



INDIANA FFA

Career Development Events

Floriculture

Purpose

The Indiana State FFA Floriculture Career Development Event follows the National guidelines on a scaled back format. Those interested in pursuing the National CDE are encouraged to go to the National FFA Website for a complete set of guidelines. The following pertains to ONLY the Indiana State FFA Floriculture CDE.

Objectives

Students will be able to:

- Identify plant materials, supplies, and equipment utilized in the floriculture industry.
- Demonstrate an understanding of the biological and scientific principles and develop the skills underlying propagation, variety development, growth requirement, growing techniques, harvesting, marketing and maintenance of established floriculture plants.
- Identify and recommend solutions for plant disorders.
- Demonstrate the use of principles of design and develop related skills.
- Identify, select, operate and maintain appropriate supplies and equipment for floriculture production, design, and marketing.
- Demonstrate the use of safety procedures and practices in floriculture operations.
- Operate, manage and maintain facilities for floriculture operations.
- Demonstrate interpersonal skills necessary for successful employment in the floriculture industry.
- Demonstrate proper sales and customer service skills.
- Demonstrate general business practices appropriate to the floriculture industry.
- Effectively work together as a team.

General Guidelines

- Each team will be comprised of four members. All four scores will be used to determine total team score.
- It is highly recommended that participants wear school appropriate dress (ex. casual wear) for this event.
- Under no circumstances will any participant be allowed to touch or handle plant material during the event except when instructed by the event staff.
- Any communication between participants during the event will be sufficient cause to eliminate the team from the event. The exception to this is the team activity.
- Any participant caught cheating during the event will be expelled from the event. •

- The event superintendent will assign the participants to various event staging sites. Participants must know their assigned identification number and make sure that it is placed on **ALL SCORE CARDS** throughout the event.
- Any assistance given to a participant from any source during the event, other than a floriculture official, will be sufficient cause to eliminate the team from the event.
- Various computer applications may be utilized throughout the floriculture event.
- Any participant in possession of an electronic device in the event area is subject to disqualification unless otherwise permission to use is given by the event superintendent.

Event Format

- Materials students need to provide:
 - Clean clipboard, free of notes
 - Two sharpened #2 pencils
 - Prepared resume
 - Floral shears/clippers
 - Ribbon sheer
 - Wire cutters
 - Floral knife
 - Calculator should be battery operated, non-programmable and non-scientific. No other calculators are allowed to be used during the event.
 - Participants may also bring an apron and slash or a tool belt and towels; these items will not be provided.

Team Activity

- Each team will perform an assignment routinely performed in some phase of the floriculture industry that requires teamwork. These tasks will be described in situational terms for presentation to each team. This activity has thirty minutes for completion. 5 minutes for prep, 20 minutes to complete activity, and 5 minutes for cleanup. All materials needed to complete the assignment will be provided.
- The types of assignments that may be used in this phase of the event are but not limited to:
 - Prepare floral products for an event.
 - Prepare and pack floral products for shipping and updating inventory.
 - Create a floral product display.
 - Create a greenhouse production and task schedule to meet the needs of a given customer.
- Scoring criteria for the team preparation and presentation are on the team activity scorecard which will be recorded by a judge.

Individual activities

- Identification of plant materials and equipment—200 points, 20 minutes.
 - 40 specimens from the floriculture plant and equipment identification list will be displayed for participants to identify by technical and common names. A number will designate each specimen. Five points will be awarded for each specimen that is correctly identified.
- General Knowledge Examination—150 points
 - Participants will answer 30 multiple choice questions that cover the areas of the floriculture industry reflected in the event objectives. This phase of the event will test participants' knowledge and understanding of basic biological and scientific principles of producing and marketing flowers, plants, and foliage. Each question is worth 5 points.
- Problem-Solving/Decision Making--100 points
 - Each participant will solve 5 problems related to the various aspects of the floriculture industry identified in the event objectives. Each problem will describe the situation or create the problem and list four possible solution to the problem. The participant must decide on the BEST possible solution to the problem. Each correct solution has a value of 20 points.

Annual Practicums—200 points

- Floral Arrangement
- Growing Procedures
- Floral Arrangement—100 points 20 minutes
 - The event Superintendent will announce the type of arrangement during the team orientation meeting. Using the materials provided, participants will be allowed 20 minutes to complete their arrangement and itemized bills. The event assistant at the beginning of the practicum will provide participants the retail price of the flowers and foliage that they use in their arrangements. The markup will be built into the retail price. When the participant that determined the total arrangement cost, he or she has included the markup. Retail cost of flowers and foliage give to the participant will be determined after polling florists to determine their current retail prices on the flowers and foliage used in the event. Scoring criteria are presented on the floral arrangement practicum scorecard which will be recorded by a judge.
 - Explanation of Floral Arrangement Terms:
 - Design: Category Interpretation: Design follows objective/scenario given.
 - Balance: physical and visual.
 - Creativity: Artistic inventiveness
 - Depth: Placement of materials at different levels throughout the arrangement.
 - Focal Emphasis: Design has one area of design that attracts the eye to it.
 - Line: Movement

- Mechanics: Professional techniques and application.
- Scale: Proportion
- Unity: Cohesiveness of design
- **Growing Procedures**
 - One or more of these three below will be demonstrated on an annual basis. Ten minutes will be allowed for this section including question from the judges.
 - **Potting of young plants (plugs or liners): 10 minutes**
 - Participants will be asked to plant young plants in the pots provided. Each participant will be given a group of young plants from which to select their transplants from; an appropriate pot or pots; potting medium at the correct moisture level, ID stake and a marking pencil.
 - Scoring criteria are presented on the plant potting practicum scorecard which will be recorded by a judge.
 - **Asexual propagation of plants: 10 minutes**
 - Each participant will be provided the parent plant materials and all other materials needed to propagate plants asexually. Using the available materials, participants will take cuttings from the plant before them and stick them in rooting media labeled correctly. Participants should sanitize all equipment and use appropriately in safe manner.
 - Scoring criteria are presented on the asexual plant propagation scorecard which will be recorded by a judge.
 - **Pinching plants: 10 minutes**
 - A plant will be placed before each participant. The participant will be given instructions as to what they are to do the plant by the event assistant in charge of the practicum. Participants will be judged on the procedures they follow in pinching the plant.
 - Scoring criteria are presented on the pinching plant scorecard which will be recorded by a judge.

Rotational Practicums—150 points

- In addition to the 2 Annual Practicums, 2 Rotational Practicums will be selected from the list below. The two to be used will be identified by the event superintendent in the annual team orientation packet that is available prior to the contest on the CDE webpage.
- **Selling practicum—100 points (one will be chosen)**
 - **Selling one-on-one: 10 minutes**
 - Each participant will assume the role of a salesperson in a floriculture business (grower, florist shop, garden center, etc.) A customer (judge) with a specific need will approach the participant. The participant will help the customer meet his/her need by using sales skills. All supplies, information the business setting in which

the participant works will be provided. Ten minutes will be allowed for this practicum. Of the ten minutes, five minutes are for dialogue with the customer and completion of the sales form. Judges will be allowed five minutes to score the participant. Scoring criteria are presented on the selling one-on-one practicum scorecard which will be recorded by a judge.

- **Media Selling**—75 points, 20 minutes
 - Each participant will be asked to create or evaluate advertising from the following:
 - Newspaper/catalog ad
 - Radio script
 - Newsletter
 - Brochure/flyer
 - Email
 - Social Media
 - Facebook, Twitter, Video-YouTube, Web homepage
 - All information and materials needed to develop the advertisement will be provided. Twenty minutes will be allowed for this practicum. Of the twenty minutes, twelve minutes will be allotted for preparation, five minutes for oral/written presentation and three minutes for the judges to score.
 - Scoring criteria are presented on the media selling practicum scorecard which will be recorded by a judge.
- **Make a mixed planter combination**—75 points, 20 minutes
 - Each participant will make a \$35 mixed planter combination. All plant materials, growing media and containers will be provided. Twenty minutes will be allowed for each participant to make their mixed planter combination and complete the itemized listing of costs. At the beginning of the practicum, the participant will be provided with the retail price of plants and other materials to be used in their mixed planter combination. The markup is built into the retail price.
 - Scoring criteria are presented on the making a mixed planter combination practicum scorecard which will be recorded by a judge.
- **Make and package corsage**—75 points, 20 minutes
 - Each participant will make and package a \$25 corsage. The type of corsage and information about the corsage will be announced by the event assistant in charge at the beginning of the practicum. All plant and non-plant materials needed to construct and package the corsage will be provided. Each participant will be allowed 20 minutes to complete the construction of the corsage and complete an itemized listing of costs for corsage constructed.

- Scoring criteria are presented on the making and packing a corsage scorecard which will be recorded by a judge.
- **Identifying and controlling plant disorders**—75 points, 15 minutes
 - Pest and disorder items may be presented as an intact specimen, photograph or preserved specimen (herbarium sheet, insect mount, etc.). Each specimen will be designated by a station number. The participant must identify the item and its classification (nutritional/environmental, insect/pest, or disease). The participant then must determine the damage location as well as chemical and culture controls for the disorder. Each participant will identify 15 specimens total for this event
 - No specimens or items may be touched or handled in any way. Fifteen minutes will be allowed for this event. Refer to the Disorder Practicum Scorecard for additional details.
 - The plant disorders will come from the following list of disorders.
 - **Nutritional and Environmental Disorders**
 - Cold temperature (freeze)
 - Cold water damage
 - Ethylene damage
 - Insufficient water damage
 - Iron deficiency
 - Nitrogen deficiency
 - Phosphorus deficiency
 - **Diseases**
 - Botrytis—grey Mold
 - Damping off
 - Downy mildew
 - Leafy spot (black)
 - Powdery mildew
 - Root rot
 - Rust
 - Stem rot
 - Tospovirus (INSV and TSWV)
 - **Insects and Pests**
 - Aphids
 - Fungus gnats
 - Leaf miner
 - Leafhopper
 - Mealybugs
 - Scale
 - Shore flies
 - Snails/slugs

- Spider mites
- Thrips
- Whiteflies

- **Handling a hazardous situation**—75 points, 10 minutes
 - Each participant will be presented with a hazardous situation that could develop in a floriculture business. The participant will be asked to explain how to resolve the problem. The participant will be evaluated on their understanding of the problem and procedures and practices followed in resolving the problem. Ten minutes will be allowed for this practicum.
 - Scoring criteria are presented on the hazardous situation scorecard which will be recorded by a judge.

Scoring

Phase	Individual Points	Team Points
Identification of Plant Material	200	800
General Knowledge	150	600
Problem Solving	100	400
Annual Practicums	200	800
Rotational Practicums	150	600
Team Activity	0	200
Total Event Points Possible	800	3,400

Tiebreakers

If ties occur the following events will be used in order to determine award recipients:

- Annual practicum (to be announced at event)
- General Knowledge
- Rotational practicum (to be announced at event)

INDIANA FFA

Junior High Floriculture CDE

All rules listed in the Senior Handbook will apply to the Junior High Contest except the following:

Practicums:

- Team activity 200 points
- Plant ID 100 points, 20 minutes (20 ID items)
- General Knowledge (12 questions, 5 points) 60 points
- Problem Solving (2 questions, 20 points each) 40 points
 - Knowledge and Problem Solving will be combined into 1 test worth 100 points

Annual practicums (2 will be done), 200 points possible

- Floral Arrangement
- Growing Procedures

Rotational practicums (2 will be done), 150 points possible

- Handling a Hazardous Situation
- Make a Mix Planter
- Selling Practicum
- Identifying and Controlling Plant Disorders
- Make and Package a Corsage

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