

ENTREPRENEURSHIP Proficiency



2010 Vegetable Production - Entrepreneurship/Placoment

Monsanto Vegetable Seeds

MONSANTO
imagine[®]



STATE: WI
Chapter # WI 0083
Member ID # 551812036

1. Name: Skyler Papcke

Name on chapter FFA roster: (If Different): _____

2. Date of Birth: _____ 3. Age: _____

(Month) (Day) (Year)

4. Gender: 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: _____

b. Mother: _____

10. Complete FFA Chapter Name: Elkhorn FFA Chapter

11. Name of High School: Elkhorn Area High School

12. School Address: (street/RR./box no.) 428 East Geneva Street

School City: Elkhorn State: WI School Zip: 53121

13. School Telephone Number (including area code): 262-723-4920

14. Chapter Advisor(s): David Kruse

15. Year FFA Membership Began: 2004

16. Years of Agricultural Education Completed: 3.5

17. Years of Agricultural Education Offered (grades 7-12) in high school last attended: 7.5

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

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:

Skyler Papcke
Candidate Signature

David Kruse
Parent or Guardian Signature

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

David Kruse
Chapter Advisor Signature

Kim Saworth
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.

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 supervised agriculture experience is buying seed, planting, growing, harvesting, and selling sweet corn along with a few other vegetables including tomatoes, cucumbers, peppers, and beans. I have about four acres of sweet corn that is planted each year. My uncle helps me with planting the corn and then it is my responsibility to water the sweet corn with two or three lawn sprinklers, spray for weeds and bugs, pick it, and sell it in our driveway at the roadside.

This SAE has been in the family for a long time. The sweet corn business has been in the family for several years. My grandparents started the business and passed it on to my uncle and dad. Then my older brother and I took over the business, until I totally took over the business a couple years ago. At that time my brother had other commitments. My family has been very supportive of the business and has helped in many ways such as financial support, sharing knowledge and helping to harvest when needed.

The thing that motivated me to take the responsibility of this business was all the things I was going to learn such as communication skills with talking to customers and the process of buying and growing sweeter corn every year. I love seeing happy customers and those who come back for more.

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?

In the initial stages of planning I set three goals. The three goals including controlling weeds, improving water systems and increasing sales. When we began one of the goals was to find a way to control the weeds. The main problem in sweet corn is that it is similar to grass, that sprays you use for weeds could kill the corn as well. If we had fewer weeds in the corn then we could have a better crop and easier picking conditions.

When we have dry summers like in some of the past years you should have a way to water the sweet corn in order to have a quality crop. Previously, we had used garden hoses and lawn sprinklers but that wasn't efficient enough so we had to improve the system. From the hose we put in a one inch pipe underground to the garden but now the problem is that we have to put in a pipe extending from the main water feed into the house to the garden. This water pipe supplies the garden with a greater amount of water to feed the sprinklers to increase the crop size.

Increasing sales was another goal. To make bigger signs to put up and down the road to inform people that there is sweet corn for sale up ahead. The weed problem goes along with this goal because if the weeds were fewer the corn would be better quality and then people would know the corn was top quality and want to come back for more. If we alternated the crop maturity better, than we would have corn everyday of the week.

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 many special advantages in the SAE. One is location on the main highway which makes sales very easy due to heavy traffic due to summer tourism and recreation. Perhaps the major advantage I have had was being able to take over a business that had been in our family for a number of years. The on-going business had provided a base of customers that continued to return. Our family had also been extremely helpful in providing guidance and financial support for the business. If I were to start this business on my own, I would not be as successful due to financial limitations. I have also been able to learn from the experience from our family. The location of our crop is also located right next to our house. This has been helpful in that it has allowed us to develop a reliable constant water supply for a purpose of irrigating the crop especially since we have had some dry years in the past. The close location also allows us to monitor the development and growth of the crops during the season.

The desire to maintain the close location also creates a few problems as we use the same location every year. We do not have the opportunity to use crop rotations to replenish the soil, therefore fertilizer applications are necessary. Lack of crop rotation also leads to increased weed population. Raccoons in this area are also well aware where they can find a good meal.

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 SAE is all done on the farm. The four acres of land I use for my SAE is owned by my grandfather. He lets me use the land in exchange for all of the things that I do for him. I have also developed a barter arrangement with the family, CRT Papcke Farm LLC. All equipment used in the production of the crops is owned by the farm. Sweet corn seed is also bought by the farm in return for farm help. The land has anhydrous ammonia put on it when the field around it is put on and also has manure from the farm.

I however do pay for some items. I purchase the herbicides and insecticides to apply for the weed and insect control. I also bought a sprayer in the spring of 2003 that goes on the three point hitch of our garden tractor. The sprayer holds fifty gallons of spray, has a PTO pump and an eighteen foot boom. We (at that time) paid for the sprayer out of our profits from the sale of our crop.

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

Our location is perfect for the sale of sweet corn. We live on a main highway so traffic is rather great and people drive by on the weekends to go to the lake so our greatest sales are then. This year we made a new sign the size of a piece of plywood. We establish the price of the corn and vegetables on the following factors: product supply, product quality, and volume discounts. Another thing we like to do and my grandparents started years ago is to provide customers a baker's dozen versus a dozen. Creating customer confidence in our product is a tremendous effort. After years of corn sales my family has developed a reputation of providing quality products at reasonable prices. We have many people who have stopped and said they purchased corn years ago when my dad and uncle were selling. I worked hard to make sure we have a good uniform product year after year so as to maintain the same quality reputation.

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.

This year I improved our weed control. We now have a sprayer so we can spray herbicides ourselves. The larger sprayer wasn't effective because the sweet corn patch was too small. This year we tried different kinds of spray in small patches and found two sprays that work. The two sprays I use are Accent and Bicep Lite Buall II Magnum one broad leaf control and the other for grass. The cooly cup grass is by far the worst to get rid of but the Accent took care of that this year. Sales this year were up tremendously for a couple reasons. We did some extra work moving water hoses and making sure the crop had ample water so the corn was big and filled out. I have corn on a more continual basis when other local places did not. I try to keep reasonable prices so people will come back. This year I also planted seventy-two tomato plants ranging from Roma to Beefsteaks. This provided a variety of product to customers.

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

I would like to earn my Wisconsin FFA degree and compete for the Wisconsin Star Farmer Award and Star in Agricultural Placement. I also plan on applying for my American FFA Degree. I plan on attending the University of Wisconsin-Madison College of Agriculture and Life Sciences Short Course program. After I graduate from Madison, I plan on returning home where I plan on becoming a partner in the family's farming operation. I hope to be a part of a farm expansion that would include buying some more land and possibly replacing our 30 year old milking parlor. I hope to increase our herd size to 200 milking cows. I would like to build a barn for our steers.

I also plan to be an active member of the Farm Bureau like the rest of my family.

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
<p>1. Seed Selection I try to select seed based on maturity dates and alter planting schedules to stagger harvest sales. I also try to provide a variety of vegetables for sale.</p>	<p>1. I have been able to provide a variety of vegetables for our customers over an extended harvest season of approximately 6 weeks.</p>
<p>2. Tillage and Planting Seed bed preparation Plant population</p>	<p>2. Planting in optimal conditions and time contributes to a healthy start and reaching our goal of a longer harvest season. Seed population must be less than our field corn so it can grow and fill out the ears.</p>
<p>3. Crop Irrigation I provide a supplemental water source to the field as needed.</p>	<p>3. Watering four acres takes a bountiful supply of water, but truly increases production quality during the season.</p>
<p>4. Insect Management Insect identification Insect selection Insecticide application</p>	<p>4. Controlling insects has been helpful in maintaining customer satisfaction by reducing product damage and the presence of insects in the product.</p>
<p>5. Weed Management weed identification, herbicide selection spray calibration, and herbicide application</p>	<p>5. Weed control has contributed to an increase in quality by increasing ear size and development. Picking conditions are also better with less weed.</p>
<p>6. People Skills I continually work to increase my communication skills with customers</p>	<p>6. We have established a group of nearly 20 customers that stop multiple times during a growing season.</p>
<p>7. Mulching We place black plastic around all tomato plants and peppers.</p>	<p>7. The black plastic has warmed the soil, restricted weed growth between plants and conserved water for the tomato plants.</p>
<p>8. Marketing Increasing signage and sign position. Encourage sales by word of mouth.</p>	<p>8. New signs were a major part of increasing my sales by nearly \$1000 this year.</p>
<p>9. Fertilizing Application of manure and anhydrous ammonia to corn field. Tomatoes are fertilized every two weeks.</p>	<p>9. Manure and anhydrous ammonia allow me to maintain nitrogen level in the soil. The tomatoes are fertilized with a higher phosphorus level to encourage flower and fruit production.</p>
<p>10. Determining when to pick Harvesting the corn at its peak ripeness.</p>	<p>10. This gives you the best and sweetest tasting corn.</p>

II. Inventory Related to:
VEGETABLE 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	1	\$110	4	\$960
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	\$110 ⁽¹⁾	XXXXXXXX	\$960 ⁽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	2	\$6,400	5	\$13,190
c. Candidate's investment in depreciable land improvements, buildings and fences				
d. Total Non-Current/Capital Depreciable Inventory (a+b+c)		\$6,400 ⁽⁵⁾		\$13,190 ⁽⁶⁾
5. Total Non-Current/Capital Inventory (3c+4d)	XXXXXXXX	\$6,400 ⁽⁷⁾	XXXXXXXX	\$13,190 ⁽⁸⁾

III. Schedule of Liabilities Related to:
VEGETABLE 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 551812036)

6/25/2010

IV. Scope Related To:

VEGETABLE PRODUCTION

(Applicant's Share)

(5)

YEAR	2004	2005	2006
KIND OF ENTERPRISE	Sweet Corn	Sweet corn	Sweet corn
SIZE OF ENTERPRISE	2 acers	2 acres	3 acres
KIND OF ENTERPRISE	Tomates	Tomatoes	Tomatoes
SIZE OF ENTERPRISE	52 plants	62 plants	70 plants
KIND OF ENTERPRISE	Cucumbers	Cucumbers	Cucumbers
SIZE OF ENTERPRISE	6 mounds	10 mounds	15 mounds
KIND OF ENTERPRISE	Peppers	Peppers	Peppers
SIZE OF ENTERPRISE	5 plants	10 plants	15 plants
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			

V. Income and Expense

(Applicant's Share)

(15)

Summary Related To:

VEGETABLE PRODUCTION

Year	2004	2005	2006
1. Current/Operating Income			
a. Closing Current/ Operating Inventory	\$96	\$40	\$112
b. Beginning Current/ Operating Inventory	\$110	\$96	\$40
c. Change in Current/ Operating Inventory (a minus b)	(\$14)	(\$56)	\$72
d. Cash Sales	\$1,535	\$2,974	\$3,434
e. Value of Products Used at Home	\$210	\$320	\$360
f. Value of Production Transferred or Bartered			
g. Value of Ag Labor Exchanged for Non-Cash Operating Expenses	\$735	\$987	\$1,294
h. Total Current/Operating Income (c-g)	\$2,466	\$4,225	\$5,160
2. Current/Operating Expenses			
a. Current/ Operating Inventory Purchased	\$45	\$62	\$87
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	\$735	\$987	\$1,294
f. Total Current/ Operating Expenses (add a thru e)	\$780	\$1,049	\$1,381
3. Net Current/Operating Income (1h minus 2f)	\$1,686	\$3,176	\$3,779
4. Non-Current/Capital Transactions			
a. Closing Non-Current/Capital Inventory	\$6,400	\$6,050	\$5,700
b. Non-Current/Capital Sales			
c. Beginning Non-Current/Capital Inventory	\$6,400	\$6,400	\$6,050
d. Non-Current/Capital Purchases			
e. Net Capital Transactions (a+b minus c minus d)		(\$350)	(\$350)
5. RETURN TO CAPITAL, LABOR & MGMT (3+4e)	\$1,686	\$2,826	\$3,429
6. TOTAL RETURN TO CAPITAL, LABOR & MGMT (5A+5B+5C+5D+5E+5F)	XXXXXXXXXX	(Years 1- 3)	\$7,941
	XXXXXXXXXX	(5A+5B+5C ONLY)	

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IV. Scope Related To:

VEGETABLE PRODUCTION

(Applicant's Share)

(5)

YEAR	2007	2008	2009
KIND OF ENTERPRISE	Sweet corn	Sweet corn	Sweetcorn
SIZE OF ENTERPRISE	4 acres	4 acres	5 acres
KIND OF ENTERPRISE	Tomatoes	Tomatoes	Tomatoes
SIZE OF ENTERPRISE	82 plants	80 plants	90 plants
KIND OF ENTERPRISE	Cucumbers	Cucumbers	Cucumbers
SIZE OF ENTERPRISE	20 mounds	20 mounds	20 mounds
KIND OF ENTERPRISE	Peppers	Peppers	Peppers
SIZE OF ENTERPRISE	35 plants	35 plants	45 plants
KIND OF ENTERPRISE	Green Beans	Green Beans	Green Beans
SIZE OF ENTERPRISE	50 plants	50 plants	5 plants
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			

V. Income and Expense

(Applicant's Share) (continued)

(15)

Summary Related To:

VEGETABLE PRODUCTION

Year	2007	2008	X 2009
1. Current/Operating Income			
a. Closing Current/ Operating Inventory	\$145	\$790	\$960
b. Beginning Current/ Operating Inventory	\$112	\$145	\$790
c. Change in Current/ Operating Inventory (a minus b)	\$33	\$645	\$170
d. Cash Sales	\$4,968	\$4,112	\$7,100
e. Value of Products Used at Home	\$410	\$620	\$780
f. Value of Production Transferred or Bartered			
g. Value of Ag Labor Exchanged for Non-Cash Operating Expenses	\$1,538	\$1,824	\$2,006
h. Total Current/Operating Income (c-g)	\$6,949	\$7,201	\$10,056
2. Current/Operating Expenses			
a. Current/ Operating Inventory Purchased	\$145	\$65	\$25
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	\$1,538	\$1,824	\$2,006
f. Total Current/ Operating Expenses (add a thru e)	\$1,683	\$1,889	\$2,031
3. Net Current/Operating Income (1h minus 2f)	\$5,266	\$5,312	\$8,025
4. Non-Current/Capital Transactions			
a. Closing Non-Current/Capital Inventory	\$5,350	\$4,890	\$13,190
b. Non-Current/Capital Sales			
c. Beginning Non-Current/Capital Inventory	\$5,700	\$5,350	\$4,890
d. Non-Current/Capital Purchases			\$10,600
e. Net Capital Transactions (a+b minus c minus d)	(\$350)	(\$460)	(\$2,300)
5. RETURN TO CAPITAL, LABOR & MGMT (3+4e)	\$4,916	\$4,852	\$5,725
6. TOTAL RETURN TO CAPITAL, LABOR & MGMT (5A+5B+5C+5D+5E+5F)	XXXXXXXXXX	XXXXXXXXXX	\$23,434
	XXXXXXXXXX	(Years 1 - 6)	

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VI. Applicants Financial Balance Sheet Statement
VEGETABLE 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	\$3,062	\$22,376	\$17,023	\$63,100
b. Cash value - bonds, stocks, life insurance				
c. Notes & accounts receivable				
d. Current/Operating Inventory	\$110 ⁽¹⁾	\$110	\$960 ⁽²⁾	\$20,234
e. Total Current/Operating Assets (a+b+c+d)	\$3,172	\$22,488	\$17,983	\$83,334
2. NON-CURRENT/CAPITAL ASSETS				
a. Non-depreciable inventory (including land)				
b. Depreciable Inventory (Includes purchased of breeding stock)	\$6,400 ⁽³⁾	\$6,400	\$13,190 ⁽⁴⁾	\$13,190
c. Total Non-Current/Capital Assets (a+b)	\$6,400 ⁽⁵⁾	\$6,400	\$13,190 ⁽⁶⁾	\$13,190
d. TOTAL ASSETS (1e+2c)	\$9,572	\$28,888	\$31,173	\$96,524
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)	\$9,572	\$28,888	\$31,173	\$96,524
6. GAIN OR LOSS IN OWNER'S EQUITY	XXXXXX	XXXXXX	\$21,601 ⁽²¹⁾	\$67,636 ⁽²²⁾
7. WORKING CAPITAL (1e minus 3c) (Current Assets minus Current Liabilities)	\$3,172	\$22,488	\$17,983	\$83,334
8. CURRENT-RATIO(1e divided by 3c)..... (Current Assets divided by Current Liabilities)	\$3,172 / to \$1	\$22,488 / to \$1	\$17,983 / to \$1	\$83,334 / 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
Average Weekly Sales	2004	\$255.83	We predict consumer demand and estimate harvest dates. It helps measure gross revenue.
	2005	\$495.6	
	2006	\$572.3	
	2007	\$828	
	2008	\$800	
	2009	\$875	
First Day of Sales	2004	July 30	It is important to be one of the first producers open for sale. Consumer demand tend to be high in the early season.
	2005	July 28	
	2006	July 26	
	2007	July 24	
	2008	July 23	
	2009	July 24	

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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
2004/05	CRT Papcke Farms pay checks	\$9,400
2006	CRT Papcke Farms pay checks	\$4,800
2007	CRT Papcke Farms pay checks	\$6,000
2008	CRT Papcke Farms pay checks	\$8,800
2009	CRT Papcke Farms pay checks	\$12,000
2007/08	Crop sales from corn and soybean SAE	\$26,537
	TOTAL	\$67,537

X. Gifts, Inheritance and Other Non-Earned Income

Year	Source of Income	Amount Received
2009	Scholarship	\$500
	TOTAL	\$500

XI. Accounting for Change in Owner's Equity


1. Total Return to Capital Labor & Management (Section V, Line 6, Column F)	\$23,434
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)	\$67,537
4. Gifts, Inheritances and Other Non-Earned Income (Section X)	\$500
5. Total Sources of Income (Section XI, 1+2+3+4)	\$91,471
6. Withdrawals for Personal Living, Gifts, Income Taxes Educational Expenses and All Other Personal Expenditures (Includes local, state & federal income taxes and FICA)	\$19,900
7. Maximum Possible Increase in Owner's Equity (Line 5 minus Line 6) *	\$71,571
8. Gain or Loss in Owner's Equity (Section VI, Line 6, Column D) *	\$67,636

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

MET

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National FFA Organization

 Our House Enterprises

(WI 551812036)

6/25/2010

Checklist for Entrepreneurship Proficiency Applications

Award Area: VEGETABLE PRODUCTION
Name: Skyler Papcke

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.)
<input checked="" type="radio"/> Y	<input checked="" type="radio"/> Y	2. Applicant has included his/her e-mail address, Cover Page, Line 5.
<input checked="" type="radio"/> Y	<input checked="" type="radio"/> Y	3. Applicant has been out of high school for no more than one year. Cover Page, Line 19.
<input checked="" type="radio"/> Y	<input checked="" type="radio"/> Y	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.
<input checked="" type="radio"/> Y	<input checked="" type="radio"/> Y	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.
<input checked="" type="radio"/> Y	<input checked="" type="radio"/> Y	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 8 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
<input checked="" type="radio"/> Y	<input checked="" type="radio"/> Y	15. Applicant has included no more than a two page resume.
<input checked="" type="radio"/> Y	<input checked="" type="radio"/> Y	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.
<input checked="" type="radio"/> Y	<input checked="" type="radio"/> Y	17. Applicant has included a maximum of six photographs with captions. Captions must fit in box. Preset font must not be changed.
<input checked="" type="radio"/> Y	<input checked="" type="radio"/> Y	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.
<input checked="" type="radio"/> Y	<input checked="" type="radio"/> Y	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 ?

Skyler Papcke

Elkhorn FFA Chapter

Career Objective

I would like to one day be part owner on our family dairy farm. I would like to be able to expand and put up a breed heifer barn to allow for more room in our other barn for the milking cows so we can increase our herd to around 150 cows. Buying more acres to farm is also part of my objective.

Education

Elkhorn Area High School, Class of 2009, Honor Roll

Work Experience

CRT Papcke Farms LLC, Farm Hand

I milk cows, feed animals, treat animals, drive tractor, and fix any repair that are necessary

FFA leaderships Activities/awards

Food for America chairperson
National Convention
State Convention
Quiz Bowl Team
Pancake Breakfast
Hockey Game
Discovery Degree
Greenhand Degree

Chapter FFA Degree Dairy
Cattle CDE
Walworth County Fair
Fruit Fundraiser
Helped with speaking contest
Dairy Cattle SLW
Dairy Show at State Fair
Easter Egg Hunt

School Leadership Activities/Awards

Boys Baseball 2005-2009
Football 2005

Community Leadership Activities/ Awards

4-H Member 2000-2004
Various community service projects, drama participation,
many projects exhibited at fair during my membership in 4-H

Professional Association

Farm Bureau Member 2008-Present

Other Accomplishments

I purchased my own truck, car, four wheeler, corn planter, and cultivator with the income I received from working on the farm along with the money I earn through selling my vegetables. I have shown dairy cattle at the county fair and have received grand champion and reserve champion three times. I also showed at the State Fair once and received ninth blue out of thirty seven. I graduated high school in 2009 and received a five hundred dollar scholarship.

References

Dave Kruse
Agriculture Instructor

Brian Rohloff
Kettle Moraine Holsteins

Randy Papcke
CRT Papcke Farms LLC

Agricultural Education

Elkhorn School District

414/723-4920 ext. 1660

Skyler Papeke Advisor's Statement

Vegetable Production - Entrepreneurship

Skyler Papeke graduated from Elkhorn Area High School in 2009. One of Skyler's Supervised Agricultural Experience programs includes roadside sweet corn and vegetable sales.

When Skyler began his FFA membership in eighth grade, the sweet corn sales were already a part of his summer routine. Over the last six years, I have seen Skyler assume the active role in planning and managing the sweet corn crop. As a person talks to Skyler about the sweet corn sales, they will quickly understand that he is the manager of the crop. The knowledge he shares can only come from his experiences with sweet corn and vegetable production.

I am always encouraged by Skyler's motivation. He is constantly looking to implement new ideas. Skyler has introduced other vegetables such as tomatoes, cucumbers and peppers into his production and sales.

Skyler is very fortunate to have the family support in this business venture. He understands that he has a tremendous situation at his fingertips, but rest assured that Skyler takes great pride in developing a quality product at a reasonable price. He works hard at the sweet corn and vegetable production in addition to meeting his other farm and school activities. Skyler believes in the family tradition and reputation of the sweet corn business. He intends to keep it.

Skyler is doing an outstanding job with Supervised Agricultural Experience program and I highly recommend him for recognition in the area of vegetable production.

Sincerely



David Kruse
Elkhorn FFA Advisor

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Skyler Papcke

VEGETABLE PRODUCTION

PHOTO #1



As vegetables are ripening I harvest and check for pests. I am also checking the maturity of my tomatoes. The little weeds that are at the base of the plant I pull by hand before they get too big.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Skyler Papcke

VEGETABLE PRODUCTION

PHOTO #2



During my program, I have tried to add new products for sale. These are one of the varieties of pepper plant that I planted. I use black tarp to maintain the weeds under the peper plants and around them as well. This also helps hold heat in at night.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Skyler Papcke

VEGETABLE PRODUCTION

PHOTO # 3



Customers can serve themselves if I or my family members are not available. Carrying on a conversation with customers helps to build business because they enjoy the service.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Skyler Papcke

VEGETABLE PRODUCTION

PHOTO #4



Checking the growth and conditions of my sweet corn is helpful in producing a quality product. I do this weekly to make sure there are not raccons or bugs making problems in the sweet corn.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Skyler Papcke

VEGETABLE PRODUCTION

PHOTO #5



Pest control is a constant concern. Raccoons have tremendous ability to know when the corn is mature and can cause significant damage and crop loss on a nightly basis. I have found traps to be helpful in reducing crop damage.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Skyler Papcke

VEGETABLE PRODUCTION

PHOTO # 6



This new sign was installed in 2007 by the top of the driveway to let people know we are selling sweet corn, tomatoes and cucumbers. This sign is the size of a sheet of plywood and is easy to see when you're driving by at fifty five mph. I think this sign helps people know what we we are selling. I dug a four feet deep hole to hold the post in the ground.

Personal Page: Skyler Papcke

Through my life there have been many up and downs. I have had many things that I have had to overcome. There have been a lot of fun experiences that I have had to go through that have changed who I am today. It has also made me a stronger person. I have grown so much and I would like to make a difference in my future.

I have lived on our family farm since I was born. There have been so many goals and things I want to accomplish. I started riding in our skid steer when I was four years old, with my father, who taught me all the basics about being safe and how to operate the bobcat properly. When I turned five, I started scrapping our barn floors and have been doing it ever since then. When I started, I was instructed to go very slow and not to hit anything but through the years I have been picking up my speed and now am told every once in awhile to slow down. According to my father, I have grown to be the best driver to operate our skid steer on our farm.

The family vegetable stand, which is now mine, has been in the family for many years. I started with my brother and we sold together for many years until he wanted to do other things instead. So I then took over and have been improving my profits by doing a couple different things. For example, I have extended my selling season by planting more acres and my last planting is later. I have tried to keep my prices reasonable and produce fresh. I have also tried to add tomatoes and cucumbers throughout the whole year of selling my sweet corn.

The last three years I have started renting land to grow corn and soybeans. This has been a learning experience for me. It has shown me how to get rental papers signed, getting soil samples, fertilizing correctly, planting, harvesting, tillage of the soil, and marketing your crop.

When I was seven I was helping unload our gravity boxes, with my brother, when I nearly lost my foot in our grain auger. I was walking across the plat form when I stepped on the grate that was bent a little bit and allowed my foot to enter into the auger that was in motion. My brother, who was right there, immediately shut off the auger and saved me from losing a foot. I am so thankful that he was there to help.

Our family has taken a vacation to Florida every year since I was born. There have been many fun memories made but there was also a year that did not go as planned. On April 8, 1999 something happened that changed who I will be for life. It started off as a beautiful sunny day in Orlando, Florida but ended with me in the hospital. I was hit by a car. I spent the next month in the hospital. The first six days I was unconscious. Then I spent one more week in the Florida hospital. The next two weeks I spent in the Milwaukee hospital before I could return home. We spent many weeks making trips to Milwaukee for therapy sessions and I was also in for a long road for full recovery. I have made a full recovery and have no medical hold backs. I am also proud to say that I have graduated high school and made the honor roll.

When I was growing up my dad had a 1981 Camaro that he bought new and drove for eleven years but then parked it. I asked my dad if he was ever going to fix it up and he told me if I fixed it up it could be mine. The only thing was if I was going to do that I would have to use my own money. So I took the money I made and started to save it in the bank. Since my dad never drove this car in the salt I was not going to start so I recently bought a truck to drive during the winter.

On our farm there is a woods to the west and in the woods there are trails for riding four wheelers. I always thought that it would be cool to have a four wheeler to help transport my vegetables to sell and to ride around on in my free time. So I bought a Polaris four wheeler when I was fourteen years old. This has been a great way to transport things and to get around the farm.

Throughout my high school years I loved to play baseball. This was sometimes not the easiest thing to do since baseball is in the spring. It is a very busy time on the farm with spring work but I made time to play the sport I loved. Since I am left handed there are only some spots that are suitable for me to play. Starting in middle school I was a pitcher and I like that spot because you had a lot of control of what was going to happen. So throughout the years I worked on pitching and became the number one pitcher for Elkhorn my senior year. Our school has grown to over 1000 kids and I was proud to say that I was the number one for Elkhorn but I still have room to improve. One of my goals is to pitch for a team after high school and give it everything I got to see how good I can get with pitching. I love making people try to hit my best pitches and then striking them out.

In addition to all of that there is FFA which I have grown so much in and have had fun doing all the things I have done. I have gone to state twice and have had a blast. The first time was for quiz bowl and the second time was for my first place proficiency award in diversified crop production. I have also gone to national convention once and that was an awesome experience. I have now become an alumni member of the FFA and plan to help in every way possible.

My family has been so great in helping me and guiding me in the correct direction. They have been very supportive. I plan on giving everything I do my best shot because you only live once and do not always get a second chance. I have a lot of things I want in my future.