



FFA Agricultural Proficiency Awards

www.ffa.org

National FFA Organization
6060 FFA Drive
Indianapolis, IN, 46268

Sheep Production Entrepreneurship

Example Application

ENTREPRENEURSHIP Proficiency



Place Label Here

CHAPTER #: WI0064
STATE: WI
Member ID # 111111111

SHEEP PRODUCTION

Name of Proficiency Award Area

1. Name: Megan Bishop

2. Date of Birth: 01/01/1984 3. Age: 19

4. Gender: Male Male Female 5. Social Security #: 111-11-1111

6. Address: (street/R.R./box no.) 4628 Anywhere Rd.
City: Anywhere State: Wisconsin Zip: 55555

7. Home Telephone number (including area code): (555) 555-1111

8. Name of Parents/Guardians 9. List Parents/Guardians Occupation Below:

a. Father: Michael D. Bishop Scientist

b. Mother: Barbara L. Bishop Farmer

10. Complete FFA Chapter Name: Anywhere FFA Chapter

11. Name of High School: Anywhere High School

12. School Address: (street/RR./box no.) 1164 Anywhere St.
School City: Anywhere State: WI School Zip: 55555

13. School Telephone Number (including area code): (550) 555-2222

14. Chapter Advisor(s): Ms. Janet Meister

15. Year FFA Membership Began: 1999

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: 2003

20. State/National Dues paid? NO 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:

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

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?

My project started in 1995 with two Southdown ewe lambs plus four market lambs. Immediately, I began competing in youth showmanship classes and my self confidence began to rise. We worked as a family and it became a desire of mine to learn more about the business of raising animals for food and pleasure. In order to get more involved in the registered sheep business, I joined the American Junior Southdown Association because the Southdown breed was easy to manage, cost effective to raise, very marketable and fun for youth. My family purchased six bred yearling Southdowns that became the base flock. That same year we purchased a flock of wether-type black-face ewes. By the next year I was producing my own market lambs and Southdown breeding sheep for sale and show. A few select females and stud rams have been added over the years, but the flock has reached its current size and quality primarily from our own selective breeding program. Since I began my SAE in the summer before my freshman year, I now own a very select group of registered Southdown ewes, four stud rams plus a select group of black-face ewe lambs. Because I enjoy working with animals and because I wanted to derive income to attend college after graduation I decided to concentrate my efforts in working with sheep rather than pursue a part-time job elsewhere.

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 started this SAE I had already achieved success with my sheep, winning several shows, showmanship contests and selling them at premium in state and national sales. I decided I wanted to learn more about the biology and financial fundamentals of raising sheep including basic nutrition, reproduction, genetics, production costs, pasture management, diseases, and diagnosis while learning to interact with people of diverse backgrounds. My principal objective was to leverage the knowledge gained to produce even better animals that could be sold for a premium to fund my college career. A secondary objective was to use the knowledge gained to participate on Skillathon, quiz bowl, livestock and meats judging teams.

A personal goal I set for myself was to become skilled and knowledgeable enough about breeding, feeding and showing sheep that I could teach other sheep project youth what I had learned, particularly in my home county of Anywhere. I really enjoy teaching and helping others achieve their objectives with sheep and eventually conducted numerous sheep selection, showmanship and fitting clinics. I have also taken younger sheep friends with me to shows all over the United States so they could experience the fun of showing sheep and meeting other youth their age from all over the United States.

Finally, I wanted to create an outstanding set of Southdown ewes that could serve as an investment for my future in sheep beyond my college career.

B. Progress:

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

The most important advantage I have had is a loving family. They helped me get started by purchasing my first few sheep for me and teaching me how to select, feed and manage livestock. My mother taught me basic feeding practices and instilled in me an appreciation for a good flock health program. My father taught me how to evaluate breeding animals, the principles of genetics and how to make mating decisions to develop a linebred set of sheep that could pass on the desired traits within my flock. Both made it possible for me to travel and compete nationally. Because of their patience, understanding and assistance I have made steady achievement towards my goals both with this SAE and in life. Because of limited acreage for pasture and barn space for wintering and lambing, the number of sheep in this SAE had to be manageable thus hindering genetic progress. I have overcome that disadvantage by cooperating with some of my customers to build satellite flocks from which I could acquire animals of similar breeding to add to my genetic gene pool when needed. Only the most critical animals were retained by me for future mating schemes. A major disadvantage in making faster genetic improvement in my flock has been the lack of EPDs calculated across the Southdown breed. To overcome this I have relied on Wisconsin's BSIP indexes within my flock along with on farm progeny testing and phenotypic selection to improve the genetic merit of future offspring.

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 perimeter of our 22 acre home farm is contained with electrified high-tensile fence for predator control purposes. The pastures are seeded in mixed grasses that are rotationally grazed and used to produce some hay. Additional nearby pasture is rented. Complete feeds, grain, straw and additional hay are purchased locally. Most of the equipment, such as gates, lambing pens and walk-through feeders, was constructed by my parents and me. A few metal gates, feeders and working corrals were purchased. One-third of all proceeds from sales of my sheep are used to pay my parents for use of facilities and to cover some feed, veterinarian, electricity and animal management costs. My duties include daily chores, vaccinating, castrating, shearing, sorting, barn cleaning and other livestock and general farm chores. I train animals for exhibition for my parents and exhibit them at various shows and sales all over the U.S. earning premiums that I use to purchase additional sheep for this SAE and to pay for show supplies for my own sheep.

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

Due to my show ring success, marketing has been made easier. Each year along with my family I held a private treaty sale to sell wethers and ewe lambs from my black-face flock as well as a few registered Southdowns. Word of mouth spread that quality of animals purchased at the sale for the money paid and the number of buyers grew accordingly. I also advertised locally and nationally in sheep magazines and sold select animals at state and national sales. Marketing animals privately has proven to be the most lucrative. I enjoy helping people select animals that fit their needs. Very few lambs are fed for commercial sale. A number of culled animals were sold for research purposes to the University of Wisconsin which netted me more than selling them on the open market for slaughter. Typically, the range in prices I receive is from \$150/hd up to \$1,000/hd but have gone as high as \$5,000 for one-half interest in rams.

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.

One of my goals was to gain more sheep knowledge in general. I accomplished this through individual experience raising my own sheep, studying sheep management text books, talking with other sheep breeders and through agriculture classes in high school. I have successfully participated on various livestock judging, meat evaluation, and skillathon teams and enjoyed both team and individual success on all levels. I have become very comfortable giving oral reasons and recently placed second at a national collegiate contest. I have successfully shared my knowledge with others and have seen them experience their own individual and team successes. Another goal was to fund a major portion of my college tuition from this SAE. I have been able to pay for my college tuition and board thus far from proceeds earned from sheep sales. I have conducted several sheep clinics, multi-specie quiz bowls and skillathons thus fulfilling my desire to teach. Several youth in Wisconsin are involved with sheep projects from my efforts to promote raising Southdowns.

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

From this SAE I have grown personally and professionally. I have found that teaching what I have learned about sheep is very natural for me and I enjoy planning and conducting skillathons, quiz bowls, and showmanship clinics. These experiences have caused me to pursue a degree in animal science and agricultural communications. I have chosen to attend South Dakota State University. Attending college far away from home has challenged me to make new friends and expand my view of the world. After I receive my BS degree, I plan to work in the livestock field as a youth oriented extension agent or in public relations for a livestock related company. I intend to continue volunteering my time working with youth, helping them to learn and grow personally from their interaction with animals. At some point I may choose to pursue an advanced degree to boost my career options in the livestock field. I will continue my sheep breeding program and the ultimate goal of producing the perfect animal.

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
<ol style="list-style-type: none"> 1. Evaluating and Selecting Quality Sheep-I have been a member of several livestock and meats evaluation teams that have achieved great success and won several awards.. 2. Reproduction-I use hormone treated vaginal sponges for out-of-season breeding. Close monitoring of ram harness markings and ultrasound technology allow for accurate pregnancy detection. 3. Record Keeping-Accurate information is key to making mating decisions for genetic improvement, for collecting BSIP data and for accurate pedigrees on breed registrations. 4. Lamb Survival-For successful Wisconsin winter lambing I use a clean, dry, ventilated lambing area, well-timed pre-lambing vaccinations, and administer colostrum and nasal vaccine to the new born lambs. 5. Fitting and Showing-I have learned shearing, grooming, training and showmanship techniques to help maximize the appearance of my sheep at sales and shows. 6. Advertising-By learning to use a digital camera and computer soft-ware, I have been able to prepare ad layouts for direct mailings, posters, and magazine ads. 7. Flock Health-I follow a routine plan pre- and post-lambing for administering vaccines and anthelmintics, fecal sampling for parasites, hoof trimming, docking and castration. 8. Nutrition-I have learned to evaluate feed tags for ingredients and spot differences among commercial products especially for trace minerals, quality of protein and fat included in the diets. 9. DNA Analysis-Many undesirable genetic traits express themselves in a recessive state. Animal appearance is not always the best indicator of the true genetics of an animal. 10. Personal Development-Learning to communicate with animals and get them to respond to you in the show ring is important. Poise and confidence are a result of hard work and knowledge. 	<ol style="list-style-type: none"> 1. I have become proficient at judging and giving oral reasons having won individual honors in livestock judging, meats evaluation and skillathons. I have used this skill to select animals for mating purposes. 2. My out-of-season conception is annually over 60% thus providing fall lambs that are in high demand at purebred sales. It has moved yearlings into production earlier, thus more total lambs born. 3. BSIP indexes based on birth and 60-day weights allowed me to evaluate performance of certain families on a within flock basis and enabled me to be Premier Southdown Breeder 5 times at WI Sate Fair. 4. Proper preparations for lambing and immediate attention after birth has contributed to an increase from 84 to 100 pounds of lambs weaned at 60 days per Southdown ewe and decreased vet expense. 5. These skills enabled me to win showmanship 6 consecutive years at Wisconsin State Fair and multiple times at the All-American Junior Show and North American International Livestock Exhibition. 6. Many new buyers have been attracted to the farm and sales where my sheep are consigned by this advertising, thus increasing the number of sheep sold and increasing the price received from bidding. 7. I do not have any cases of foot rot, have never lost a lamb for enterotoxemia or tetanus. I dock lambs at 1-2 days of age thus minimizing stress to the lamb. Deworming expenses have been minimized. 8. High feed levels of selenium and vitamin E have improved flock health and reproduction. Animal condition and carcass performance have resulted in 21 championships with my market lambs. 9. My flock is enrolled in the scrapie free program and all stud rams and sale lots are DNA tested for scrapie susceptibility and for inheritance of spider syndrome. Favorable results improved marketability. 10. I am now confident and relaxed whether in the show ring or in front of large groups of people as evidenced in my role as Fairest of the Fair for Anywhere County and the show ring results I have achieved.

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	0	\$0	0	\$0
b. Candidate's investment in feed, seed, fertilizer chemicals, supplies & other current/operating assets	4	\$72	9	\$207
c. Candidate's investment in merchandise, crops and livestock purchased for resale.	2	\$350	0	\$0
d. Candidate's investment in raised market livestock and poultry	2	\$200	3	\$750
2. Total Current/Operating Inventory (a+c+c+d)	XXXXXXXX	\$622 ⁽¹⁾	XXXXXXXX	\$957 ⁽²⁾
3. Non-Current/Capital Non-Depreciable Property				
a. Candidate's investment in non-depreciable draft, pleasure and breeding livestock & poultry	11	\$4,900	41	\$30,950
b. Candidate's investment in land	0	\$0	0	\$0
c. Total Non-Current/Capital Non-Depreciable Inventory	XXXXXXXX	\$4,900 ⁽³⁾	XXXXXXXX	\$30,950 ⁽⁴⁾
4. Non-Current/Capital Depreciable Inventory				
a. Candidate's investment in depreciable draft, pleasure and breeding livestock	17	\$2,550	1	\$1,200
b. Candidate's investment in machinery, equipment & fixtures	0	\$0	0	\$0
c. Candidate's investment in depreciable land improvements, buildings and fences	0	\$0	0	\$0
d. Total Non-Current/Capital Depreciable Inventory (a+b+c)		\$2,550 ⁽⁵⁾		\$1,200 ⁽⁶⁾
5. Total Non-Current/Capital Inventory (3c+4d)	XXXXXXXX	\$7,450 ⁽⁷⁾	XXXXXXXX	\$32,150 ⁽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	\$0 ⁽⁹⁾	\$0 ⁽¹⁰⁾
(b) Total Current portion of non-current debt	\$0 ⁽¹¹⁾	\$0 ⁽¹²⁾
(c) Total Current Liabilities (a + b)	\$0 ⁽¹³⁾	\$0 ⁽¹⁴⁾
Non-Current/Capital Liabilities		
(d) Total notes & chattel mortgages	\$2,550 ⁽¹⁵⁾	\$0 ⁽¹⁶⁾
(e) Total real estate mortgages/contracts	\$0 ⁽¹⁷⁾	\$0 ⁽¹⁸⁾
(f) Total Non-Current Liabilities (d + e)	\$2,550 ⁽¹⁹⁾	\$0 ⁽²⁰⁾

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

IV. Scope Related To:

SHEEP PRODUCTION

(Applicant's Share)

(5)

YEAR	1999	2000	2001
KIND OF ENTERPRISE	Southdown sheep	Southdown sheep	Southdown sheep
SIZE OF ENTERPRISE	10	15	22
KIND OF ENTERPRISE	Black-face sheep	Black-face sheep	Black-face sheep
SIZE OF ENTERPRISE	24	46	73
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	1999	2000	2001
1. Current/Operating Income			
a. Closing Current/ Operating Inventory	\$586	\$623	\$660
b. Beginning Current/ Operating Inventory	\$622	\$586	\$623
c. Change in Current/ Operating Inventory (a minus b)	(\$36)	\$37	\$37
d. Cash Sales	\$1,172	\$3,314	\$4,656
e. Value of Products Used at Home	\$0	\$0	\$0
f. Value of Production Transferred or Bartered	\$0	\$0	\$0
g. Value of Ag Labor Exchanged for Non-Cash Operating Expenses	\$0	\$0	\$0
h. Total Current/Operating Income (c-g)	\$1,136	\$3,351	\$4,693
2. Current/Operating Expenses			
a. Current/ Operating Inventory Purchased	\$0	\$0	\$0
b. Cash Current/ Operating Expenses-Feed	\$375	\$1,105	\$1,879
c. Non-Cash Current/ Operating Expenses-Feed	\$0	\$0	\$0
d. Cash Current/ Operating Expenses-Other	\$0	\$0	\$0
e. Non-Cash Current/ Operating Expenses-Other	\$0	\$0	\$0
f. Total Current/ Operating Expenses (add a thru e)	\$375	\$1,105	\$1,879
3. Net Current/Operating Income (1h minus 2f)	\$761	\$2,246	\$2,814
4. Non-Current/Capital Transactions			
a. Closing Non-Current/Capital Inventory	\$9,650	\$13,200	\$16,900
b. Non-Current/Capital Sales	\$0	\$0	\$1,001
c. Beginning Non-Current/Capital Inventory	\$7,450	\$9,650	\$13,200
d. Non-Current/Capital Purchases	\$0	\$0	\$0
e. Net Capital Transactions (a+b minus c minus d)	\$2,200	\$3,550	\$4,701
5. RETURN TO CAPITAL, LABOR & MGMT (3+4e)	\$2,961	\$5,796	\$7,515
6. TOTAL RETURN TO CAPITAL, LABOR & MGMT (5A+5B+5C+5D+5E+5F)	XXXXXXXXXX	(Years 1- 3)	\$16,272
	XXXXXXXXXX	(5A+5B+5C ONLY)	

IV. Scope Related To:

SHEEP PRODUCTION

(Applicant's Share)

(5)

YEAR	2002	2003	2004
KIND OF ENTERPRISE	Southdown sheep	Southdown sheep	
SIZE OF ENTERPRISE	32	45	
KIND OF ENTERPRISE	Black-face sheep	Black-face sheep	
SIZE OF ENTERPRISE	75	77	
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			

V. Income and Expense Summary Related To:

(Applicant's Share) (continued)

(15)

SHEEP PRODUCTION

Year	2002	X 2003	2004
1. Current/Operating Income			
a. Closing Current/ Operating Inventory	\$1,707	\$957	
b. Beginning Current/ Operating Inventory	\$660	\$1,707	\$0
c. Change in Current/ Operating Inventory (a minus b)	\$1,047	(\$750)	\$0
d. Cash Sales	\$2,743	\$5,814	
e. Value of Products Used at Home	\$0	\$100	
f. Value of Production Transferred or Bartered	\$0	\$0	
g. Value of Ag Labor Exchanged for Non-Cash Operating Expenses	\$0	\$0	
h. Total Current/Operating Income (c-g)	\$3,790	\$5,164	\$0
2. Current/Operating Expenses			
a. Current/ Operating Inventory Purchased	\$0	\$0	
b. Cash Current/ Operating Expenses-Feed	\$2,221	\$5,185	
c. Non-Cash Current/ Operating Expenses-Feed	\$0	\$0	
d. Cash Current/ Operating Expenses-Other	\$0	\$0	
e. Non-Cash Current/ Operating Expenses-Other	\$0	\$0	
f. Total Current/ Operating Expenses (add a thru e)	\$2,221	\$5,185	\$0
3. Net Current/Operating Income (1h minus 2f)	\$1,569	(\$21)	\$0
4. Non-Current/Capital Transactions			
a. Closing Non-Current/Capital Inventory	\$24,400	\$32,150	
b. Non-Current/Capital Sales	\$2,940	\$10,547	
c. Beginning Non-Current/Capital Inventory	\$16,900	\$24,400	\$0
d. Non-Current/Capital Purchases	\$0	\$0	
e. Net Capital Transactions (a+b minus c minus d)	\$10,440	\$18,297	\$0
5. RETURN TO CAPITAL, LABOR & MGMT (3+4e)	\$12,009	\$18,276	\$0
6. TOTAL RETURN TO CAPITAL, LABOR & MGMT (5A+5B+5C+5D+5E+5F)	XXXXXXXXXX	XXXXXXXXXX	\$46,557
	XXXXXXXXXX	(Years 1 - 6)	

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	\$1,860	\$1,860	\$5,329	\$5,921
b. Cash value - bonds, stocks, life insurance	\$0	\$0	\$0	\$0
c. Notes & accounts receivable	\$0	\$0	\$0	\$0
d. Current/Operating Inventory	\$622 ⁽¹⁾	\$1,422	\$957 ⁽²⁾	\$2,457
e. Total Current/Operating Assets (a+b+c+d)	\$2,482	\$3,282	\$6,286	\$8,378
2. NON-CURRENT/CAPITAL ASSETS				
a. Non-depreciable inventory (including land)	\$4,900 ⁽³⁾	\$4,900	\$30,950 ⁽⁴⁾	\$33,450
b. Depreciable inventory (Includes purchased of breeding stock)	\$2,550 ⁽⁵⁾	\$2,550	\$1,200 ⁽⁶⁾	\$6,200
c. Total Non-Current/Capital Assets (a+b)	\$7,450 ⁽⁷⁾	\$7,450	\$32,150 ⁽⁸⁾	\$39,650
d. TOTAL ASSETS (1e+2c)	\$9,932	\$10,732	\$38,436	\$48,028
3. CURRENT/OPERATING LIABILITIES				
a. Accounts & notes payable	\$0 ⁽⁹⁾	\$55	\$0 ⁽¹⁰⁾	\$0
b. Current portion of non-current debt	\$0 ⁽¹¹⁾		\$0 ⁽¹²⁾	\$0
c. Total Current/Operating Liabilities (a+b)	\$0 ⁽¹³⁾	\$55	\$0 ⁽¹⁴⁾	\$0
4. NON-CURRENT/CAPITAL LIABILITIES				
a. Notes & chattel mortgages (total minus current portion)	\$2,550 ⁽¹⁵⁾	\$2,550	\$0 ⁽¹⁶⁾	\$0
b. Real estate mortgages/contracts (total minus current portion)	\$0 ⁽¹⁷⁾		\$0 ⁽¹⁸⁾	\$0
c. Total Non-Current/Capital Liabilities (a + b)	\$2,550 ⁽¹⁹⁾	\$2,550	\$0 ⁽²⁰⁾	\$0
d. TOTAL LIABILITIES (3c+4c)	\$2,550	\$2,605	\$0	\$0
5. OWNER'S EQUITY/NET WORTH (2d minus 4d)	\$7,382	\$8,127	\$38,436	\$48,028
6. GAIN OR LOSS IN OWNER'S EQUITY	XXXXXX	XXXXXX	\$31,054 ⁽²¹⁾	\$39,901 ⁽²²⁾
7. WORKING CAPITAL (1e minus 3c) (Current Assets minus Current Liabilities)	\$2,482	\$3,227	\$6,286	\$8,378
8. CURRENT RATIO (1e divided by 3c) (Current Assets divided by Current Liabilities)	\$2,482 / to \$1	\$60 / to \$1	\$6,286 / to \$1	\$8,378 / to \$1
9. DEBT-TO-EQUITY RATIO (4d divided by 5) (Total liabilities divided by owners equity)	\$0.00 / to \$1	\$0.32 / 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
Total lbs. weaned per Southdown ewe	2001 2002 2003	92 95 100	Increase in pounds weaned per ewe measured progress in selection for milk and maternal traits.
% lambs weaned per Black-faced ewe	2000-2003	152%-178% range	
BCTRC carcass merit index score (Boneless Closely Trimmed Retail Cuts)	2002	48.32%	
Southdown wether show ring performance	1999-2003 at state fairs	8 Grands/Reserves and national shows	These results were an effective advertising tool for increasing sales of show wethers.
Pregnancy rate for breeding the black-faced ewe lambs	2003	100%	This shows that rams are fertile, ewe nutrition is correctly formulated, and replacements are well chosen.
Average WDA (weight/days of age) on fall born Southdown lambs	2001-2003	.85 - .94 range	Fall lamb weights at 70 days were used to help select potential stud rams and replacement ewes.

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

Year	Source of Income	Amount Received
	TOTAL	\$0

IX. Earned Income NOT Related to this Award Area.

Year	Source of Income	Amount Received
1999	Beef steer and Shorthorn heifer project	\$163
2001	Beef steer and Shorthorn breeding project	\$1,110
2002	Beef steer and Shorthorn breeding project	\$213
2003	Shorthorn breeding project	\$625
2003	South Dakota State University, Animal & Range Science Dept.	\$253
2003	Champion Connections, LLC	\$76
	TOTAL	\$2,440

X. Gifts, Inheritance and Other Non-Earned Income

Year	Source of Income	Amount Received
1999	Birthday and Christmas gifts	\$75
2000	Birthday and Christmas gifts	\$50
2001	Birthday and Christmas gifts	\$45
2002	Birthday and Christmas gifts	\$45
2003	High School Graduation gifts and birthday	\$1,275
	TOTAL	\$1,490

XI. Accounting for Change in Owner's Equity

1. Total Return to Capital Labor & Management (Section V, Line 6, Column F)	\$46,557
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)	\$2,440
4. Gifts, Inheritances and Other Non-Earned Income (Section X)	\$1,490
5. Total Sources of Income (Section XI, 1+2+3+4)	\$50,487
6. Withdrawals for Personal Living, Gifts, Income Taxes Educational Expenses and All Other Personal Expenditures	\$7,026
7. Maximum Possible Increase in Owner's Equity (Line 5 minus Line 6) *	\$43,461
8. Gain or Loss in Owner's Equity (Section VI, Line 6, Column D) *	\$39,901

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

MET

Checklist for Entrepreneurship Proficiency Applications

Award Area: SHEEP PRODUCTION
Name: Megan Bishop

Local Advisor	State Advisor	Circle "Y" if the Statement is "YES" and "N" if the Statement is "NO".
Y N	Y N	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	Y N	2. Applicant has included his/her Social Security number, Cover Page, Line 5.
Y N	Y N	3. Applicant has been out of high school for no more than one year. Cover Page, Line 19.
Y N	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, Cover Page, Line 16, OR the applicant is still in high school at the time of applying.
Y N	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	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 on Line 1f and/or 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	Y N	15. Applicant has included no more than a two page resume.
Y N	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.
Y N	Y N	17. Applicant has included a maximum of six photographs with captions containing less than 50 words each.
Y N	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	Y N	19. The application is properly signed by the applicant, parent or guardian, chapter advisor, school superintendent or principal, and submitted to the State FFA Advisor.
MET		! 20. Does the Beginning, Related to Proficiency (A), Total Current/Operating Inventory, Page 7, Line 1d , 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 ?

XII. Supporting Documentation SHEEP PRODUCTION

A. Resume'

(6)

Attach a one or two page resume' that includes the following sections:

- a. Name/address/phone number/FFA chapter
- b. Career objective
- c. Education
- d. FFA leadership activities /awards
- e. School leadership activities/awards
- f. Community leadership activities/awards
- g. Professional associations
- h. Other accomplishments
- i. References

B. Employer or Instructor's Statement

(2)

The applicant's most recent employer or agriculture instructor should evaluate and submit a maximum of one page report of the progress the student has made in developing the skills and competencies necessary for success in:
SHEEP PRODUCTION

C. Supporting Pictures

(10)

Submit a maximum of six photographs, no larger than 3 1/2" x 5" or 4"x 6", with a brief caption (50 words or less) for each. (The National FFA Organization reserves the right to retain and use the photographs for publicity purposes.)

D. Personal Page

(2)

Attach one page of additional information, of your choice, supporting your application for this area. (i.e.. Newspaper clippings, additional statements from employer, student work, etc.)

MEGAN J. BISHOP

4628 Anywhere Road
Anywhere, WI 55555
555-555-1122

Anywhere FFA Chapter, Wisconsin FFA Association

CAREER OBJECTIVE

Upon graduation from South Dakota State University, I intend to seek a position in a state extension program focusing on youth development/livestock education or in public relations for a livestock related company or organization while also continuing to breed, exhibit and merchandise Southdown breeding sheep.

QUALIFICATIONS

- Experience with local and state extension programs
- Ability to work with diverse groups of people
- Leadership roles on a local, state and national level
- Articulate and comfortable speaking in front of large groups of people
- Artistic, creative and experienced in advertising and marketing

EMPLOYMENT HISTORY

September 2003 - present: South Dakota State University, Brookings, Ruminant Nutrition Dept., data collection, management and analysis.

2002 - present: Champion Connections, Rio, Wisconsin, Marketing, sales and distribution of High Noon Feed products throughout the upper Midwest and Great Plains region of the US.

1999-2003: MB Genetics, Rio, Wisconsin, General farm duties associated with operation of a purebred sheep operation as well as advertising, sales and marketing activities.

EDUCATION

South Dakota State University, Brookings: Fall 2003 – present: Majoring in animal science & agricultural communications & marketing.

Anywhere High School, Anywhere, Wisconsin: Graduated in May 2003. College preparatory and advanced placement classes as well as agricultural courses including: Introduction to Agriculture, Horticulture, Large Animal Science, & Food Science

FFA EXPERIENCE

Offices

- Chapter Secretary
- Chapter President

CDEs

- Member of Livestock Judging team all four years of high school
- Participant in Sectional and District Creed Speaking Contest
- Participant in Sectional Prepared Speech
- Participant in annual Crops Contest

Leadership Activities

- State FFA Convention (two years)
- National FFA Convention (2001)
- Chapter Banquet Committee Chairman
- Co-chair FFA Week 2002-2003
- Co-chair Milk Sales Committee
- Presenter at Farm Safety Days
- Participant in Fruit Fund Raiser

Awards

- Chapter Sheep Proficiency award winner
- Chapter Beef Proficiency award winner
- Livestock judging team top ten (four years) at state CDEs; 4th high individual 2003

SCHOOL ACTIVITIES AND AWARDS

- Honor roll student four years
- Rotary student of the month in January 2003
- Member of 1999-2000 Gymnastics team
- Member of Prom Court 2002

COMMUNITY LEADERSHIP ACTIVITIES/AWARDS

- 4-H Club President, Secretary, Treasurer, and Reporter
- 4-H Junior Sheep and Beef Leader
- 4-H Leaders' Council Ambassador
- Fairest of the Fair in 2003 for Anywhere County

PROFESSIONAL ASSOCIATIONS

- National Junior Southdown Association
- National Junior Shorthorn Association
- Wisconsin Club Lamb Association
- Wisconsin Sheep Breeders Cooperative
- South Dakota State University Block & Bridle Club

OTHER ACCOMPLISHMENTS

- Exhibitor of Supreme Champion Ram and Ewe at Wisconsin State Fair
- 2003 Wisconsin State Fair Premier Jr. Sheep Exhibitor
- High individual Wisconsin State 4-H Livestock Judging Contest
- Member of the SDSU Wool Judging Team- 2nd in oral reason at National Western
- Wisconsin Livestock Breeders Assn. District Sheep Master Stockman Winner
- North American International Livestock Exposition National Champion Southdown Ram 2003, Reserve Grand Champion Ewe 2003, Grand Champion Southdown Wether 1998
- Wisconsin Club Lamb Association Outstanding Member 2003
- Wisconsin State Fair Governor's Livestock Scholarship
- Member of Wisconsin State 4-H Livestock Judging and Meats Evaluation Teams and member of second place Skillathon team at National Contest
- Winner of multiple Sheep Showmanship Contests at the Wisconsin State Fair (six consecutive years), All-American Junior Sheep Show and the North American International Livestock Exposition, Louisville, KY.

REFERENCES

Gary Smith - Jones, Executive Secretary, Breeders' Association, 100 Somewhere Road, Anywhere, TX 55555. Phone: 555-555-6226

Kelly W. Bruns, Ph.D., Dept. of Animal & Range Sciences, Future State University, Box 001, Somewhere, SD 55511. Phone: 555-555-1133

Rudy Van Fleet, 202B Parkview Dr., Somewhere, WI 55555. Phone: 555-555-4924

February 18, 2004

It is with great pleasure that I write this letter of support for Megan Bishop, an applicant for the Sheep Production Entrepreneurship proficiency award. I have known Megan for 1-1/2 years, meeting her when I became the FFA Advisor in Anywhere, WI. In that time, Megan has proved her dedication to the FFA and her sheep flock.

Megan is a conscientious, respectful and dedicated young woman. As our chapter's past president, she stepped up to every challenge presented to her. She worked well with her officer team and with others in the community. Megan was also very successful while competing on the Anywhere FFA Livestock Judging Team. She remained an active member for four years and placed near the top as an individual each year at the State Career Development Events.

Megan's dedication to advancing her flock of Southdowns is evident by all of the activities she participates in through the year. She is not only improving her personal flock, but she is in the sheep community helping youth become educated about the breed and sheep in general. At home, Megan makes all the decisions relating to breeding, selling and care of her animals. Her parents are a great source of information and assistance. They have been very supportive from the start of the flock in 1995.

As Megan continues her education in Animal Science and Agricultural Communications and Marketing, she will continue to improve her herd's genetics and assist youth in Wisconsin and South Dakota by supporting the sheep industry. Megan has put countless hours in towards the perpetuation of the Southdown breed, and I am sure she will continue to add to her achievements while at South Dakota State University. It is without reservation that I highly recommend Megan Bishop for a national award in Sheep Production – Entrepreneurship.

Sincerely,

Janet Meister

Janet Meister
Anywhere FFA Advisor

XII. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Megan Bishop

SHEEP PRODUCTION



Colostrum within the first hour of birth is crucial to lamb survival by preventing hypothermia and supplying the lamb with antibodies. In the winter as soon as a ewe has licked her lambs, I milk out 5 ounces to tube feed each lamb to ensure that adequate levels are consumed.

XII. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Megan Bishop

SHEEP PRODUCTION



Synchronization of my Southdown ewes for out-of-season breeding is accomplished by vaginally inserting a progesterone coated sponge for a period of 13 to 15 days, then removing the sponge and immediately injecting PG-600. The ewe is subsequently exposed to a ram wearing a marking harness for breeding.

XII. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Megan Bishop

SHEEP PRODUCTION



My "Pen of Five" replacement ewe lambs won Reserve Grand Champion honors at the 2002 National Lamb Show. They were produced from my own ewes. At the same contest my pen of three market lambs had the second highest BCTRC (Boneless Closely Trimmed Retail Cuts) index based on carcass merit.

XII. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Megan Bishop

SHEEP PRODUCTION



One of my principle farm duties in 2001 was to assist with the cesarean section birth, feeding and rearing of the first nuclear transfer derived clone sheep in North America. All of the skills I learned in rearing non-clone lambs were used in this endeavor.

XII. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Megan Bishop

SHEEP PRODUCTION



"The Edge", his dam and his sire have all won Supreme Champion honors for me at the Wisconsin State Fair. "The Edge" was Grand Champion Ram in the Junior Show at the NAILE in Kentucky in 2002 and repeated as National Champion in the Open Show in 2003.

XII. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Megan Bishop

SHEEP PRODUCTION



Competition in "Lead Classes" allowed me to promote the wool industry and the attributes of wool fabrics. My interest in quality wool led me to become a member of the SDSU Wool Judging team. I placed second in collegiate oral reasons at the National Western Livestock Show in Denver.

XII. SUPPORTING DOCUMENTATION (continued)

D. Personal Page – Megan Bishop – SHEEP PRODUCTION

Market Territory and Strategy

I have sold sheep into 11 states including Rhode Island, Pennsylvania, Ohio, Indiana, Tennessee, Michigan, Wisconsin, Iowa, Minnesota, Texas, and Oklahoma. In 2002 one of my Southdown yearling rams was purchased by Alimport, Havana, Cuba. This was the first American ram exported to Cuba in more than 40 years.

Typically, I market sheep privately at the farm or in an organized Australian style auction at the farm in the spring. In order to expand my market area I consign to Ohio Southdown Classic, Louisville Sale of Stars, Wisconsin Invitational, Wisconsin Bred Ewe Sale, Wisconsin Club Lamb Sale and the National Southdown Show & Sale.

During the first four years of this SAE I have been building numbers in my Southdown breeding program in order to develop higher premium sales for my sheep during my college career. Cash sales have been increasing annually for my Southdown sheep in parallel with inventory expansion. I purposely reduced the black-face flock by selling the mature and yearling ewes prior to my entering college to increase cash-on-hand and to reduce the number of sheep for my parents to look after while I am away. I have always used the black-face portion of this SAE to generate cash sales thus allowing me to offset current expenses and make a small profit annually. I have retained a very select group of black-face ewe lambs that will lamb this spring thus continuing my strategy for improved cash sales. However, from my flock of Southdowns I will be marketing more animals in the future. Since I recently had the National Grand Champion Ram in the open show at the NAILE and the Reserve Grand Champion Ewe at the NAILE Junior Show this past fall, customer awareness of the quality of my Southdowns has increased and inquiries about rams, ewe lambs and wethers for 2004 have been steadily increasing.

Sheep Inventory December 31, 2003

<u>Southdown</u>	<u>#</u>	<u>Value</u>	
Mature Ewes (Born 1995 - 2001)	9	\$ 9,000	
Spring 2002 Yearling Ewes	4	\$ 3,200	
Fall 2002 Ewe Lambs	3	\$ 1,500	
Spring 2003 Ewe Lambs	5	\$ 3,000	
Fall 2003 Ewe Lambs	4	\$ 1,350	
Mature Stud Ram	1	\$ 1,000	1/2 breeding interest-Sam Jones, Anywhere OH
Yearling Stud Ram	1	\$ 5,000	1/2 breeding interest-Some View Farm, PA
Spring 2003 Ram Lambs	2	\$ 2,000	
Fall 2003 Ram Lambs	5	\$ 3,000	
<u>Black-face</u>			
Spring 2003 Ewe Lambs (all pregnant for spring 2004 lambing)	11	\$ 3,850	
Total Sheep	45	\$ 32,900	