18. Year in school at time of applying for the award: Graduated

19. If you have graduated from the high school, year graduated: _____

20. State/National Dues paid? YES

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

Dustin Doherty
Candidate Signature

[Signature]
Parent or Guardian Signature

In addition, we certify the applicant has achieved a satisfactory record of scholastic achievement.

Keith Gundlach
Chapter Advisor Signature

[Signature]
Superintendent or Principal Signature
(indicate which)

The information contained in this application has been substantiated by an actual visit to the site of the applicant's supervised agricultural experience program.

[Signature]
Employer Signature (if applicable)

[Signature]
State Supervisor, Ag Ed, Signature

NOTICE: This application will not be returned by the National FFA Organization. Please make a copy for your records.

DO NOT ALTER APPLICATION IN ANY WAY or APPLICATION IS SUBJECT TO DISQUALIFICATION!

National FFA Organization

I. Performance Review

A. Getting Started in this activity:

(15)

1. Briefly describe your SAE as it is related to this proficiency area. Describe how you started in this proficiency area. What interested and motivated you to begin?

My SAE as it relates to this proficiency area involves my corn acreage at Doober Farms southwest of Randolph, Wisconsin. Doober Farms raises corn, wheat, and soybeans. I am involved in all areas of the operation, from planting to harvest and all other aspects in between. The past two years, I have raised my own acreage as I prepare to join the farming operation.

I got started by going to the field with my father not much after I was old enough to walk. I spent a lot of hours in the combine or riding tractor when my father was doing field work. I developed a love of farming and was excited that my father let me become involved in what he did. I eventually plan to take over the farm and so my early involvement has been a good trial for me as has growing my own acreage.

Money was a motivating factor as was the thought I would someday own the entire operation. I started agriculture classes in seventh grade and learned about SAE's there as well as in eighth grade. When I learned about the proficiency award system that goes with SAE's, I became even more motivated. Additionally, as I watched FFA members from our chapter fill out and do well in the proficiency award competition, I became even more motivated to do well.

2. When you were planning your supervised agricultural experience in this proficiency area, what 2 or 3 goals and objectives did you plan to achieve at this point in your development?

When I was planning my supervised agricultural experience program, I didn't really know where to start. I was encouraged by my father and my FFA advisor to set some goals and long range plans in Doober Farms. I was the only middle school student allowed to come over from Cambria-Friesland Schools to take Exploratory Agriculture classes (there is a shared agriculture program between Randolph High School and Cambria-Friesland High School) and I decided I wanted to make the most of getting started early.

My main goals were to become more involved in all areas of the farm. I was already doing much of the tillage and had even planted some corn, wheat, and soybeans. I wanted to expand my role in all of these areas and to get more involved in the management decisions by learning how to take soil tests and read the results, getting my pesticide certification license, learning more about the operation of our dryer and storage capacity, and becoming familiar with our marketing plan for the corn. Once I had learned a lot, I wanted to begin farming my own acreage.

The FFA and its award system interested me greatly. I knew that a good proficiency application would eventually be the basis of my State FFA Degree and American FFA Degree applications. Receiving these two awards were my greatest goals as a young FFA member and I am making sure my SAE does not let me down in these areas.

B. Progress:

1. Describe any special advantages or disadvantages that had a major impact on your achievements in your supervised agricultural experience program.

I have had some excellent advantages that have had a major impact on the achievement I have attained in this supervised agricultural experience program.

I have parents who want me to farm some day and they know that farming is my interest for the future. To that end, they have always supported me in all that I did with this SAE. Encouraging me to become even more involved in the farm has pushed me a lot in this area.

My FFA advisor has also been a great advantage. He seems to be always telling me that I will be the one who determines what I do in the FFA and I need to make sure I stay on task. Besides a record book, he has provided me with advice in all areas of this application so I can best highlight my achievements in this supervised agricultural experience.

This SAE has also pushed me to develop strong mechanical skills since we have a very large shop where nearly all of our repairs are made. These mechanical skills will stay with me forever and be important even if I wouldn't end up farming.

Other than long hours at time, I can not really think of any disadvantages that I have experienced in this SAE.

B. Progress (continued)

2. Explain how resources such as livestock, land, buildings, equipment, machinery, supplies and labor are obtained and utilized in this proficiency area.

My crops are grown at Doober Farms, which is located southwest of Randolph. Doober Farms owns two hundred-fifty acres of land and rents an additional fourteen-hundred acres in the area around our home farm. This past year, we raised 900 acres of corn along with 400 acres of soybeans and 350 acres of wheat. Doober Farms has grain storage capacity of nearly eighty-thousand bushels, which makes marketing the crop much more open to different options. Doober Farms also has a very large shop which is only a few years old. It has three large bays with each large enough to hold a combine, if necessary. Doober Farms has a complete line of up-to-date machinery and equipment and the family does most of the work. We have several part time employees who come to work only if we call them. Working conditions are excellent and we work hard long hours to handle all things in a timely manner. When crops are ready to be planted or harvested, we work as many hours as needed to get all things done. My acreage is allowing me to build equity to join this operation.

3. Describe your marketing and/or merchandising plans for this proficiency award area.

I am learning more about cash flow and marketing. This increased knowledge will benefit me even more as I work myself more and more into our operation.

The farm can store just over eighty thousand bushels of corn and that influences my marketing strategies greatly. Our farm is within six miles of two ethanol plants and they bid for corn when they need it. This has benefitted me greatly.

I pool my grain with my father so I can have a bigger contract and gain more money. Additionally, larger amounts of corn receive a higher bid from the ethanol plant since they require such large amounts of grain on an ongoing basis.

C. Analysis/Evaluation of Program

1. Describe your level of achievement and progress towards your goals (such as skills, scope, etc.) in this award area as related to the goals and objectives described on page 2, question 2.

I have made great progress toward my goals. My early start in this SAE has given me the advantage of being farther along than my classmates with similar SAE's. I am involved in all areas of our operation. I do tillage, plant, harvest, and run our drying system. Additionally, I handle much of the taking of soil samples and I can read and interpret the results. This allows me to have input on our soil fertility program and teaches me a lot about income and expenses for our cropping system. I am pesticide certified. I understand the contracts and direct sales as well as the principle of how stored grain is always potential income and how I can reduce risk and stretch income over two tax years by storing some of the crop each year. I have farmed my own acreage the past two years and am expanding again this year. My plans are to become a full partner within four years. In the FFA, I won three proficiencies and was the Wisconsin Star In Agricultural Placement. That success has fueled my desire to increase my acreage each year.

2. Describe the personal goals, educational goals, and career goals you would like to achieve in the next ten years.

In ten years, I want to be a full partner in our operation. I also want to have completed classes at the UW-Madison Farm and Industry Short Course and to be taking classes through the technical college to stay current in all aspects of our farming operation.

I want to be married to someone who has an agricultural background and who loves being outdoors. I believe my wife will have to work off the farm for insurance, but I would like to be able to prevent that due to good farm profits. I would like two children and to be actively involved in all that they do as they grow up in our community.

I plan on joining our FFA Alumni and being supportive of high school FFA members just as our FFA Alumni is now.

D. Skills, Competencies, and Knowledge (List your BEST 10)

1. List the major skills, competencies and knowledge (e.g. marketing, safety, personal skills development) that best describe what you gained technically and personally from this proficiency area. How do you think these skills, competencies, and knowledge contributed to your success in this award area?

Skills, Competencies, and Knowledge	Contributions to Success
1. I soil test my acreage each year.	1. This allows me time to formulate a good fertility program for my acreage.
2. I choose my own corn varieties.	2. I select varieties with good dry down potential to save money on drying costs.
3. I use multiple marketing strategies.	3. This allows me greater flexibility in securing the best prices for my crop.
4. I am skilled in equipment maintenance and repair.	4. This will prevent additional money being tied up in capital purchases due to machinery lasting longer.
5. I use corn with genetic inputs.	5. Bt corn and rootworm resistant varieties cost more, but they save a lot of money on pesticides.
6. I am pesticide certified.	6. I can buy, mix, and apply both general use and restricted use pesticides.
7. I plant at 33,500 plants per acre.	7. Our ground is good and this rate gives me a final plant population of around 32,000 plants per acre.
8. I use 28% nitrogen applied as the corn approaches fourteen inches tall.	8. This gives an immediate nitrogen response and causes the corn to form a canopy quicker which reduces weed problems.
9. I chisel plow all corn acreage in the fall.	9. The soil is broken up which increases water intake in the spring, breaks up any clay pans, and partially incorporates corn stalks as organic matter.
10. I attend dealer open house days at their plots.	10. This keeps me abreast of new technologies in the corn hybrid area and allows me to make planting decisions as an informed consumer.

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II. Inventory Related to:
GRAIN PRODUCTION

(Applicant's Share)

(10)

	Beginning		Ending	
	Quantity	Total Value (A)	Quantity	Total Value (B)
1. Current/Operating Inventory				
a. Candidate's investment in harvested & growing crops			10089 bu	\$31,680
b. Candidate's investment in feed, seed, fertilizer chemicals, supplies & other current/operating assets				
c. Candidate's investment in merchandise, crops and livestock purchased for resale.				
d. Candidate's investment in raised market livestock and poultry				
2. Total Current/Operating Inventory (a+c+d)	XXXXXXXX	(1)	XXXXXXXX	\$31,680 (2)
3. Non-Current/Capital Non-Depreciable Property				
a. Candidate's investment in non-depreciable draft, pleasure and breeding livestock & poultry				
b. Candidate's investment in land				
c. Total Non-Current/Capital Non-Depreciable Inventory	XXXXXXXX	(3)	XXXXXXXX	(4)
4. Non-Current/Capital Depreciable Inventory				
a. Candidate's investment in depreciable draft, pleasure and breeding livestock				
b. Candidate's investment in machinery, equipment & fixtures	25% truck	\$8,000	2	\$31,675
c. Candidate's investment in depreciable land improvements, buildings and fences				
d. Total Non-Current/Capital Depreciable Inventory (a+b+c)		\$8,000 (5)		\$31,675 (6)
5. Total Non-Current/Capital Inventory (3c+4d)	XXXXXXXX	\$8,000 (7)	XXXXXXXX	\$31,675 (8)

III. Schedule of Liabilities Related to:
GRAIN PRODUCTION

(5)

(Applicant's Share)

	Beginning (A)	Ending (B)
Current/Operating Liabilities		
(a) Total accounts and notes payable	(9)	(10)
(b) Total Current portion of non-current debt	(11)	(12)
(c) Total Current Liabilities (a + b)	(13)	(14)
Non-Current/Capital Liabilities		
(d) Total notes & chattel mortgages	(15)	(16)
(e) Total real estate mortgages/contracts	(17)	(18)
(f) Total Non-Current Liabilities (d + e)	(19)	(20)

* Transfer values for #(1) - (20) to corresponding number on page 7

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Our House Enterprises

(WI 551353530)

6/12/2010

IV. Scope Related To:

GRAIN PRODUCTION

(Applicant's Share)

(5)

YEAR	2008	2009	2010
KIND OF ENTERPRISE	6 acres	136 acres	Rented for 2010:
SIZE OF ENTERPRISE			196 acres
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			

V. Income and Expense Summary Related To:

(Applicant's Share)

(15)

GRAIN PRODUCTION

Year	2008	X 2009	2010
1. Current/Operating Income			
a. Closing Current/ Operating Inventory	\$1,233	\$31,680	
b. Beginning Current/ Operating Inventory		\$1,233	
c. Change in Current/ Operating Inventory (a minus b)	\$1,233	\$30,447	
d. Cash Sales	\$1,401	\$43,338	
e. Value of Products Used at Home			
f. Value of Production Transferred or Bartered			
g. Value of Ag Labor Exchanged for Non-Cash Operating Expenses	\$482	\$10,932	
h. Total Current/Operating Income (c-g)	\$3,116	\$84,717	
2. Current/Operating Expenses			
a. Current/ Operating Inventory Purchased			
b. Cash Current/ Operating Expenses-Feed			
c. Non-Cash Current/ Operating Expenses-Feed			
d. Cash Current/ Operating Expenses-Other	\$1,087	\$19,132	
e. Non-Cash Current/ Operating Expenses-Other	\$482	\$10,392	
f. Total Current/ Operating Expenses (add a thru e)	\$1,569	\$29,524	
3. Net Current/Operating Income (1h minus 2f)	\$1,547	\$55,193	
4. Non-Current/Capital Transactions			
a. Closing Non-Current/Capital Inventory	\$7,500	\$31,675	
b. Non-Current/Capital Sales			
c. Beginning Non-Current/Capital Inventory	\$8,000	\$7,500	
d. Non-Current/Capital Purchases		\$26,500	
e. Net Capital Transactions (a+b minus c minus d)	(\$500)	(\$2,325)	
5. RETURN TO CAPITAL, LABOR & MGMT (3+4e)	\$1,047	\$52,868	
6. TOTAL RETURN TO CAPITAL, LABOR & MGMT (5A+5B+5C+5D+5E+5F)	XXXXXXXXXX	(Years 1- 3)	\$53,915
	XXXXXXXXXX	(5A+5B+5C ONLY)	

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IV. Scope Related To:

GRAIN PRODUCTION

(Applicant's Share)

(5)

YEAR	2011	2012	2013
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			

V. Income and Expense

(Applicant's Share) (continued)

(15)

Summary Related To:

GRAIN PRODUCTION

Year	2011	2012	2013
1. Current/Operating Income			
a. Closing Current/ Operating Inventory			
b. Beginning Current/ Operating Inventory			
c. Change in Current/ Operating Inventory (a minus b)			
d. Cash Sales			
e. Value of Products Used at Home			
f. Value of Production Transferred or Bartered			
g. Value of Ag Labor Exchanged for Non-Cash Operating Expenses			
h. Total Current/Operating Income (c-g)			
2. Current/Operating Expenses			
a. Current/ Operating Inventory Purchased			
b. Cash Current/ Operating Expenses-Feed			
c. Non-Cash Current/ Operating Expenses-Feed			
d. Cash Current/ Operating Expenses-Other			
e. Non-Cash Current/ Operating Expenses-Other			
f. Total Current/ Operating Expenses (add a thru e)			
3. Net Current/Operating Income (1h minus 2f)			
4. Non-Current/Capital Transactions			
a. Closing Non-Current/Capital Inventory			
b. Non-Current/Capital Sales			
c. Beginning Non-Current/Capital Inventory			
d. Non-Current/Capital Purchases			
e. Net Capital Transactions (a+b minus c minus d)			
5. RETURN TO CAPITAL, LABOR & MGMT (3+4e)			
6. TOTAL RETURN TO CAPITAL, LABOR & MGMT (5A+5B+5C+5D+5E+5F)	XXXXXXXXXX	XXXXXXXXXX	\$53,915
	XXXXXXXXXX	(Years 1 - 6)	

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VI. Applicants Financial Balance Sheet Statement
GRAIN PRODUCTION

(5)

	Beginning Value of First Year (SAE)		Ending of Last Complete Year	
	Related to Proficiency (A)	Total (B)	Related to Proficiency (C)	Total (D)
1. Current/Operating Assets				
a. Cash on-hand, checking and savings		\$1,146	\$3,862	\$7,142
b. Cash value - bonds, stocks, life insurance				
c. Notes & accounts receivable				
d. Current/Operating Inventory	(1)		\$31,680 (2)	\$38,641
e. Total Current/Operating Assets (a+b+c+d)		\$1,146	\$35,542	\$45,783
2. NON-CURRENT/CAPITAL ASSETS				
a. Non-depreciable inventory (including land)	(3)		(4)	
b. Depreciable inventory (Includes purchased of breeding stock)	\$8,000 (5)	\$16,000	\$31,675 (6)	\$38,762
c. Total Non-Current/Capital Assets (a+b)	\$8,000 (7)	\$16,000	\$31,675 (8)	\$38,762
d. TOTAL ASSETS (1e+2c)	\$8,000	\$17,146	\$67,217	\$84,545
3. CURRENT/OPERATING LIABILITIES				
a. Accounts & notes payable	(9)		(10)	
b. Current portion of non-current debt	(11)		(12)	
c. Total Current/Operating Liabilities (a+b)	(13)		(14)	
4. NON-CURRENT/CAPITAL LIABILITIES				
a. Notes & chattel mortgages (total minus current portion)	(15)		(16)	
b. Real estate mortgages/contracts (total minus current portion)	(17)		(18)	
c. Total Non-Current/Capital Liabilities (a + b)	(19)		(20)	
d. TOTAL LIABILITIES (3c+4c)				
5. OWNER'S EQUITY/NET WORTH (2d minus 4d)	\$8,000	\$17,146	\$67,217	\$84,545
6. GAIN OR LOSS IN OWNER'S EQUITY	XXXXXX	XXXXXX	\$59,217 (21)	\$67,399 (22)
7. WORKING CAPITAL (1e minus 3c) (Current Assets minus Current Liabilities)		\$1,146	\$35,542	\$45,783
8. CURRENT RATIO (1e divided by 3c) (Current Assets divided by Current Liabilities)	\$1 / to \$1	\$1,146 / to \$1	\$35,542 / to \$1	\$45,783 / to \$1
9. DEBT-TO-EQUITY RATIO (4d divided by 5) (Total liabilities divided by owners equity)	/ to \$1	/ to \$1	/ to \$1	/ to \$1

• For # (1)-(20) values are transferred from corresponding numbers on page 5.

(21) Line 5, Column (C) minus Line 5, Column (A) (22) Line 5, Column (D) minus Line 5, Column (B)

VII. Efficiencies Attained (refer to Appendix I, II of Proficiency Award Handbook):

(5)

Efficiency Factor	Year	Level Achievement	Describe how this factor was used to manage this enterprise
Planting rate	2008	34,500 plants/acre	I lowered this by 1000 plants per acre from the first year and got a better yield response.
	2009	33,500 plants/acre	
Final plant stand	2008	32,750 plants/acre	My stand was nearly as good and there was very little lodging. These rates are good for my land.
	2009	32,500 plants/acre	
Marketing strategies	2008	Split sales/multiple markets	I have a better market choice and my return is higher.
	2009		
Use of 28% nitrogen	2008	On all acreage	The application times are better for me and I also get some weed knockdown from the applicator. I also have a canopy form over the rows so weeds later in the season are not a problem.
	2009	On all acreage	
Corn drying percentage	2008	13%	Drying to thirteen percent assures me there will be no storage loss from excess moisture.
	2009	13%	

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Our House Enterprises

(WI 551353530)

6/12/2010

VIII. Non-Cash Income NOT Related to this Award Area

Year	Source of Income	Amount Received
	TOTAL	

IX. Earned Income NOT Related to this Award Area.

Year	Source of Income	Amount Received
2008-09	Doober Farms - Employee	\$23,101
	TOTAL	\$23,101

X. Gifts, Inheritance and Other Non-Earned Income

Year	Source of Income	Amount Received
2008-09	Birthday, Graduation Gifts	\$1,142
2008	Gun-Gift	\$382
	TOTAL	\$1,524

XI. Accounting for Change in Owner's Equity


1. Total Return to Capital Labor & Management (Section V, Line 6, Column F)	\$53,915
2. Non-Cash Income <u>NOT</u> Related to the Award Area (Section VIII)	
3. Earned Income <u>NOT</u> Related to this Award Area (Section IX)	\$23,101
4. Gifts, Inheritances and Other Non-Earned Income (Section X)	\$1,524
5. Total Sources of Income (Section XI, 1+2+3+4)	\$78,540
6. Withdrawals for Personal Living, Gifts, Income Taxes Educational Expenses and All Other Personal Expenditures (Includes local, state & federal income taxes and FICA)	\$9,844
7. Maximum Possible Increase in Owner's Equity (Line 5 minus Line 6) *	\$68,696
8. Gain or Loss in Owner's Equity (Section VI, Line 6, Column D) *	\$67,399

* Note Line 7 must be equal to or exceed Line 8.

MET

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National FFA Organization

 Our House Enterprises

(WI 551353530)

6/12/2010

Resume

Dustin J. Doherty

Randolph-Cambria-Friesland FFA

Career Objective

My career objective is to become a farmer.

Education

I have attended Cambria- Friesland public school for the past 8 years.

1995-1996	4 yr old kindergarten Cambria- Friesland schools
1996-1997	5 yr old kindergarten Cambria- Friesland schools
1997-2001	Elementary School
2001-2004	Middle School
2004-2009	High School

Agriculture classes I have taken include Exploring Agriculture, Agriculture Survey, Horticulture, Farm & Business Management and Leadership.

FFA Leadership Activities/Awards

2004	Greenhand Degree
2005	Chapter FFA Degree
2004-2008	World Dairy Expo
2004-2005	Local FFA Creed Speaking Contest
2004-2008	Fruit Sale
2004-2006	FFA Scholarship Raffle
2006	State FFA Convention
2008	State FFA Convention
2006	National FFA Convention
2008	National FFA Convention
2004-2005	Member, Student Development-Scholarship Activities
2005-2006	Member, Chapter Development-Financial Activities
2006-2007	Member, Community Development-Citizen Activities
2006-2007	Member, Student Development-SAE Activities
2007-2008	Member, Chapter Development-Recruitment Activities
2007-2008	Member, Community Development-Economic Activities
2005-2006	Local Proficiency-Fiber and/or Oil Crop Production
2006	State FFA Proficiency-Fiber and/or Oil Crop Production-3 rd Gold
2007	State FFA Proficiency-Diversified Crop Production-6 th Gold
2007	State FFA Proficiency-Fiber and/or Oil Crop Production-2 nd Gold
2007	State FFA Proficiency-Grain Production-Placement-1 st Gold
2008	State FFA Proficiency -Diversified Crop Production – 3 rd Gold
2008	State FFA Proficiency -Fiber and/or Oil Crop Production – 1 st Gold

2008 National Proficiency Finalist - Fiber and/or Oil Crop Production
2009 State Proficiency – Diversified Crop Production – Placement-1st Gold
2009 State FFA Degree
2009 Wisconsin State Star In Agriculture Placement-1st Place
2010 State Proficiency-Grain Production Entrepreneurship-State Winner

School Leadership Activities/Awards

2004-2008 Football
2005-2007 Homecoming Committee
2007-2008 FCCLA
2007-2008 Prom Committee

Community Activities

2004-2008 Sno-Kats Snowmobile Club
2009 Cambria Fire Department

Professional Organizations

2004-2010 Whitetails Unlimited
2004-2010 Member-Randolph Cambria-Friesland FFA
2004-2010 Member-Wisconsin Association FFA
2004-2010 Member-National FFA organization

Other Accomplishments

I am an avid hunter. I have taken hunting trips to Texas. I am pesticide certified and am able to buy, mix, and apply both general and restricted use pesticides. I drive semi on the farm now and will be taking my Commercial Driver's License (CDL) driving test soon. This past spring, I rented another 167 acres and began farming it with my dad. I will expand that amount in 2010.

References

Keith Gundlach
Agriculture Instructor/FFA Advisor
Randolph High School

Rick Evans
Mint and Cash Crop Farmer

Lowell Hoffman
Dairy Farmer

RANDOLPH CAMBRIA FRIESLAND

Randolph High School • 110 Meadowwood Drive • Randolph, WI 53956 • (920) 326-2429 • Ext. 2416

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920-296-5937

Andrew Buss
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920-326-3850

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Brandon Zimmerman
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920-382-3418

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920-348-5140

Stephanie Crescio
Treasurer
469 Jones Drive
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920-326-3359

Nick Buss
Reporter
George Street
Randolph, WI 53956
920-326-3108

Jon Roberts
Sentinel
125 Meadowwood Drive
Randolph, WI 53956
920-326-5103

B. Employer or Instructor Statement-Dustin Doherty

Grain Production-E

I am pleased to write a statement regarding the status Dustin Doherty's SAE proficiency in the area of Grain Production Entrepreneurship.

Dustin is employed by Doober Farms and by Paradise Farms. Doober Farms raises about nine hundred acres of corn, four hundred acres of soybeans, and three hundred-fifty acres of wheat. Paradise Farms has some about two hundred acres of corn which is mostly for rotational purposes, and one thousand acres of spearmint and peppermint. This past year, Dustin expanded his own acreage from six to one hundred thirty-six. He has part of it in storage and sold part of it. He also purchased a tractor for his own use and is well on his way to expanding. This summer, he will have over two hundred acres of his own.

I am impressed that Dustin took the initiative to take a pesticide certification course to better enable him to work in this SAE by expanding his skills. I am also impressed that he is taking an active role in learning how to best market his own crop. Corn for grain is a large market item here with the ethanol plant so close to many farms, including Doober Farms, and marketing is an important decision.

Dustin also does the bulk of the soil sampling on all of the land ran by Doober Farms as well as his own. He can also read and interpret the results and this allows him to have input on the soil fertility program in place at Doober Farms.

I have found Dustin quick to volunteer for all FFA activities and one who contributes a great deal. He is an excellent young FFA member who has been active since the seventh grade. I look forward to his continued involvement and success in the FFA.

I certainly recommend his recognition in this proficiency area.

Keith Gundlach



RCF FFA Advisor

Taylor Grant
Parliamentarian
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VI. SUPPORTING DOCUMENTATION

C. Supporting Pictures

Dustin J. Doherty

GRAIN PRODUCTION



I soil test all of our acreage, both at home and for all of our rented land. I take soil tests in the fall after harvest, fill out the soil test report forms, and read and interpret the results. With corn following soybeans, I remember to state that on the form so there is a nitrogen credit allowed.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Dustin J. Doherty

GRAIN PRODUCTION



Operation of the dryers and checking the grain bins during harvest is a key part of the harvest season. With just over 80,000 bushels of storage, I am able to hold my corn with my father's and often obtain a better price.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Dustin J. Doherty

GRAIN PRODUCTION



Operating the combine is the most rewarding of all the duties of this SAE. You can monitor yields and note differences in corn maturities as you drive. It takes skill and attention to detail since you must notice any problems and react the correct way before damage occurs. I often unload on the move to same time and this means a lot with the shorter fall hours.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Dustin J. Doherty

GRAIN PRODUCTION



Moisture is checked on all loads coming in so that we can trace the variety to the field where it was planted. Varieties with the same maturity that dry down faster in the field, and without lodging, have an increase in the number of bushels ordered for the next spring.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Dustin J. Doherty

GRAIN PRODUCTION



Incoming corn is unloaded from semi trailers and this saves a lot of time. It goes through the dryer and then into storage. Our storage capacity is over 80,000 bushels and this can effect overall profit by a wide margin if we store it to take advantage of market price swings.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Dustin J. Doherty

GRAIN PRODUCTION



Following the markets is a daily occurrence during harvest and the next few months as we try to maximize profits of the stored corn. Some of corn is sold straight on the cash market from the field, while some is stored and some is contracted to the ethanol plant.

Personal Page For Entrepreneur Applications at the State Level (WI)

Current/Operating Assets

A. Candidate's beginning current/operating assets for first year of application

Description	Quantity	Value
None		
This total should equal page 5, section 2, column A on the Entrep Application	Total	

Current/Operating Assets

B. Candidate's ending current/operating assets for last year of application

Description	Quantity	Value
Corn in storage	10,089 bushels	31680
This total should equal page 5, section 2, column B on the Entrep Application	Total	31680

Non-Current / Capital Assets

C. Candidate's beginning non-current/capital assets for first year of application

Description	Quantity	Value
25% of my farm truck used in business	1	8000
This total should equal page 5, section 5, column A on the Entrep Application	Total	8000

Non-Current / Capital Assets

D. Candidate's ending non-current/capital assets for last year of application

Description	Quantity	Value
25% truck	1	7000
Tractor - Case 7010	1	24675
This total should equal page 5, section 5, column B on the Entrep Application	Total	31675

**PERSONAL
PAGE**