

ENTREPRENEURSHIP Proficiency



2010 Sheep Production - Entrepreneurship/Placement

Bimedia, Inc

New Holland

STATE: WI
Chapter # WI 0197
Member ID # 552120867



1. Name: John Jones
 Name on chapter FFA roster: (If Different): _____

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

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

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

7. Home Telephone number (including area code): _____

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

10. Complete FFA Chapter Name: Poynette FFA

11. Name of High School: Poynette High School

12. School Address: (street/RR./box no.) 108 N. Cleveland Street
 School City: Poynette State: WI School Zip: 53955

13. School Telephone Number (including area code): 608-635-4347

14. Chapter Advisor(s): Mr. Steve Koss

15. Year FFA Membership Began: 2005

16. Years of Agricultural Education Completed: 4

17. Years of Agricultural Education Offered (grades 7-12) in high school last attended: 4

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

19. If you have graduated from the high school, year graduated: 2009

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:

[Signature]
Candidate Signature

[Signature]
Parent or Guardian Signature

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

[Signature]
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.

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.

1. Performance Review

SHEEP PRODUCTION

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?

A strong interest in raising and marketing livestock was the primary driver of my decision to start a sheep project. Sheep were selected because there was a strong network of local, experienced shepherds available to contact for advice. Sheep were also a good fit for the resources available to me. In 2003, after experimenting with several cross-bred market lambs my first year, I purchased two Southdown ewes which became the base of my flock. I selected this breed because Southdowns very efficiently convert feed to growth and are a moderate size which worked well in my facilities. The flock grew quickly with the purchase of 10 bred ewes in 2007. The present mature ewe flock has been limited to 25 head for optimum use of available pasture and buildings.

After spending several years on a Meats Evaluation team and eating lamb at home with my family, I became interested in how I could include meat production as a goal of my project. The "Eat Local" philosophy has very strong support in the Madison, Wisconsin metropolitan area which is 20 miles from my home farm. Capitalizing on this unique attribute and marketing a locally raised lamb product added another dimension to my project and enabled me to increase the profit margin for lambs produced. Southdowns are a meat breed and known for high quality carcasses. Meat production became a natural expansion of my project.

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?

Goal 1 - When my SAE began in September of 2005, my sheep project was several years old. I had learned the basics of flock management, (breeding, lambing, feeding, fitting and showing), but wanted to take my project to the next level. **My goal became to start selling registered breeding stock.** To develop a customer base, I needed to build a reputation of breeding high quality sheep and be consistently successful in the show ring at state and national levels. Participating in sheep shows gave my flock exposure to new customers and became an important marketing tool.

Goal 2 - Implementing an out of season breeding program with half of the flock was another important goal. Lambing twice a year would increase the variety of sheep for marketing. Southdown fall born lambs generally are less available than spring lambs or yearlings and the demand is strong. Selling fall born lambs would increase my per head sale average.

Goal 3 - In 2007, my goals included expanding into the direct market Fresh Lamb business. **The goal for this part of my project was to create a profit oriented outlet for all lambs produced that were not breeding stock quality.** In the past, I had marketed these lambs through a lamb pool at the local stockyard. However, because of fluctuating prices and high docking fees assessed to small producers, there was only a marginal profit per lamb. Creating a marketing outlet for lambs that are not breeding/show quality but are still a very production oriented animal with a high quality carcass was important in order to achieve profitability from every animal produced.

B. Progress:

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

Having a very involved family has been a tremendous advantage. They were always available to help if needed and placed a strong emphasis on learning and trying new things. They encouraged me to participate in all livestock educational event opportunities that were available.

Selecting Southdowns as a breed to focus on was another advantage. There was strong interest in the breed at sales and shows which created a high demand for registered breeding and show stock. Southdowns are also exceptional at quickly converting grass and grain to growth and producing a high quality carcass. This attribute had a very positive impact on my SAE as meat sales are now as much of an income generator as breeding/show stock. Finally, because I could fit the Southdown show sheep myself, I avoided the cost of a professional fitter.

The biggest disadvantage I had is a shortage of available pasture land on the property owned by my family. Although living near a metropolitan area has given me the advantage of being closer to my customers of direct market lamb, it has made the ability to access additional land to grow my enterprise almost impossible. In an effort to overcome this disadvantage, I found pasture to rent that had good fencing which is located 5 miles from our farm. Mature ewes graze there during the summer months to reduce hay/grain expense. I also aggressively market every lamb produced and cull when necessary to keep my ewe flock to 25 mature ewes

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.

The buildings on my home farm were previously used to operate a small, family dairy. Slowly I converted these buildings to a sheep handling facility with very little capital input. Electric perimeter fencing was in place at the beginning of my project. I purchased electric net fencing to sub-divide pastures to accommodate various feeding groups. A Great Pyrenees guard dog was purchased in 2007 to provide additional predator control. Coyote and domestic dog attacks are the greatest predator threat in my area.

In the first 2-3 years of my project, sheep had to be purchased to grow my flock. As my flock expanded, and my genetics continually improved, replacement ewes were retained and reduced the need to purchase sheep. Labor was traded with a neighbor for the use of rams during breeding season until 2008 when I purchased my first ram. Relationships with my neighbors have created opportunities to trade labor for straw, hay and advice. During my first semester in college, my family provided 140 hours of labor for 14 weeks, which enabled me to maintain my flock during the months I am at college.

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

Breeding/show stock - Exhibiting at national shows has had the biggest positive impact on creating a market for breeding stock. My website, www.circlejsouthdowns.com, also generates many leads which result in future sales. Most of my breeding stock have sold in the \$500-\$800 per head range. The highest selling sheep I bred was a yearling ewe that sold to a buyer from Texas in 2007 for \$2100.

Direct Market Fresh Lamb - I sell approximately \$200 per month of fresh lamb retail cuts at a local foods store. I use every opportunity available to promote lamb and conduct tasting demonstrations to encourage more people to experience lamb. My family and I cook a delicious lamb recipe and distribute educational materials from the American Lamb Board. In 2008 & 2009, I sampled lamb to over 950 people at 4 events. Feedback from customers is used to work closely with the lamb processor to constantly refine packaging, pricing strategies and the cuts available. I also sell lamb directly from the farm.

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.

Goal 1 - By 2007, sheep that I had bred were placing in the top five at all state and national shows. Sales of registered stock are strong and growing. **Ewes grossed an average of \$656 at sales and \$500 off the farm.** In 2009, I sold sheep into 6 states and as far away as Maine and Texas.

Goal 2 - In 2008, I **successfully lambed 50% of my flock in the fall** which is out of season for the Southdown breed. Fall lambs averaged a sale price of \$750 per sheep which was \$225 more than my flock average for breeding sheep sold. Having fall lambs also increased my ability to meet customer orders for fresh lamb year around.

Goal 3 - In 2009, **lambs that were not replacements or sold as breeding stock were direct marketed as meat, selling as 1000 lbs of retail cuts.** The average gross profit from each lamb I sell through direct marketing (\$150) makes this a significantly more profitable option than marketing feeder lambs through the stockyard.

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

My educational goal is to complete my Bachelors degree at Kansas State University. I would like to work in Environmental Studies as someone who has an appreciation for and an understanding of production agriculture. These two industries are often in conflict and I would like to work to bridge the gap between them; so the consumer can benefit from food that is raised in an environmentally respectful way and the farmer can continue producing with less negative impact on the environment.

I enjoy living in a rural community and doing work that connects me to the land and my agricultural heritage. I think this lifestyle may be threatened by the challenges that agriculture is facing as our industry tries to balance the very efficient production we have created within the confines of limited environmental resources.

In the near future, with the help of my family, I expect to continue improving my Southdown flock, marketing registered breeding/show stock and meeting the local demand for lamb through direct farm sales of fresh lamb.

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. Learned how to evaluate carcass quality and became familiar with how a carcass translates to retail cuts.	1. Carcass knowledge has led to more profit oriented retail meat cut decisions . I changed the pricing strategy for loin, rib and arm chops which resulted in a 12% profit margin increase per carcass.
2. Implemented an out of season breeding program with the use of progesterone coated sponges or CIDRs and PG600.	2. Having fall lambs available to sell increased seed/show stock sale averages by 25% . It has also enabled me to make fresh direct market lamb available to my customers all year.
3. Learned lambing and lamb survival techniques .	3. Lamb survival rates have increased from 87% to 98% over the length of the project due to the use of pre-lambing ewe vaccinations and learning how to handle difficult births.
4. Developed a high quality feeding and management program for ewes and lambs.	4. By using appropriate required TDN (Total Digestible Nutrient) calculations and maximizing all available feed options, total pounds weaned per ewe have increased over the length of the project by 25% .
5. Became proficient at fitting and showing my own sheep .	5. Show ring success has improved consumer confidence in my genetics , resulting in a steady increase in the number of seed/show stock sold off the farm and at auction during the last 3 years.
6. Creatively used all land and pasture management options available .	6. I manage a flock of 25 brood ewes, 5-10 replacement animals and 3 rams on 5 family owned acres. Rotational grazing and renting summer pasture has reduced hay and grain expense from June to October .
7. Implemented breeding season protocols including the use of flushing, ram marking harness, ram and ewe condition scoring and anti-abortion vaccinations for ewes.	7. My flock consistently has a 95% pregnancy rate for ewes exposed for both in and out of season breeding cycles which is well above industry standards .
8. Built strong relationships and networks locally and within the sheep industry.	8. These relationships have propelled my genetics forward more quickly because I have been given access to the use of National Champion Rams and received advice from breeders across the country .
9. Presented a positive and professional image while representing the sheep industry and my breed.	9. I was selected to be a National Youth Ambassador for my breed. I believe the professional way I represent my breed has positively impacted demand for both my show stock and direct market lamb .
10. Skirted my best fleeces and learned wool evaluation techniques during a trip to a San Angelo Wool Processing plant with the Kansas State Wool Judging Team.	10. I exhibited the Champion Southdown fleece at the All American Junior Show for 3 of the last 4 years. I have sold two Southdown fleeces to quilters who used them for quilt bats.

II. Inventory Related to:
SHEEP 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				
b. Candidate's investment in feed, seed, fertilizer chemicals, supplies & other current/operating assets	195	\$578	1,497	\$3,955
c. Candidate's investment in merchandise, crops and livestock purchased for resale.				
d. Candidate's investment in raised market livestock and poultry	3	\$450	12	\$1,800
2. Total Current/Operating Inventory (a+c+d)	XXXXXXXX	\$1,028 ⁽¹⁾	XXXXXXXX	\$5,755 ⁽²⁾
3. Non-Current/Capital Non-Depreciable Property				
a. Candidate's investment in non-depreciable draft, pleasure and breeding livestock & poultry	2	\$1,300	16	\$12,500
b. Candidate's investment in land				
c. Total Non-Current/Capital Non-Depreciable Inventory	XXXXXXXX	\$1,300 ⁽³⁾	XXXXXXXX	\$12,500 ⁽⁴⁾
4. Non-Current/Capital Depreciable Inventory				
a. Candidate's investment in depreciable draft, pleasure and breeding livestock	3	\$1,500	14	\$6,900
b. Candidate's investment in machinery, equipment & fixtures	6	\$852	10	\$1,293
c. Candidate's investment in depreciable land improvements, buildings and fences	2	\$1,125	3	\$585
d. Total Non-Current/Capital Depreciable Inventory (a+b+c)		\$3,477 ⁽⁵⁾		\$8,778 ⁽⁶⁾
5. Total Non-Current/Capital Inventory (3c+4d)	XXXXXXXX	\$4,777 ⁽⁷⁾	XXXXXXXX	\$21,278 ⁽⁸⁾

III. Schedule of Liabilities Related to:
SHEEP 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

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

National FFA Organization

Our House Enterprises

(WI 552120867)

6/14/2010

IV. Scope Related To:

SHEEP PRODUCTION

(Applicant's Share)

(5)

YEAR	2005	2006	2007
KIND OF ENTERPRISE	Reg Southdowns	Reg Southdowns	Reg Southdowns
SIZE OF ENTERPRISE	8	19	29
KIND OF ENTERPRISE	Stockyard Lambs	Stockyard Lambs	Stockyard Lambs
SIZE OF ENTERPRISE	3	11	19
KIND OF ENTERPRISE			Guard Dog
SIZE OF ENTERPRISE			1
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			

V. Income and Expense

(Applicant's Share)

(15)

Summary Related To:

SHEEP PRODUCTION

Year	2005	2006	2007
1. Current/Operating Income			
a. Closing Current/ Operating Inventory	\$1,028	\$2,400	\$3,600
b. Beginning Current/ Operating Inventory	\$1,028	\$1,028	\$2,400
c. Change in Current/ Operating Inventory (a minus b)		\$1,372	\$1,200
d. Cash Sales	\$1,250	\$1,725	\$4,250
e. Value of Products Used at Home			\$250
f. Value of Production Transferred or Bartered			
g. Value of Ag Labor Exchanged for Non-Cash Operating Expenses	\$576	\$1,250	\$1,550
h. Total Current/Operating Income (c-g)	\$1,826	\$4,347	\$7,250
2. Current/Operating Expenses			
a. Current/ Operating Inventory Purchased			
b. Cash Current/ Operating Expenses-Feed	\$450	\$1,800	\$3,100
c. Non-Cash Current/ Operating Expenses-Feed	\$400	\$250	\$350
d. Cash Current/ Operating Expenses-Other	\$525	\$300	\$750
e. Non-Cash Current/ Operating Expenses-Other	\$176	\$1,000	\$1,200
f. Total Current/ Operating Expenses (add a thru e)	\$1,551	\$3,350	\$5,400
3. Net Current/Operating Income (1h minus 2f)	\$275	\$997	\$1,850
4. Non-Current/Capital Transactions			
a. Closing Non-Current/Capital Inventory	\$4,777	\$7,910	\$10,935
b. Non-Current/Capital Sales		\$1,100	\$2,800
c. Beginning Non-Current/Capital Inventory	\$4,777	\$4,777	\$7,910
d. Non-Current/Capital Purchases	\$300	\$2,600	\$3,250
e. Net Capital Transactions (a+b minus c minus d)	(\$300)	\$1,633	\$2,575
5. RETURN TO CAPITAL, LABOR & MGMT (3+4e)	(\$25)	\$2,630	\$4,425
6. TOTAL RETURN TO CAPITAL, LABOR & MGMT (5A+5B+5C+5D+5E+5F)	XXXXXXXXXX	(Years 1- 3)	\$7,030
	XXXXXXXXXX	(5A+5B+5C ONLY)	

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National FFA Organization

IV. Scope Related To:

SHEEP PRODUCTION

(Applicant's Share)

(5)

YEAR	2008	2009	2010
KIND OF ENTERPRISE	Reg Southdowns	Reg Southdowns	
SIZE OF ENTERPRISE	34	28	
KIND OF ENTERPRISE	Stockyard Lambs	Lambs for Meat	
SIZE OF ENTERPRISE	12	18	
KIND OF ENTERPRISE	Lambs for Meat	Guard Dog	
SIZE OF ENTERPRISE	15	1	
KIND OF ENTERPRISE	Guard Dog	Purchased Ram	
SIZE OF ENTERPRISE	1	1	
KIND OF ENTERPRISE	Purchased Ram	Home Raised Rams	
SIZE OF ENTERPRISE	1	2	
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			

V. Income and Expense

(Applicant's Share) (continued)

(15)

Summary Related To:

SHEEP PRODUCTION

Year	2008	X 2009	2010
1. Current/Operating Income			
a. Closing Current/ Operating Inventory	\$7,000	\$5,755	
b. Beginning Current/ Operating Inventory	\$3,600	\$7,000	
c. Change in Current/ Operating Inventory (a minus b)	\$3,400	(\$1,245)	
d. Cash Sales	\$9,573	\$7,325	
e. Value of Products Used at Home	\$250	\$250	
f. Value of Production Transferred or Bartered			
g. Value of Ag Labor Exchanged for Non-Cash Operating Expenses	\$2,270	\$2,200	
h. Total Current/Operating Income (c-g)	\$15,493	\$8,530	
2. Current/Operating Expenses			
a. Current/ Operating Inventory Purchased			
b. Cash Current/ Operating Expenses-Feed	\$3,075	\$4,200	
c. Non-Cash Current/ Operating Expenses-Feed	\$570		
d. Cash Current/ Operating Expenses-Other	\$875	\$850	
e. Non-Cash Current/ Operating Expenses-Other	\$1,700	\$2,200	
f. Total Current/ Operating Expenses (add a thru e)	\$6,220	\$7,250	
3. Net Current/Operating Income (1h minus 2f)	\$9,273	\$1,280	
4. Non-Current/Capital Transactions			
a. Closing Non-Current/Capital Inventory	\$11,550	\$21,278	
b. Non-Current/Capital Sales	\$3,200	\$4,250	
c. Beginning Non-Current/Capital Inventory	\$10,935	\$11,550	
d. Non-Current/Capital Purchases	\$3,950	\$900	
e. Net Capital Transactions (a+b minus c minus d)	(\$135)	\$13,078	
5. RETURN TO CAPITAL, LABOR & MGMT (3+4e)	\$9,138	\$14,358	
6. TOTAL RETURN TO CAPITAL, LABOR & MGMT (5A+5B+5C+5D+5E+5F)	XXXXXXXXXX	XXXXXXXXXX	\$30,526
	XXXXXXXXXX	(Years 1 - 6)	

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VI. Applicants Financial Balance Sheet Statement
SHEEP 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		\$527	\$2,250	\$5,025
b. Cash value - bonds, stocks, life insurance				
c. Notes & accounts receivable				
d. Current/Operating Inventory	\$1,028 ⁽¹⁾	\$1,028	\$5,755 ⁽²⁾	\$5,755
e. Total Current/Operating Assets (a+b+c+d)	\$1,028	\$1,555	\$8,005	\$10,780
2. NON-CURRENT/CAPITAL ASSETS				
a. Non-depreciable inventory (including land)	\$1,300 ⁽³⁾	\$1,300	\$12,500 ⁽⁴⁾	\$12,500
b. Depreciable inventory (Includes purchased of breeding stock)	\$3,477 ⁽⁵⁾	\$3,477	\$8,778 ⁽⁶⁾	\$9,228
c. Total Non-Current/Capital Assets (a+b)	\$4,777 ⁽⁷⁾	\$4,777	\$21,278 ⁽⁸⁾	\$21,728
d. TOTAL ASSETS (1e+2c)	\$5,805	\$6,332	\$29,283	\$32,508
3. CURRENT/OPERATING LIABILITIES				
a. Accounts & notes payable				
b. Current portion of non-current debt				
c. Total Current/Operating Liabilities (a+b)				
4. NON-CURRENT/CAPITAL LIABILITIES				
a. Notes & chattel mortgages (total minus current portion)				
b. Real estate mortgages/contracts (total minus current portion)				
c. Total Non-Current/Capital Liabilities (a + b)				
d. TOTAL LIABILITIES (3c+4c)				
5. OWNER'S EQUITY/NET WORTH (2d minus 4d)	\$5,805	\$6,332	\$29,283	\$32,508
6. GAIN OR LOSS IN OWNER'S EQUITY	XXXXXX	XXXXXX	\$23,478 ⁽⁹⁾	\$28,178 ⁽¹⁰⁾
7. WORKING CAPITAL (1e minus 3c) (Current Assets minus Current Liabilities)	\$1,028	\$1,555	\$8,005	\$10,780
8. CURRENT RATIO (1e divided by 3c) (Current Assets divided by Current Liabilities)	\$1,028 / to \$1	\$1,555 / to \$1	\$8,005 / to \$1	\$10,780 / 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
1. Average pounds of lamb weaned per ewe per year as compared to FEPPD (Flock Expected Progeny Differences).	2008, 2009 2008, 2007 2005, 2008	118 lbs, 113 lbs 112 lbs, 115 lbs 108 lbs, 112 lbs	1. Ewes who produced less than the FEPPD were considered for culling so resources were devoted only to the most productive ewes.
2. Retail product yield per carcass.	2009 2008 2007	45% 39% 31%	2. Goal became to raise weaner lambs to 150 lbs to increase retail cuts produced. Improved cutting decisions led to more desirable cuts of meat per carcass.
3. Average price of registered sheep sold.	2008,2009 2007	\$525, \$625 \$656	3. Goal became to sell breeding stock as sales resulted in the highest profit margin per age/type of animal raised.
4. Meat customers are repeat buyers.	2008, 2009	98%, 100%	4. Marketing efforts were directed to past customers.
5. Average daily gain post weaning to to market weight.	2008, 2009 2006, 2007 2005, 2006	.66, .67 .62, .64 .60, .62	5. Feed approach was changed with the goal of reaching market weight more quickly.

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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
2005	Relief Shepherd at neighbor's sheep farm; Implement Dealership parts counter.	\$525
2006	Relief Shepherd at neighbor's sheep farm; Implement Dealership parts counter.	\$627
2007	Relief Shepherd at neighbor's sheep farm; Implement Dealership parts counter.	\$750
2008	Relief Shepherd at neighbor's sheep farm; farm laborer during hay/straw season.	\$825
2009	Summer employment at 125 ewe sheep farm - pasture and fence maintenance.	\$600
2009	Implement dealership - move/clean machinery and prep for auctions.	\$325
	TOTAL	\$3,652

X. Gifts, Inheritance and Other Non-Earned Income

Year	Source of Income	Amount Received
2005	Birthday and Christmas Gifts.	\$200
2006	Birthday and Christmas Gifts.	\$250
2007	Birthday and Christmas Gifts.	\$200
2008	Birthday and Christmas Gifts.	\$225
2009	Graduation, Birthday and Christmas Gifts.	\$1,100
2009	6 Scholarships.	\$10,400
	TOTAL	\$12,375

XI. Accounting for Change in Owner's Equity


1. Total Return to Capital Labor & Management (Section V, Line 6, Column F)	\$30,526
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)	\$3,652
4. Gifts, Inheritances and Other Non-Earned Income (Section X)	\$12,375
5. Total Sources of Income (Section XI, 1+2+3+4)	\$46,553
6. Withdrawals for Personal Living, Gifts, Income Taxes Educational Expenses and All Other Personal Expenditures (Includes local, state & federal income taxes and FICA)	\$18,253
7. Maximum Possible Increase in Owner's Equity (Line 5 minus Line 6) *	\$28,300
8. Gain or Loss in Owner's Equity (Section VI, Line 6, Column D) *	\$26,176

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

MET

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6/14/2010

Checklist for Entrepreneurship Proficiency Applications

Award Area: SHEEP PRODUCTION

Name: John Jones

Local Advisor	State Advisor	Circle "Y" if the Statement is "YES" and "N" if the Statement is "NO".
MET		1. Applicant has been an active FFA member for each year covered by this application. Cover Page, Line 20. (Please consult the local & state copy of membership roster each year.)
Y	N	2. Applicant has included his/her e-mail address, Cover Page, Line 5.
Y	N	3. Applicant has been out of high school for no more than one year. Cover Page, Line 19.
Y	N	4. Applicant has graduated and has completed at least three full years of agriculture, or all of the agriculture offered at the school last attended, (only if student has graduated from high school) Cover Page, Line 16, Or, applicant is still in high school at the time of applying.
Y	N	5. Applicant has in operation and has maintained at least one calendar year of SAE records to substantiate an outstanding supervised agricultural experience program through which exhibits comprehensive planning, managerial and financial expertise, Pages 2, 3, 4, 5, 6, 7, 8 and 9.
Y	N	6. Kind of Business/Enterprises listed on Page 6a & 6b, Section IV, Scope, relates to the Efficiencies attained recorded on Page 7, Section VII.
MET		7. After the first year, the beginning/current inventory, Page 6a & 6b, Line 1b, is the same as the closing/current inventory for the previous year, Page 6a & 6b, Line 1a. After the first year the beginning/non-current inventory Page 6a & 6b, Line 4c, is the same as the closing/non-current inventory, Page 6a & 6b, Line 4a.
MET		8. All non-cash current/operating expenses recorded on Page 6a & 6b, Lines 2c and 2e are also reported as income on Page 6a & 6b or between Line 1f and 1g or if not directly related to the SAE in Section VIII., or X.
MET		9. Applicant's Total Return to Capital, Labor and Management has been accurately transferred from Page 6a & 6b, Line 6 to Page 8, Section XI, Line 1.
MET		10. Applicant's Non-Cash Income Not Related to this Award Area has been accurately transferred from Page 8, Section VIII to Page 8, Section XI, Line 2.
MET		11. Applicant's Earned Income Not Related to this Award Area has been accurately transferred from Page 8, Section IX to Page 8, Section XI, Line 3.
MET		12. Applicant's Gifts, Inheritances and Other Non-Earned Income has been accurately transferred from Page 8, Section X to Page 8, Section XI, Line 4.
MET		13. The Maximum Possible Increase in Owner's Equity, Page 8, Section XI, Line 7 must exceed/or equal the Gain in Owner's Equity, Page 8, Section XI, Line 8.
MET		14. The Total Inventory Change, Section V, Line 1c (calculated by adding all numbers across the page in line 1c on page 6) is equal to the difference in operating inventory from beginning to end of the project as shown on Page 5, Section II, line 2 Total Current/Operating Inventory
Y	N	15. Applicant has included no more than a two page resume.
Y	N	16. Applicant has included no more than a one page written evaluation by the most recent 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. A recommendation can be no more than 1 page.
Y	N	17. Applicant has included a maximum of six photographs with captions. Captions must fit in box. Preset font must not be changed.
Y	N	18. Applicant has included a maximum of one page (maximum size 8 1/2" X 11") of additional information. This may NOT include the following: Video Tapes; Computer disk; CD ROMs; DVD's; etc.
Y	N	19. The application is properly signed by the applicant, parent or guardian, chapter advisor, school superintendent or principal, employer and submitted to the State FFA Advisor.
MET		20. Does the Beginning, Related to Proficiency (A), Total Current/Operating Inventory, Page 7, Line 1e, match the beginning/current/operating inventory for the first year of the program, Page 6a, Line 1b ?
MET		21. Does the Ending, Related to Proficiency (C), Total Current/Operating Inventory, Page 7, Line 1d, match the ending/current/operating inventory for the last year of the program, Page 6a & 6b, Line 1a?
MET		22. Does the Beginning, Related to Proficiency (A), Total Non-Current/Capital Assets, Page 7 Line 2c, match the beginning/non-current/capital inventory for the first year of the program, under Non-Current/Capital Transactions, Page 6a, Line 4c?
MET		23. Does the Ending, Related to Proficiency (C), Total Non-Current/Capital Assets, Page 7, Line 2c match the ending inventory for the last year of the program, under Non-Current/Capital Transactions, Page 6a & 6b, Line 4a ?

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

National FFA Organization

Our House Enterprises

(WI 552120887)

6/14/2010

John Jones

Campus:

Career Objective

I am attending Kansas State University; majoring in Agronomy and Environmental Studies. Upon graduation it is my goal to work in field or laboratory research and development related to plant or environmental sciences.

Education

- | | |
|-------------------|--|
| 9/2009 to Present | Kansas State University, Manhattan, KS
Majoring in Agronomy and Environmental Studies |
| 9/2005 to 6/2009 | Poynette High School, Poynette, WI
3.67 GPA - College Preparatory |

FFA leadership activities/awards

- Offices held – President, Vice-President, and Secretary.
- Awards - Chapter Greenhand, Chapter Star Farmer, Chapter Sheep Proficiency, Wisconsin State FFA Degree.
- Committees – FFA Week, CDE, Alumni Breakfast, Recreation, FFA Land Lab, Chapter Banquet, Fruit Sales, School Landscape, Regional Discussion Meet.
- Contests – Job Interview, Industry Topic Discussion, Livestock Judging, Meats Judging.
- Trips – National Convention, State Convention, Sectional Leadership Conference, Half Time Officer training.

School leadership activities/awards

- Kansas State Honors Scholarship
- Alpha Gamma Rho Executive Council – Social Activities Chair
- Kansas State Ag Student Council – Ag Fest Co-Chair
- Academic - National Honor Society Member. Honor role six semesters.
- Clubs – Conservation and Spanish Clubs.
- Volunteer – Rowen Creek Clean Up, MacKenzie Environmental Center Clean Up Day, Toy Drive for Honduras Orphanage, NHS Community Food Drive.
- Sports – five time Varsity Letter Winner.
 - Track and Field – team most improved athlete award, state sectional finalist in high hurdles.
 - Soccer – team most improved athlete award, 2nd place All Conference Goalie.

Community leadership activities/awards

- Wisconsin Sheep Breeders Cooperative
 - Wisconsin Sheep and Wool Festival Volunteer (2007-2009).
 - Sheep Day Panel Speaker; topic “Marketing Direct Market Lamb” (2009).

- 4-H – 7 year member.
 - Offices/positions selected for - Club President, Vice-President, Treasurer. County Youth Ambassador. State 4-H Congress representative.
 - Coordinated and presented at County sheep showmanship clinic (2005, 2006). Coached 15 members at each clinic on sheep showmanship skills.
 - Highway trash pick-up volunteer.
 - Co-Chairman of OxFam World Hunger Banquet – organized a banquet for 75 people to teach them about world hunger issues.
 - Pork Chop dinner and trash pick-up volunteer at Lodi Agricultural Fair.
 - Gave demonstrations on selecting hay for livestock, biosecurity hazards in a livestock operation and raising and showing garden vegetables.
 - County record book high achievement overall in age group and in sheep project for five consecutive years.
- American Junior Southdown Association – National Ambassador (2008/2009) and Regional Ambassador (2007/2008).
- Wisconsin Junior Southdown Association – founding member and President (2008).
- Governor's Blue Ribbon Auction Committee – state sheep representative (2007/2008).

Professional Association Membership

Alpha Gamma Rho	National FFA Association
Kansas State Agronomy Club	Wisconsin FFA Association
American Southdown Breeders Association	Poynette FFA
Wisconsin Southdown Breeders Association	National Honor Society

Other Accomplishments

- **Livestock Judging** – State Contest (1st Team Overall, 1st Team Reasons, 5th Individual), Area Animal Science Days (1st Team, 1st Individual), World Beef Exposition (3rd Individual), Joliet College (top 10 Team), American Royal (top 10 Team), Purdue Block and Bridle Contest (participant), Blackhawk College Judging Contest (participant).
- **Meats Judging** – 4-H State Contest (1st Team, 10th Individual), National Contest Manhattan, KS (participant), FFA State Contest (7th Individual).
- **Livestock Skillathon** – All American Sheep Show (1st Individual), North American International Livestock Exposition (2nd place Team, 8th Individual), State Contest (1st Team, 2nd Individual), Wisconsin Sheep and Wool Festival (1st Individual).
- **All American Junior Sheep Show** –Southdown Top Gun (2007, 2009).
- **Wisconsin State Fair Junior Sheep Show** –Supreme Champion Showman and Premier Exhibitor contest winner (2009). Two time winner of the Supreme Breeding Sheep award. Champion Southdown Market Lamb (2008).
- **Wisconsin Sheep and Wool Festival** – Youth Sweepstakes Winner (2008), Supreme Champion Ewe and Ram. Skillathon and Sheep Judging Contest winner.

References

Dr. Mike and Mrs. Barbara Bishop

Mr. Gary Jennings

Dr. Dave Thomas

Professor & Sheep Extension

1000 University Ave

1000 University Ave

1000 University Ave

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1000 University Ave

1000 University Ave



The National Organization of Agriculture Students



POYNETTE CHAPTER
Poynette High School
Poynette, Wisconsin 53955

John Jones had a vision as a very young person. As the vision evolved it became a clearly defined dream. In a few years, that vision developed into well oiled, high caliber SAE in Sheep Production Entrepreneurship. John Jones of the Poynette FFA created a tremendous SAE in Sheep Production by doing the right things, long enough, consistently enough for the success in his SAE to manifest itself.

That clearly defined dream included the following strategic entrepreneurial management decisions which were the building blocks of his success. They are: 1) Choosing the workable and versatile Southdown breed of sheep; 2) Developing superior sheep husbandry skills, such as selection of breeding and show stock, fitting, grooming and exhibiting skills, evaluation of carcass and retail lamb cuts, estrus induction and double lambing annually, feed management of lambs and ewes, reproductive management of breeding stock, and pasture management; 3) Taking advantage of Columbia County's rich sheep industry tradition by seeking the advice of several knowledgeable local shepherds; 4) John was innovative in creating ways to overcome challenges within his SAE. Implementing a 2x/year lambing program to meet demand for fall Southdown ewes. This lambing program included using innovative estrus induction techniques. As his flock grew, John used the relationships he developed with nearby land owners for effective pasture management; 5) John improved the profitability of his sheep enterprise with the implementation of the direct marketing of locally grown lamb. He developed a solid business rapport with a local meat processor, retail store and direct market clientele; 6) John's impressive success in the show ring at local, state and national livestock shows has been the advertising catalyst needed for sales of seed and show stock and direct marketing of lamb.

John has been a great example of leadership for our FFA chapter. Along with his impressive SAE, his other activities include Chapter President, Career Development events, National FFA Convention, leadership conferences, the State FFA Degree, public speaking and fundraising. John has spent considerable time and effort on activities which benefit our entire FFA chapter. I would also like to recognize John's parents, John and Amy, for providing John with unwavering support in the development of his outstanding Sheep Production Entrepreneurship SAE.

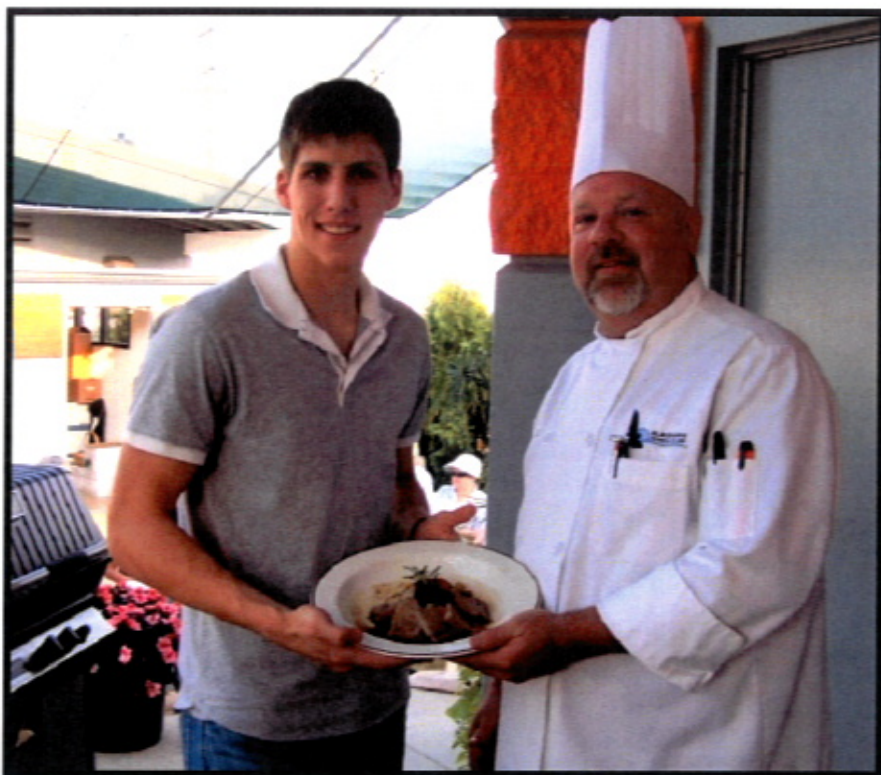
Steve Koss Poynette FFA Advisor

VI. SUPPORTING DOCUMENTATION

C. Supporting Pictures

John Jones

SHEEP PRODUCTION



In 2009, I received a \$200 grant from the American Lamb Board which was used to provide leg of lamb cuts to a chef who demonstrated cooking "Lamb Ratatouille" to 150 people at the Wisconsin State Fair. All attendees received a sample of the recipe. After answering questions from the audience about how the lamb was raised, I distributed marketing materials from the American Lamb Board and brochures that I had created to promote my direct market lamb business.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

John Jones

SHEEP PRODUCTION



I contract with a technician who ultra-sounds all exposed ewes approximately 45 days after they are marked by the ram. The technician confirms pregnancy, verifies number of days pregnant and number of fetuses. This data allows me to proactively adjust feed rations (ewes with multiple lambs receive higher TDN per day) and make culling decisions. This management tool reduced gestational ewe feed expenses by 15% in the first year this method was applied.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

John Jones

SHEEP PRODUCTION



As the National Southdown Junior Association Ambassador from 2007 to 2009, I spoke at the "Stars of Louisville" Southdown Sale and other national sheep events to promote Southdown Association youth programs. I was a member of the committee that organized the first Youth Symposium at the North American Livestock Exposition in Louisville, KY which fifty youth attended. I taught sessions on "Having a Successful Southdown Project", "Wool Evaluation" and moderated an "Ask the Breeder" discussion panel.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

John Jones

SHEEP PRODUCTION



In 2007 I fed, fit and exhibited the Champion Southdown market wether at the National Junior Southdown Show in West Springfield, MA. This wether placed first in live animal placings and was also first in the carcass contest. Carcass results were collected through ultra-sound. The back fat measurement on this lamb was .16 inches, as measured at the 12th rib and the loin eye measurement was 3.45 square inches.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

John Jones

SHEEP PRODUCTION



I participated very successfully in Meats and Livestock Judging and Livestock Skillathon Contests at local, regional and National levels, placing in the top five individually and as a team at several contests. In addition to state FFA contests, I have competed at the North American Livestock Exposition, in Louisville, KY; the National Western Stock Show in Denver, CO; at Joliet Junior College, Joliet, IL, Purdue University, Lafayette, IN and at the American Royal in Kansas City, MO.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

John Jones

SHEEP PRODUCTION



In 2009, I bred and showed the Supreme Champion Breeding Sheep at the Wisconsin State Fair Junior Show. This was the first time a ram had won this honor and the second time I had bred and shown a sheep to this award (I also won it in 2007 with a Southdown Yearling Ewe who is the dam of the sheep shown above). This same ram went on to win his class at the North American Livestock Exposition Southdown Junior Show in the fall of 2009. He will be a key stud ram in my breeding program in the future.

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
Hay - at \$2.75/bale	100 bales	\$ 275
Whole shelled corn - \$.04/lb (\$2.35/bushel or 56 lbs)	5 - 50lb bags	\$ 10
Creep feed for fall lambs - 50 lb bags at \$11.50 each	5 bags	\$ 58
Bulk mixed grain - \$.17/lb	10 - 50 lb bags	\$ 85
Straw - at \$2.00/bale	75 bales	\$ 150
Fall lambs for market	3	\$ 450
This total should equal page 5, section 2, column A on the Entrep Application	Total	\$ 1,028

Current/Operating Assets

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

Description	Quantity	Value
Hay - at \$2.75/bale	850 bales	\$ 2,338
Whole shelled corn - \$.09/lb (at \$4.85/bushel or 56 lbs)	12 - 50 lb bags	\$ 54
Creep feed for fall lambs- 50lb bags at \$11.50 each	15 bags	\$ 173
Bulk mixed grain - \$.19/lb	20 - 50lb bags	\$ 190
Straw - at \$2.00/bale	600 bales	\$ 1,200
Fall lambs for market	12	\$ 1,800
This total should equal page 5, section 2, column B on the Entrep Application	Total	\$ 5,755

Non-Current / Capital Assets

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

Description	Quantity	Value
Home-raised breeding stock (2 ewes).	2 sheep	\$ 1,300
Purchased breeding stock (3 ewes).	3 sheep	\$ 1,500
Electric shears, hand shears, fitting stand, feeders.	6 items	\$ 852
Calf hutches.	2 hutches	\$ 1,125
This total should equal page 5, section 5, column A on the Entrep Application	Total	\$ 4,777

Non-Current / Capital Assets

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

Description	Quantity	Value
Home-raised breeding stock (13 ewes and 2 rams)	15 sheep	\$ 12,050
Purchased Great Pyranees Guard dog - used 100% for on-farm predator control to reduce death loss from coyote and domestic dog attacks.	1 dog	\$ 450
(\$12,050 + \$450 = \$12,500 (page 5, line 3a Ending Inventory)		
Purchased breeding stock (12 ewes and 1 ram).	14 sheep	\$ 6,900
Depreciated electric shears, hand shears, fitting stand, feeders, panels, creep gates.	10 items	\$ 1,293
Depreciated calf hutches (2) and electronet fencing (1 roll, 100 feet).	3 items	\$ 585
This total should equal page 5, section 5, column B on the Entrep Application	Total	\$ 21,278