

Missouri FFA TODAY

August 2008

Sweet Success in Sales



2007/2008 STATE OFFICERS

Area	Officer
1	Walter Redden - President Northeast
2	Aimee Gutshall Trenton
3	Megan Westhoff Memphis
4	Jared Henderson Salisbury
5	Jacob Thompson Silex
6	Brandon Thiel Marshall
7	Sarah Downing Crest Ridge
8	Jacob Bryant Macks Creek
9	Daniel Kahre Miller
10	Rachel Carter Ash Grove
11	Dustin Mareth Purdy
12	Beverley Kreul - Secretary Republic
13	Cody Smith - 1st Vice West Plains
14	Emily Bardot St. Clair
15	Katie Patterson Advance
16	Seth Lee Couch
1	Kabel Oaks - Past President Grundy Co.

State Department of Elem. & Sec. Ed.
P.O. Box 480, Jefferson City, MO 65102
Phone: (573) 751-3544.

Director: Terry Heiman
District Supervisors: Nancy Alford, Jim D. Bellis, Leon Busdieker, Lisa Evans & Steven Rogers

Missouri FFA Today • Joann Pipkin, Editor
3674 S. State Hwy N • Republic, MO 65738
Email: j_pipkin@sbcglobal.net
Phone: (417) 732-8552

This Issue...

ABOUT THE COVER:

Laura Mooney tells how diversifying her SAE helped her become the State Star in Agribusiness. —Story on Page D
Photo courtesy Laura Mooney, Fredericktown FFA

FEATURES

- Decisions, Decisions— Page F
- Challenge Accepted!—Page G

IN EVERY ISSUE

- Redden's Roundup—Page B
- Did You Know - Page G
- FFA Calendar - Page G

REDDEN'S ROUNDUP

By Walter Redden State FFA President

It was freshmen year and like most other Greenhands I was excited and scared to join the National FFA Organization. I wondered what the organization could do for me and if it would be any fun. The first duty I was assigned was to be the Northeast Nodaway FFA chapter creed speaker. I thought this was pretty cool; it was my first duty as a Greenhand. So, I took home the FFA manual that my teacher gave me so I could begin to memorize the FFA Creed.

When I got home later that evening, I pulled out my FFA manual and began to study the creed. After about three hours of looking at that page with all five paragraphs I had it. So I walked out of my room and recited every word of the creed to my parents and didn't miss a beat. I got to school the next day and when it came time for

Continued on Next Page

Continued from Page B

ag class, I was the first one in the classroom. I was ready to give the FFA Creed and receive my 10 extra bonus points for being the first in the class to have it memorized. Once the bell had rung I got up in front of my classmates and started the recital. The first paragraph came out with no mistakes. I thought to myself, "Only five more paragraphs and I have 10 extra points!" The second and third paragraphs seemed just as easy as the first and then I came to the fourth paragraph. This one was rough! I eventually stumbled my way through it and finished the last two paragraphs with no mistakes.

Once I was finished I took a deep breath and walked back to my chair. I was anxious to see if

I got my points or not. Finally my teacher came to me and said "You did a good job for only working on the creed for one night. I think that you will be the chapter creed speaker for contest." I about fell out of my chair right then and there. It was not a big deal to say the creed in front of my class, but there was no way that I was going to be able to say the FFA Creed for competition. I knew that I was not going to do very well at creed speaking but I gave it a try.

When I got to contest I was very nervous. I paced back and forth going through all six paragraphs in my head. Then, my name was called and it was my chance to recite the FFA Creed. As soon as I got in the room a big knot began to form in my throat and my heart began

to pound in my chest. Off I went: "I believe in the future of agriculture, with a faith born not of words but of deeds..." I was saying it; I was reciting the FFA Creed.

FFA members, there will come times in our lives when we are challenged with a task and are afraid to tackle it. Don't be afraid! I got a silver rating in creed speaking, but I left that night with a sense of accomplishment. Take those opportunities to break out of your comfort zone and try something different. Whether it is to meet new members at FFA events or try a contest team that you have never been on. The FFA has given me many great opportunities that I would have never experienced if I hadn't broken out of my comfort zone.



**Plan to Attend
Preview Mizzou
October 6, 2008**

Explore our Majors!


- Agribusiness Management
- Agricultural Economics
- Agricultural Education
- Agricultural Journalism
- Agricultural Systems Management
- Animal Sciences
- Biochemistry
- Fisheries and Wildlife
- Food Science and Nutrition
- Forestry
- General Agriculture
- Hotel and Restaurant Management
- Parks, Recreation and Tourism
- Plant Sciences
- Soil, Environmental
and Atmospheric Sciences

MIZZOU

an equal opportunity/ADA institution

Come visit the MU College of Agriculture, Food and Natural Resources cafnr.missouri.edu 888-682-2367

UCM supports FFA



Future farmers become tomorrow's leaders with an ag degree from UCM.

UNIVERSITY OF CENTRAL MISSOURI
877-729-8266
www.ucmo.edu/agriculture

Sweet Success in Sales

By Joann Pipkin, Editor

As a member of the Fredericktown FFA Chapter, Laura Mooney's mission for her Supervised Agriculture Experience (SAE) was simple: identify a market demand and acquire the resources needed to meet the demand. Laura's mission helped her launch a successful SAE that propelled the 18-year-old entrepreneur to be not only the state proficiency winner in Agricultural Sales Entrepreneurship, but also the state's Star in Agribusiness.

Laura's SAE began with a purchase of one bred cow and she has since expanded her agribusiness to include sheep production and the purchase and resale of honey, straw, hay, farm machinery and sweet corn.

Agricultural sales brought Laura a sweet start to growing her SAE. "My father had always had one or two bee hives around and the honey he produced did not fill the local demand for the product," Laura reveals. To help meet the market demand, Laura purchased honey in bulk from a large producer, bottled it in her own custom label and sold it in area retail locations.

"My SAE in Agricultural Sales has been a very positive learning experience as well as a profitable business opportunity," Laura says. "With the exception of wildlife corn, the sale of each of my products has increased annually."

Laura knew that diversifying her products would help create good cash flow throughout the year. She says honey sales are best in summer and fall while sweet corn sales are concentrated in a two week period in the summer. Hay sales are good in winter and straw sells best in spring and fall. Wildlife corn sales are best in winter.

"My SAE in Agricultural Sales has been a very positive learning experience as well as a profitable business opportunity."

—Laura Mooney

Once Laura expanded her product base, her next step was to expand the marketing outlets for her products. Laura knew from the beginning she would need assistance selling her products beyond what she could do from home. From farm supply stores to restaurants and other local businesses, Laura is able to expand her marketing reach.

"My goal to diversify is continually being met as I am evaluating the success of each product and adding new ones each season," Laura notes. Her goal of finding new market outlets is growing each month, too, as businesses now ask Laura if they can market her products.

"This is a win-win situation for both of us as businesses look to diversify their own inventory and keep customers happy.

This fall, Laura will attend the University of Missouri-Columbia with sights set on yet another goal: a career in veterinary medicine.

NorthCentral Missouri College

Agriculture & Natural Resources
two-year career & transfer degrees



New Ag Campus Coming Soon!

Outdoor Labs Field Trips
Active PAS Club Internships

A+ students, your tuition is free at NCMC!

800.880.6180
www.ncmissouri.edu



From honey to straw, the diversity of Fredericktown FFA member Laura Mooney's SAE in Ag Sales helped her earn the state Star in Agribusiness as well as a state proficiency in Ag Sales Entrepreneurship.

MFA is your one-stop shop.



Look no further than MFA for all your farming and ranching needs *today!*

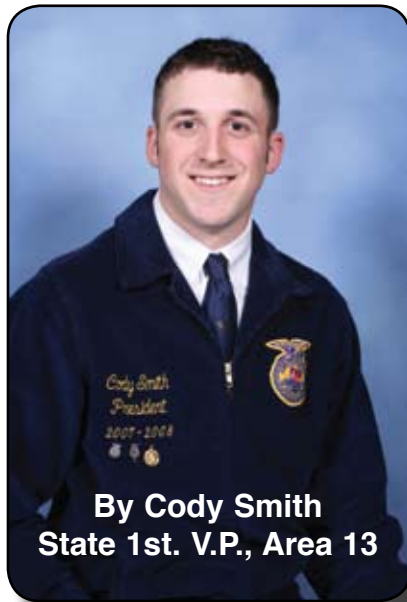
MFA can help with all things agriculture—whether you buy products by the bag or by the ton. From traditional ag to precision ag, from traditional livestock to multi-species livestock, MFA helps you compete in today's competitive markets.



Here's another stop for agricultural employment opportunities. Visit www.mfa-inc.com and follow the job opening link.

Decisions, Decisions

A determination arrived at after consideration. This short and simple definition is what Merriam Webster Dictionary used to define the word decision. Decisions are made everyday—some for the better, some for the worse— yet you don't know which until after you have made up your mind.



**By Cody Smith
State 1st. V.P., Area 13**

changing decisions in my life, some of the biggest during my high school career. For instance, after my freshman year of basketball, I decided to hang up my jersey to become more

devoted to FFA. My reason for doing this was not because I didn't like basketball; it was because I could reap so many

opportunities from FFA.

I'm not telling you to go up to your coach and quit tomorrow, but I am telling you to think about your life and priorities, and see what is going to benefit your future. In today's society there are plenty of bad decisions out there that can damage your future, but just try to keep your head up and view the brighter things in life. Some of the most important decisions you will make in life are happening right now. The things you do, the classes you take, and the people you hang out with in high school all are very important decisions that are building your foundation for life. Do not take the easy way out just because your buddy is. Strive to have friends that set very high expectations

Continued on Page H

**Stay involved
with ag...**

Join the
Collegiate Farm Bureau
at the
University of your choice!

TRUMAN STATE UNIVERSITY
UNIVERSITY OF MISSOURI COLUMBIA
MISSOURI STATE UNIVERSITY
NORTHWEST MISSOURI STATE UNIVERSITY
SOUTHEAST MISSOURI STATE UNIVERSITY
UNIVERSITY OF CENTRAL MISSOURI

**Missouri
Farm Bureau**

1-800-778-6452

Where are you going?



Wherever your life is headed, State Fair Community College can help get you there.

SFCC Offers:

- Two-year degrees in Agri-Business and Agri-Horticulture or 30 other programs
- Two-year transfer degree in Agriculture
- Dual credit opportunities — earn both high school and college credit
- Affordable tuition
- Ewing Scholarship Trust for those who qualify; funding is for scholarships and fellowships specifically for agriculture students
- Student payment plan
- Ag Club
- Convenient locations in Boonville, Carrollton, Clinton, Marshall, Lake of the Ozarks, Sedalia, Versailles, Warsaw and Whiteman AFB in Knob Noster



Visit www.sfccmo.edu for enrollment information.
To schedule a campus tour, call (660) 530-5800, ext. 7238
or e-mail sgalloway@sfccmo.edu

Challenge Accepted!

By Brandon Thiel
State V.P., Area 6

When I was a freshman I was slightly nervous around large groups of people, especially my peers. I needed some way to find that confidence that I knew I had inside. Lucky for me, I had joined the FFA and didn't have to look very far.

Within the first week of class my advisor handed each of the freshmen a copy of the FFA Creed. He wanted us to memorize it. I thought to myself, "This shouldn't be too difficult."

Then our advisor wanted us to recite the creed in front of the class. That was when my jaw dropped to the floor. You see, I was not the least bit comfortable with the idea. Still, I practiced at home in front of my parents and the mirror, and did a great job. I learned to overcome my fear of being in front of a group of people.

You see, in FFA there will be many times where a challenge will be presented to you. You won't be quite sure if you can handle the task, like when I had to recite the creed. You might find your challenge in the first time you work at the county fair, the first time you get up in front of a large group or the first time you have to organize a large but fun trip. Many obstacles and challenges will be offered to you, but it is up to you to accept those challenges. By working through the challenges set before you,



you will build your potential and rise farther than you ever imagined.

Missouri State University

~Welcome New Students~
We look forward to meeting you this fall!

Fall Activities you won't want to miss:
Freshman/Transfer Student Mixer
Agriculture Dept. All Student Picnic
Ag Fraternity & Sorority Rush Events
Agriculture Organization Meetings
Salute to Ag Football Game

Over \$55,000 is given annually at the Agriculture Department Scholarship & Awards Banquet in November

**Find Your Home
Away From Home**

Contact us at
417-836-5638 or visit
<http://ag.missouristate.edu/>

FFA CALENDAR

August

1-2.....The Leadership Adventure - Springfield
3-5.....Missouri Young Farmer/Young Farm Wife Tour - Kirksville
7-17.....Missouri State Fair - Sedalia

September

1.....Field Day - MU Delta Center, Portageville
6-13.....SEMO District Fair - Cape Girardeau
9.....Ag Ed/FFA Day - Bradford Research & Ext. Center, Columbia
11.....Ag Ed/FFA Day - MU Southwest Center - Mount Vernon
16.....FFA Ag Science Day - Hundley-Whaley Center, Albany
17Ag Ed/FFA Day - Graves-Chapple Farm, Corning
18.....Beef Research Field Day - MU South Farm, Columbia
22.....FFA Day @ Mid-South Fair - Memphis, Tenn.
22-27.....Delta Fair - Kennett
27.....Showcase, MU South Farm - Columbia

Salute to the All-American Farmer

Silver Dollar City's National Harvest Festival, presents a new event this year: A Tribute to the All-American Farmer.

Set within the larger festival opening September 11 at the theme park in Branson, Mo., the Tribute to the All-American Farmer will run October 1-25. Features include an antique tractor display from John Deere, show cattle from FFA, a steam engine display, mini antique tractors, and Southwest Dairy's interactive mobile dairy classroom with cow-milking demonstrations. Food sculptor Jim Victor will create life-sized

farm animals from butter, cheese and chocolate.

The nation's only blonde sorrel draft mule hitch, called the "Touch of Ear" Draft Mule Hitch, will parade on the Square daily. Horse training, pig races and award-winning Border Collie herding demonstrations will be presented in the Red Gold Heritage Hall arena.

Want to Know More?

Call 800-831-4FUN or log on to www.silverdollarcity.com

Decisions, Decisions Continued from Page F

for themselves and it will rub off.

One of my favorite quotes of all time comes from Henry Ford. It says, "If you think you can or if you think you can't you are probably right." This means you must believe in yourself 100 percent. If you are a leader in your chapter, you need to reach out and help other members believe in themselves, because I promise you it will be amazing to see what others can actually do with a little self-confidence.

Make good decisions, believe in yourself, and think about your future- because you are painting your life portrait now!



We're big on young, small and beginning farmers.

Our commitment to young, small and beginning farmers goes back more than ninety years. Today, it's stronger than ever. With programs for both students and working professionals.

- Scholarships — Up to thirty-five \$1000 scholarships are available each year for Missouri high school seniors who are relatives of current FCS Financial customers. Visit myfcsfinancial.com to apply. Applications are due by March 1, 2008.*
- Loans — Product offerings geared especially for young, small and beginning farmers include loans for real estate, operating expenses, machinery and equipment, capital improvements and aquatics. Certain qualifications must be met.

Your future is important to us. For more information, call 1-800-444-3276, visit myfcsfinancial.com, or stop by any FCS Financial office.

Experts in rural financing since 1916



*Applicants must meet all qualifications listed in the application in order to be considered for a scholarship.
29379 FCS YBS MoFFAT 11/07

