



**FFA Agricultural Proficiency Awards**

[www.ffa.org](http://www.ffa.org)

National FFA Organization  
6060 FFA Drive  
Indianapolis, IN, 46268

# Beef Production - Entrepreneurship

## Example Application



Proficiency

Place Label Here

CHAPTER #: VA
STATE: VA
Member ID #: 11111111

BEEF PRODUCTION

Name of Proficiency Award Area

1. Name: Jason Smith
2. Date of Birth: 1/01/1981
3. Age: 19
4. Gender: Y Male
5. Social Security #: 000-00-0000
6. Address: 2835 Anywhere Rd.
City: Anywhere State: VA Zip: 55555
7. Home Telephone number: (555) 111-1111
8. Name of Parents/Guardians
a. Father: Carey
b. Mother: Brenda
9. List Parents/Guardians Occupation Below:
Farmer
Farmer
10. Complete FFA Chapter Name: Anywhere FFA
11. Name of High School: Anywhere High School
12. School Address: 2700 Anywhere Rd.
School City: Anywhere State: VA School Zip: 55555
13. School Telephone Number: (555) 111-2222
14. Chapter Advisor(s): John Jones
15. Year FFA Membership Began: 1996
16. Years of Agricultural Education Completed: 4
17. Years of Agricultural Education Offered: 4
18. Year in school at time of applying: Graduate
19. If you have graduated from the high school, year graduated: 2001
20. State/National Dues paid? NO YES Y

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:

Candidate Signature

Parent or Guardian Signature

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

Chapter Advisor 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)

State Supervisor, Ag Ed, Signature

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

## I. Performance Review

BEEF 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?

When I was in elementary school my parents had a commercial cattle operation. During that time I followed my father around the farm helping him feed and check cattle. I especially enjoyed riding in the tractor feeding hay in the winter time. In 1992, my father purchased his first registered Angus cattle. Before purchasing the cows my dad and I contacted the local Angus Association to get information on registered Angus cattle. We wanted to learn more about pedigrees information such as how you read them and what pedigree information would be the most valuable to our program. We also sought guidance from a local registered Angus breeder who gave us valuable information on what type of cattle to buy. The more I learned about registered Angus cattle, the more I wanted some of my own. Thus, two years after my dad purchased his registered Angus cattle, I purchased four registered cows of my own. After purchasing the cows I wanted to put to work the information and skills I had learned from my father and other Angus breeders and become a registered Angus breeder. I enjoy living in the country and I have always wanted to raise Angus cattle and live on a farm.

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 first got started in this proficiency area my goal was to continually increase my cow herd to get to 40 cows five years after I graduated from high school. I have always wanted to live on a farm and raise Angus cattle, thus I set this goal as soon as I purchased my Angus cattle. Another goal I set for my operation was to breed and purchase registered Angus cattle that have performance and EPD's (expected progeny differences) of greater than +32 lbs. on weaning weight, +14 lbs. on milk, +50 lbs. of yearling weight and moderate birth weight (no higher than +3.5 lbs. of birth weight). When I first purchased my cattle I learned that Angus cattle with balanced EPD's are more productive and marketable. I also wanted to produce Angus cattle that the Virginia Angus Association would select for their sales. My plans were to produce cattle that would meet the criteria for the state bull sales and the two state sales. Lastly, I wanted to earn enough money from my cattle to invest back in my cattle operation.

### B. Progress:

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

A special advantage I have had during this proficiency has been the guidance and the assistance from my father. He traveled to the Angus sales with me and helped me select the cows I should purchase. He also taught me the proper feeds, feeding times, animal health practices and beef management practices. Furthermore, he taught me how to operate farm equipment. In addition, my dad let me keep my cattle on the family farm for trade in labor. He also introduced me to reputable Angus breeders who have helped me learn the Angus business. From these breeders I have learned about embryo transfer, marketing and Angus genetics. They were always available to answer my questions and give me sound advice on how to manage my cow herd. Probably the only disadvantage I have is the funding to purchase some of the top cattle in the breed. However, I have been able to purchase embryos for \$300-\$500 from some of the top producing cows in the Angus breed.

**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.

I have purchased my cattle in the Virginia Beef Expo sale, Wehrmann Farms sale, Shenandoah Valley sale and other Virginia purebred Angus sales. The land my cattle are being run on is owned by my father in which I trade for labor on the farm. Our cattle run together so I feed our cattle, give vaccinations and worming medications, help A.1 and help keep up with the records for both operations. I make the majority of the breeding decisions for my father's operation since I keep up with the pedigrees. Furthermore, I register our cattle and collect performance information such as weaning weights, yearling weights and birth weights. This information I send to the American Angus Association to be included on my cattle's pedigrees. The buildings on the farm are fully equipped with cattle working facilities. The tractors are used for making hay and feeding purposes. We also bush hog fields to maintain weeds and keep pastures clean. Our supplies are purchased together, which enables us to buy in larger quantities and save money. Supplies are purchased locally.

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

Prior to selling my cattle, I hire a professional photographer to take a picture of my cattle that I am selling. I hire a professional because it is very important that the picture be a high quality picture because if the picture is unclear or not very good it is hard to sell that animal. Two weeks before I have my animals picture taken, I clip them. After I receive the picture I put together an advertisement with the sale date, time and place, the animal's pedigree and performance information and the picture. I then send the advertisement to the major Angus publications, such as the Angus Journal and Angus Topics, to inform buyers that I am selling cattle. I also offer a guarantee to my customers that if the animal does not breed or the customer is not satisfied, they can return the animal and I will replace it or give them their money back. Furthermore, I market my top bulls as breeding stock, and the lower bulls I castrate and sell at the stockyards.

**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 am on track to achieve my goal of owning forty cows five years after I graduate from high school because I currently have eleven cows and I purchased five embryos which I plan to grow out and retain in my herd. I also have five heifers that will calve in the fall of 2001. Thus bringing my numbers of cows to 21. Furthermore, I plan to retain 25% of my calf crop each year, along with purchase embryos and one-to-two cows per year. I will easily make my goal of 40 cows five years after I graduate from high school. In addition, I have achieved my goal to purchase and breed Angus cattle with EPD's above +32 lbs of weaning weight, +14 lbs of milk and +50 lbs of yearling weight. Through artificial insemination and purchasing embryos, my current average EPD's for my cow herd are +3.5 lbs of birth weight, +41 lbs of weaning weight, +20 lbs of milk and +60 lbs of yearling weight. My cattle have also been selected to sell at Virginia state sales, which was a goal of mine. I sold two bulls at the state Culpeper test center sale and two cows in the Virginia Beef Expo.

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

My short term goals are to enroll in the two year Agriculture Technology program at Virginia Tech this fall and major in Animal Production. I planned on attending college right after high school but due to a family illness I stayed home and managed the beef operation. After graduating from college, I plan to seek a job working on a registered Angus operation while maintaining my own cow herd. I hope some day to manage and own my own registered Angus operation. I plan to receive my American Degree.

### 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. Beef Cattle Selection	1. Learning to judge cattle in 4-H and FFA has helped me become a more successful livestock evaluator (10th high individual in the state contest in 1999 and 10th in the district contest).
2. Artificial Insemination	2. Using A.1 has improved my average weaning weight by 40 pounds and EPD's (15% for weaning and milk and 30% for yearling) of my cow herd.
3. Record keeping	3. I record my calves birth, weaning and yearling weights, cow breeding information, and animal health practices performed on my cattle. This information has helped me increase my weights and EPD's.
4. Calving	4. I have calved out all of my cows and assisted my father calve out his cows. The valuable knowledge I have gained in calving cows has resulted in the loss of only two calves at birth in the past five years.
5. Animal Health	5. The cows and yearlings are wormed twice a year. The cows are given a scour vaccine which has reduced my scour incidences to about one case a year.
6. Embryo Transfer	6. Due to proper evaluation of heat in my recipient cows and using the proper estrous synchronization, I recovered five pregnancies out of the five embryos I purchased.
7. Fly spraying	7. Spraying my cattle prior to going on pasture and at least once a month in the summer has greatly reduced my incidences of pink eye from 2 cows to none.
8. Advertising	8. Putting advertisements in the Virginia Angus Newsletter and in the Angus Journal helped my bulls sell \$200 above the sale average.
9. Calf vaccinations	9. Vaccinating my calves at two months and boosting the vaccinations at weaning has helped keep my calves healthier and aided in the 40 lbs gained at weaning.
10. Nutrition	10. Creep feeding my calves has helped increase my weaning weights. Also feeding my cows prior to breeding has increased my conception rates by 10%.

## II. Inventory Related to: BEEF PRODUCTION

(Applicant's Share)

(10)

	Beginning		Ending	
	Quantity	Total Value (A)	Quantity	Total Value (B)
<b>1. Current/Operating Inventory</b>				
a. Candidate's investment in harvested & growing crops	0	\$0	0	\$0
b. Candidate's investment in feed, seed, fertilizer chemicals, supplies & other current/operating assets	0	\$0	0	\$0
c. Candidate's investment in merchandise, crops and livestock purchased for resale.	0	\$0	0	\$0
d. Candidate's investment in raised market livestock and poultry	0	\$0	3	\$1,500
<b>2. Total Current/Operating Inventory</b> (a+c+c+d)	XXXXXXXX	\$0 <sup>(1)</sup>	XXXXXXXX	\$1,500 <sup>(2)</sup>
<b>3. Non-Current/Capital Non-Depreciable Property</b>				
a. Candidate's investment in non-depreciable draft, pleasure and breeding livestock & poultry	3	\$1,500	24	\$23,150
b. Candidate's investment in land				
c. Total Non-Current/Capital Non-Depreciable Inventory	XXXXXXXX	\$1,500 <sup>(3)</sup>	XXXXXXXX	\$23,150 <sup>(4)</sup>
<b>4. Non-Current/Capital Depreciable Inventory</b>				
a. Candidate's investment in depreciable draft, pleasure and breeding livestock	4	\$5,100	7	\$7,550
b. Candidate's investment in machinery, equipment & fixtures	100	\$200	100	\$200
c. Candidate's investment in depreciable land improvements, buildings and fences				
d. Total Non-Current/Capital Depreciable Inventory (a+b+c)		\$5,300 <sup>(5)</sup>		\$7,750 <sup>(6)</sup>
<b>5. Total Non-Current/Capital Inventory</b> (3c+4d)	XXXXXXXX	\$6,800 <sup>(7)</sup>	XXXXXXXX	\$30,900 <sup>(8)</sup>

## III. Schedule of Liabilities Related to: BEEF PRODUCTION

(5)

(Applicant's Share)

	Beginning (A)	Ending (B)
<b>Current/Operating Liabilities</b>		
(a) Total accounts and notes payable	<sup>(9)</sup>	<sup>(10)</sup>
(b) Total Current portion of non-current debt	<sup>(11)</sup>	<sup>(12)</sup>
<b>(c) Total Current Liabilities</b> (a + b)	\$0 <sup>(13)</sup>	\$0 <sup>(14)</sup>
<b>Non-Current/Capital Liabilities</b>		
(d) Total notes & chattel mortgages	<sup>(15)</sup>	<sup>(16)</sup>
(e) Total real estate mortgages/contracts	<sup>(17)</sup>	<sup>(18)</sup>
<b>(f) Total Non-Current Liabilities</b> (d + e)	\$0 <sup>(19)</sup>	\$0 <sup>(20)</sup>

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

**IV. Scope Related To:**

BEEF PRODUCTION

(Applicant's Share)

(5)

YEAR	1996	1997	1998
KIND OF ENTERPRISE	Cows	Cows	Cows
SIZE OF ENTERPRISE	4	5	8
KIND OF ENTERPRISE	Calves	Calves	Calves
SIZE OF ENTERPRISE	3	5	7
KIND OF ENTERPRISE	Yearlings	Yearlings	Yearlings
SIZE OF ENTERPRISE	2	1	2
KIND OF ENTERPRISE		Bull	Bull
SIZE OF ENTERPRISE		1	3
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			

**V. Income and Expense Summary Related To:**

(Applicant's Share)

(15)

BEEF PRODUCTION

Year	1996	1997	1998
<b>1. Current/Operating Income</b>			
a. Closing Current/ Operating Inventory		\$0	\$0
b. Beginning Current/ Operating Inventory		\$0	\$0
c. Change in Current/ Operating Inventory (a minus b)	\$0	\$0	\$0
d. Cash Sales			
e. Value of Products Used at Home			
f. Value of Production Transferred or Bartered	\$0	\$0	\$0
g. Value of Ag Labor Exchanged for Non-Cash Operating Expenses	\$400	\$800	\$1,650
<b>h. Total Current/Operating Income (c-g)</b>	\$400	\$800	\$1,650
<b>2. Current/Operating Expenses</b>			
a. Current/ Operating Inventory Purchased			
b. Cash Current/ Operating Expenses-Feed	\$100	\$250	\$300
c. Non-Cash Current/ Operating Expenses-Feed	\$400	\$800	\$1,650
d. Cash Current/ Operating Expenses-Other	\$40	\$50	\$84
e. Non-Cash Current/ Operating Expenses-Other			
<b>f. Total Current/ Operating Expenses (add a thru e)</b>	\$540	\$1,100	\$2,034
<b>3. Net Current/Operating Income (1h minus 2f)</b>	<b>(\$140)</b>	<b>(\$300)</b>	<b>(\$384)</b>
<b>4. Non-Current/Capital Transactions</b>			
a. Closing Non-Current/Capital Inventory	\$10,350	\$12,850	\$16,350
b. Non-Current/Capital Sales	\$2,400	\$2,600	\$7,300
c. Beginning Non-Current/Capital Inventory	\$6,800	\$10,350	\$12,850
d. Non-Current/Capital Purchases	\$5,100	\$0	\$3,300
e. Net Capital Transactions (a+b minus c minus d)	\$850	\$5,100	\$7,500
<b>5. RETURN TO CAPITAL, LABOR &amp; MGMT (3+4e)</b>	\$710	\$4,800	\$7,116
<b>6. TOTAL RETURN TO CAPITAL, LABOR &amp; MGMT (5A+5B+5C+5D+5E+5F)</b>	XXXXXXXXXX	<b>(Years 1- 3)</b>	\$12,626
	XXXXXXXXXX	<b>(5A+5B+5C ONLY)</b>	

**IV. Scope Related To:**

BEEF PRODUCTION

(Applicant's Share)

(5)

YEAR	1999	2000	2001
KIND OF ENTERPRISE	Cows	Cows	
SIZE OF ENTERPRISE	11	11	
KIND OF ENTERPRISE	Calves	Calves	
SIZE OF ENTERPRISE	11	11	
KIND OF ENTERPRISE	Yearling heifers	Yearlings	
SIZE OF ENTERPRISE	1	5	
KIND OF ENTERPRISE	Bulls	Bulls/steers	
SIZE OF ENTERPRISE	3	6	
KIND OF ENTERPRISE		Recipients	
SIZE OF ENTERPRISE		5	

**V. Income and Expense**

(Applicant's Share) (continued)

(15)

**Summary Related To:**

BEEF PRODUCTION

Year	1999	X 2000	2001
<b>1. Current/Operating Income</b>			
a. Closing Current/ Operating Inventory	\$0	\$1,500	\$0
b. Beginning Current/ Operating Inventory	\$0	\$0	\$0
c. Change in Current/ Operating Inventory (a minus b)	\$0	\$1,500	\$0
d. Cash Sales			
e. Value of Products Used at Home			
f. Value of Production Transferred or Bartered	\$0	\$0	
g. Value of Ag Labor Exchanged for Non-Cash Operating Expenses	\$2,000	\$2,500	
<b>h. Total Current/Operating Income (c-g)</b>	\$2,000	\$4,000	\$0
<b>2. Current/Operating Expenses</b>			
a. Current/ Operating Inventory Purchased			
b. Cash Current/ Operating Expenses-Feed	\$500	\$700	
c. Non-Cash Current/ Operating Expenses-Feed	\$2,000	\$2,500	
d. Cash Current/ Operating Expenses-Other	\$125	\$175	
e. Non-Cash Current/ Operating Expenses-Other			
<b>f. Total Current/ Operating Expenses (add a thru e)</b>	\$2,625	\$3,375	\$0
<b>3. Net Current/Operating Income (1h minus 2f)</b>	<b>(\$625)</b>	<b>\$625</b>	<b>\$0</b>
<b>4. Non-Current/Capital Transactions</b>			
a. Closing Non-Current/Capital Inventory	\$28,400	\$30,900	
b. Non-Current/Capital Sales	\$5,800	\$4,500	
c. Beginning Non-Current/Capital Inventory	\$16,350	\$28,400	\$0
d. Non-Current/Capital Purchases	\$6,050	\$1,500	
e. Net Capital Transactions (a+b minus c minus d)	\$11,800	\$5,500	\$0
<b>5. RETURN TO CAPITAL, LABOR &amp; MGMT (3+4e)</b>	\$11,175	\$6,125	\$0
<b>6. TOTAL RETURN TO CAPITAL, LABOR &amp; MGMT (5A+5B+5C+5D+5E+5F)</b>	XXXXXXXXXX	XXXXXXXXXX	\$29,926
	XXXXXXXXXX	(Years 1 - 6)	



**VI. Applicants Financial Balance Sheet Statement**  
BEEF 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)
<b>1. Current/Operating Assets</b>				
a. Cash on-hand, checking and savings	\$1,300	\$1,300	\$5,500	\$5,500
b. Cash value - bonds, stocks, life insurance				
c. Notes & accounts receivable				
d. Current/Operating Inventory	\$0 <sup>(1)</sup>	\$0	\$1,500 <sup>(2)</sup>	\$1,500
<b>e. Total Current/Operating Assets (a+b+c+d)</b>	\$1,300	\$1,300	\$7,000	\$7,000
<b>2. NON-CURRENT/CAPITAL ASSETS</b>				
a. Non-depreciable inventory (including land)	\$1,500 <sup>(3)</sup>	\$1,500	\$23,150 <sup>(4)</sup>	\$23,150
b. Depreciable inventory (Includes purchased of breeding stock)	\$5,300 <sup>(5)</sup>	\$5,300	\$7,750 <sup>(6)</sup>	\$7,750
<b>c. Total Non-Current/Capital Assets (a+b)</b>	\$6,800 <sup>(7)</sup>	\$6,800	\$30,900 <sup>(8)</sup>	\$30,900
<b>d. TOTAL ASSETS (1e+2c)</b>	\$8,100	\$8,100	\$37,900	\$37,900
<b>3. CURRENT/OPERATING LIABILITIES</b>				
a. Accounts & notes payable	\$0 <sup>(9)</sup>	\$0	\$0 <sup>(10)</sup>	\$0
b. Current portion of non-current debt	\$0 <sup>(11)</sup>	\$0	\$0 <sup>(12)</sup>	\$0
<b>c. Total Current/Operating Liabilities (a+b)</b>	\$0 <sup>(13)</sup>	\$0	\$0 <sup>(14)</sup>	\$0
<b>4. NON-CURRENT/CAPITAL LIABILITIES</b>				
a. Notes & chattel mortgages (total minus current portion)	\$0 <sup>(15)</sup>	\$0	\$0 <sup>(16)</sup>	\$0
b. Real estate mortgages/contracts (total minus current portion)	\$0 <sup>(17)</sup>	\$0	\$0 <sup>(18)</sup>	\$0
<b>c. Total Non-Current/Capital Liabilities (a + b)</b>	\$0 <sup>(19)</sup>	\$0	\$0 <sup>(20)</sup>	\$0
<b>d. TOTAL LIABILITIES (3c+4c)</b>	\$0	\$0	\$0	\$0
<b>5. OWNER'S EQUITY/NET WORTH (2d minus 4d)</b>	\$8,100	\$8,100	\$37,900	\$37,900
<b>6. GAIN OR LOSS IN OWNER'S EQUITY</b>	XXXXXX	XXXXXX	\$29,800 <sup>(21)</sup>	\$29,800 <sup>(22)</sup>
<b>7. WORKING CAPITAL (1e minus 3c)</b> (Current Assets minus Current Liabilities)	\$1,300	\$1,300	\$7,000	\$7,000
<b>8. CURRENT RATIO (1e divided by 3c)</b> (Current Assets divided by Current Liabilities)	\$1,300 / to \$1	\$1,300 / to \$1	\$7,000 / to \$1	\$7,000 / to \$1
<b>9. DEBT-TO-EQUITY RATIO (4d divided by 5)</b> (Total liabilities divided by owners equity)	\$0.00 / to \$1	\$0.00 / to \$1	\$0.00 / to \$1	\$0.00 / 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
Calving Percentage	1996	75%	With low number of cows my calving percentage was low. After 1996, I spent more time watching my calving cows and breed my cows to calving ease bulls.
Calving Percentage	1997-98	94%	Lost one calf in the two years because he was backwards. However, my experience from the prior years help me determine the cow was having a problem. Continued to use calving ease bulls.
Calving Percentage	1999-00	100%	I spent a great deal of time checking my cows thus resulting in a high calving percentage.
Weaning Weights	96-99	+ 40 lbs.	My weaning weights have increased 40 lbs on the average from 625 lbs. To 660 lbs.

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

Year	Source of Income	Amount Received
<b>TOTAL</b>		<b>\$0</b>

**IX. Earned Income NOT Related to this Award Area.**

Year	Source of Income	Amount Received
1998	Food Lion	\$5,290
1999	Food Lion	\$5,600
1999	Burberry Farms/Silverbrook Farms	\$1,500
1999	Hidden Valley Farms	\$3,000
2000	Fisher Auto Parts	\$8,200
<b>TOTAL</b>		<b>\$23,590</b>

**X. Gifts, Inheritance and Other Non-Earned Income**

Year	Source of Income	Amount Received
<b>TOTAL</b>		<b>\$0</b>

**XI. Accounting for Change in Owner's Equity**

1. Total Return to Capital Labor & Management (Section V, Line 6, Column F)	\$29,926
2. Non-Cash Income <u>NOT</u> Related to the Award Area (Section VIII)	\$0
3. Earned Income <u>NOT</u> Related to this Award Area (Section IX)	\$23,590
4. Gifts, Inheritances and Other Non-Earned Income (Section X)	\$0
<b>5. Total Sources of Income (Section XI, 1+2+3+4)</b>	<b>\$53,516</b>
6. Withdrawals for Personal Living, Gifts, Income Taxes Educational Expenses and All Other Personal Expenditures	
7. Maximum Possible Increase in Owner's Equity (Line 5 minus Line 6) *	\$53,516
8. Gain or Loss in Owner's Equity (Section VI, Line 6, Column D) *	\$29,800

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

**MET**

Jason Smith

Anywhere, VA  
Anywhere FFA  
(555) 222-2222

**Career objective:**

My short term goal is to receive a two year degree from Virginia Tech in Animal Production. After graduating from college I plan to seek a job in the Angus Industry and continue to expand my cow herd with hopes of making it a full-time occupation.

**Education:**

-Graduated from Anywhere High School in June 2000 –  
A.I school, 1998 -hands on farm experience, 94-99

**FFA leadership activities/awards**

-parliamentary procedure, 1997 -Fruit Sales, 95-99 -FFA Livestock Judging, 97-99 federation winner, 1999  
-National FFA Week, 95-99 -Beef Proficiency, chapter, 1998 -National FFA Convention, 1999 -Food and Fiber  
Contest, 1995 -Horse Judging, 1996 -State Convention, 95-99 -State Feeder Calf Award, 1999 -AES Leadership  
Conference, 95-96 -Federation Leadership Conference, 97 -Ag Olympics, 97-99 -Food for America 96-99  
-Haystacking Contest, 1999 -Market Animal Show, 1999 -Junior Treasurer, 1996 -Treasurer, Middle School,  
1995

**School leadership activities/awards**

-Spanish Club 97-99 -Varsity Baseball, 1999 -TSA, 1997

**Community leadership activities/awards**

-Christ United Methodist, member, 97-99 -4-H Livestock Judging 97-99  
-4-H Livestock Judging, District contest, 10 th individual and high team in  
contest and 10th in state 4-H livestock contest.

**Professional associations**

-Virginia Angus Association Member -American Angus Association  
-Shenandoah Valley Angus Association -National Junior Angus Association

# Jason Arehart

Cont'd

## REFERENCES

Mr. Richard McClung  
Angus 13789 North Valley  
Anywhere, Va 20002  
(555) 222-1112

Mr. Jeff Cole  
Anywhere Farm Rd  
Anywhere, VA 20002  
(555) 222-2012

## Instructor/Employer Statement

Recommendation for Jason Smith

I have known Jason for the past four years through Virginia Angus Association, Anywhere High School Agriculture Department and 4-H Livestock Judging. I have taught Jason for the past three years and Jason maintained a B average. His interest in Angus cattle is evident in that he brings the Angus Journal to class and does book reports on Angus cattle. Jason definitely knows his Angus pedigrees and the EPD's of the top cattle in the breed. Jason has helped my husband and I at our Bull Sale and Female Sales working cattle. He understands how to work cattle and completes all tasks asked of him. Furthermore, Jason participates in Angus Sales as a buyer and consigner. His cattle have brought above the average in the sales. I have no doubt in my mind that Jason will excel in the Angus business because of his love for the cattle and breed.

In FFA, Jason has participated in parliamentary procedure, livestock judging, horse judging, Food for America, and Fruit Sales. Jason is currently a member of my State FFA livestock judging team and 4-H livestock judging. He has been quite successful in livestock judging, placing 11th overall at the State 4-H Contest and most recently he was 10th in the Northern District Contest and a member of the winning team. Jason works hard in livestock judging because he wants to excel in judging. His knowledge in cattle has greatly increased since I participating in livestock judging.

After school Jason goes home to feed his cattle and his fathers cattle. He makes all the breeding, feeding, animal health and general management decisions for his cattle. Jason has greatly improved his cattle in weaning and yearling weight along with their pedigrees. He has come along way in the registered Angus business for a young man his age.

I strongly recommend Jason for this Beef Production Proficiency.

Sincerely,

Shirley Jones  
Anywhere FFA advisor

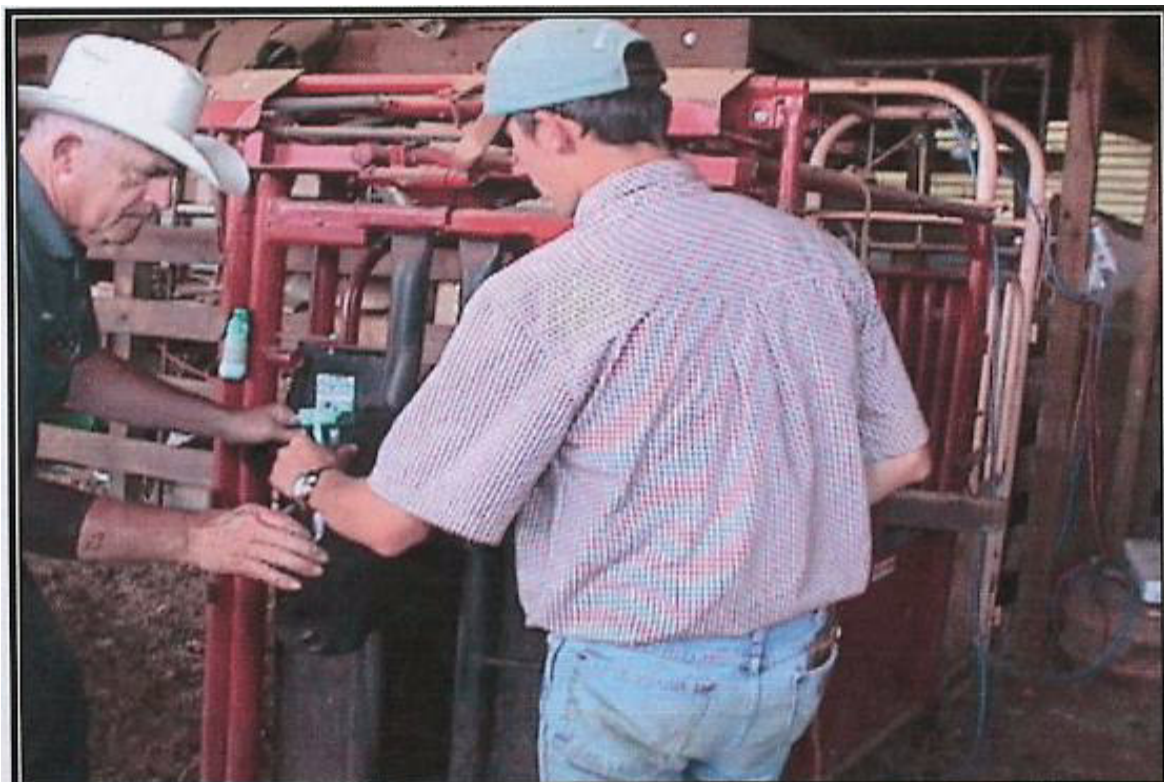
## VI. SUPPORTING DOCUMENTATION (continued)

### C. Supporting Pictures

Jason Smith

BEEF PRODUCTION

### PHOTO # 1



Proper animal health practices are a vital part of my program. I work closely with my veterinarian to ensure I am vaccinating my livestock with the most up-to-date vaccines. Here I am pictured helping my veterinarian tattoo one of my heifers after she has been bangs vaccinated.

**VI. SUPPORTING DOCUMENTATION (continued)**

**C. Supporting Pictures**

Jason Smith

BEEF PRODUCTION

**PHOTO # 2**



My weaned bull and heifer calves are hand fed which gives my cattle a calm disposition. Good disposition cattle are easier to work with and they gain weight faster. Here I am pictured feeding my fall weaned bull calf.

**VI. SUPPORTING DOCUMENTATION** (continued)

C. Supporting Pictures

Jason Smith

BEEF PRODUCTION

**PHOTO # 3**



I mix my own mineral to ensure my cattle get the calcium, and vitamin A levels needed to help prevent pinkeye and grass tetany. Last year I added kelp to the formula and I have not had a case of pinkeye since. Here I am pictured mixing mineral.



**VI. SUPPORTING DOCUMENTATION** (continued)

C. Supporting Pictures

Jason Smith

BEEF PRODUCTION

**PHOTO # 4**



In the summer time, I mix up fly spray to put on my cattle rubs that are on the mineral feeders, and at creep feeders. The cattle rubs have helped reduce pinkeye along with my mineral mix. Here I am pictured pouring fly mix on a cattle rub.

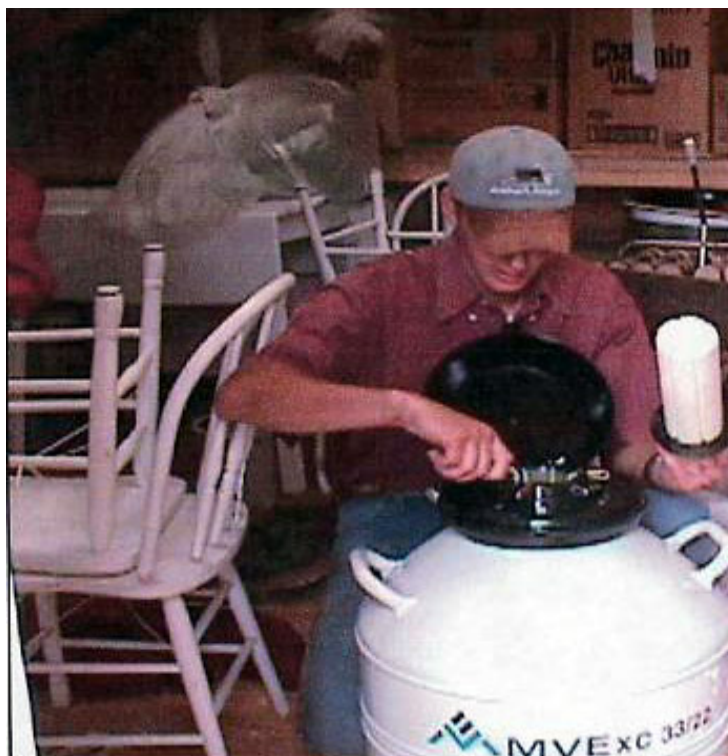
## VI. SUPPORTING DOCUMENTATION (continued)

### C. Supporting Pictures

Jason Smith

BEEF PRODUCTION

### PHOTO # 5



Embryo Transfer and Artificial Insemination have been an important part of my program. I AI all of my cows which has allowed me to use the top genetics in the country. It has improved my EPD's and marketability of my cattle. Here I am pictured doing a semen inventory.

**VI. SUPPORTING DOCUMENTATION (continued)**

**C. Supporting Pictures**

Jason Smith

BEEF PRODUCTION

**PHOTO # 6**



Good working facilities is a must in my operation because I weigh my calves at weaning and yearling, and work my cattle regularly. My dad and I built the working facilities for ease of working cattle. Here I am pictured putting my heifers up in the chute for Artificial Insemination.

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