



INDIANA FFA

Career Development Events

Nursery Landscape

Purpose

The purpose of the Indiana FFA Nursery/Landscape Career Development Event is to promote career interest, encourage proficiency development and recognize excellence in participants of the event which includes all aspects of the industry to produce, market, utilize and maintain landscape plants (woody and herbaceous plants and turf grasses), as well as related production and landscaping products, equipment and services including design.

Objectives

Students will be able to:

1. Nursery/Landscape Principles: To apply nursery and landscape principles and practices as they impact residential, commercial, public and recreational applications.
2. Plant Materials: To demonstrate the ability to identify, select and utilize nursery and landscape plants (interior/exterior), landscape materials and turf grasses commonly used in the United States.
3. Plant Disorders: To demonstrate the ability to identify unhealthy plant conditions due to pests, nutritional/physiological disorders and mechanical/chemical injury.
4. Cultural Practices: To demonstrate knowledge of the principles and skills involved in propagation, growth requirements, growing techniques, harvesting, sustainability, marketing and maintenance of interior and exterior landscape plants and turf grasses.
5. Design and Construction: To demonstrate knowledge of the principles and techniques of landscape design and construction.
6. Supplies and Equipment: To demonstrate the ability to identify, select, use and maintain appropriate supplies and equipment for nursery and landscape operations, including equipment and procedures in mechanization and automation.
7. Safety: To demonstrate knowledge of safety practices in nursery and landscape operations.
8. Interpersonal Relations: To demonstrate skills in oral and written business communications.
9. Marketing: To demonstrate an understanding of marketing principles as well as proper sales and service skills.
10. Records and Reports: To demonstrate the ability to prepare accurate and legible records and reports and to interpret business documents.

General Guidelines

- Teams are composed of four FFA members from the same chapter. All four individual scores and the team activity and skills challenge scores will be used to determine the final team score.

- Participants do not have to wear FFA Official Dress for this event at the state contest.
- Coaches may accompany participants to the event site but must then leave the area at the start of the event. At the conclusion of all event components, the superintendent will announce when participants and coaches may enter the competition area to review the materials and organization.
- Under no circumstances will any participant be allowed to touch or handle plant materials or other specimens during the event except as expressly permitted in certain practicums.
- Any participant in possession of an electronic device in the event area is subject to disqualification.

Event Format

- Each participant must have the following individual tools:
 - A clean clipboard
 - At least two No. 2 pencils
 - A ball-point or felt-tip pen
 - A calculator (Calculators used in this event should be battery operated, nonprogrammable and silent with large keys and large displays. Calculators may have only these functions: addition, subtraction, multiplication, division, equals, percent, square root, +/- key and one memory register. No other calculators are allowed to be used during the event.)
 - An architect's scale
 - An engineer's scale
 - Additional items allowed but not required include the following: a pocket-size dictionary or electronic speller and a personal hand pruner or knife.
 - Teams may also be requested to supply a laptop computer.

Team Interactive Events (process orientation)

- **Only one of these areas (Team activity or Skills challenge) will be performed at the state contest. Total points 400**
- Team Activity - This practicum involves the team members working together towards accomplishing an assignment. It is designed to evaluate individual and group contributions in coordination and cooperation of knowledge, evaluation, and decision-making. The team activity has two parts, described below.
 - Team Preparation - The team members work as a group in evaluating a landscape or nursery business-type situation (production, service, personnel, business operations/relations) or educational programming, as in the following general themes: promotions, startup business plan, consulting, customer service, service-learning or community involvement. The team will have 30 minutes for preparation. Notepaper and other supplies, including computer resources that may be appropriate for the

situation will be available. References will not be needed beyond what is provided for this preparation section. A judge will be observing and scoring teamwork during this time but not interacting with the team. If needed, the team may ask the judge basic questions about the assignment or materials provided.

- Team Presentation - Each of the team members will participate in the verbal presentation to a judge based on decisions made during the preparation. The team will have 15 minutes for the presentation and interaction with the judge. The presentation format is informal and conversational as at a conference table, not a speech prepared with visual aids. Division of the time and organization of the presentations is at the team's discretion. The judge may ask questions of the team members during this time. Information will be provided on the judge's role as business client, supervisor or other appropriate party to facilitate the dialogue.
- Scoring criteria for the team preparation and presentation portions are given on the "Team Activity" scorecard.
- Team Skills Challenge
 - This phase is designed to evaluate the team's ability to apply nursery/landscape knowledge and skills by completing a variety of hands-on and problem-solving activities. Teams will be given a list of tasks which may be accomplished individually, in pairs or more as determined by the team members according to the skills, experience and preferences of each team member. After completing their tasks, team members may then assist other team members as time allows. Both objective questions and qualitative evaluations may be included in the task scoring. Some examples of activities include the following:
 - Equipment specifications, maintenance and repair.
 - Lawn care procedures and equipment operation.
 - Hardscape procedures, e.g. pavers or retaining wall installation, irrigation pipe assembly.
 - Chemical handling procedures, e.g. fertilizer or pesticide equipment calibration and application.
 - Preparing business records, reports or invoices.
 - Plant material quality in nursery grading and pruning maintenance.Written material problem solving.
 - The number and type of activities will vary from year to year. General topic areas (not actual tasks) will be communicated via email and the Indiana FFA website. Scoring of the separate tasks will be based on correct answers for objective questions or on criteria appropriate for the task recorded by a judge. Example criteria for a possible qualitative task in riding mower operation (one team member) might include: equipment checked, engine started, proper handling and speed in covering marked course, equipment properly shut down. All task scores will be converted

to percentage scores recorded on the "Team Skills Challenge" scorecard with team points earned as the average percentage of all tasks assigned.

Individual Events

- **General Knowledge Examination - 150 points**
 - Objective questions will be prepared on topics reflecting subject areas in the objectives. This phase will evaluate the participant's knowledge and understanding of basic horticultural principles in producing, marketing, using and maintaining landscape plants and turf. Participants will record their answers on a scan form.
- **Identification of Plants, Pests, Disorders, Equipment & Supplies - 150 points**
 - Participants will identify items selected from the provided lists.
- **Landscape Estimating - 100 points**
 - This practicum is designed to evaluate participant knowledge of and ability in a) evaluating a landscape design, b) reading a landscape drawing, c) measuring and calculating materials needed to execute a landscape plan, d) evaluating factors that affect profitability of a landscape business.
 - A landscape drawing and scratch paper will be provided to the participants. There will be objective questions about the landscape plan. Participants will record their answers using a scan form.
- **Customer Assistance - 100 points**
 - One of the two (Verbal or Written) customer assistance exercises will be chosen for the state contest.
 - **Verbal Customer Assistance:**
 - This interpersonal relations practicum is designed to evaluate participant knowledge of and ability in
 - verbal communication
 - sales and customer assistance skills,
 - plant materials, plant culture and problems,
 - garden center supplies and equipment. The participant will assume the role of a customer service representative (garden center or other related business or an educational agency) responding to an assistance need of the customer or client (the judge).
 - General themes might include, but are not limited to, the following: clinic diagnosis or recommendations; care advice; sales of plants, equipment, treatments; deal with complaints.
 - Each participant will be located at a separated station with one minute allotted to review the materials and information provided prior to arrival of the judge. These materials may be handled and referred to as appropriate for the conversation with the judge. Plants, disorders, supplies not listed on the material and plant resource lists will be communicated prior to the event. Scoring criteria are listed on the respective scorecard.

- **Written Customer Assistance:**

- This interpersonal relations practicum has the same objectives as in Verbal Customer Assistance applied to written communication. The participant will assume the role of a customer service representative. A copy of correspondence about a plant, landscape or business question will be provided, along with the appropriate response information. Each participant will compose an appropriate response in written or electronic format. Scratch paper will be provided for a rough draft in pencil if desired. If it is handwritten, only the final draft in ink will be scored. Thirty minutes will be allowed for this practicum. A pocket-size dictionary or electronic speller is allowed for checking spelling. Scoring criteria are presented on the "Written Customer Assistance" scorecard, which will be recorded by a judge.

- **Nursery Propagation or Potting - 50 points**

- This practicum is designed to evaluate participant knowledge of and ability in performing fundamental nursery production practices. All participants will perform one of the following exercises. The selected exercise will not be announced prior to the start of the event. Judges will ask clarifying questions of the students.
 - Propagating Nursery Stock - Each participant will be furnished a stock plant, rooting flat and media, rooting powder, a hand pruner, a label and marking pen. (Personal propagating knives or pruners are allowed, if desired.) Participants are to prepare the designated softwood or hardwood cuttings and place them in the media with a single label.
 - Potting Nursery Stock - Each participant will be furnished a supply of plants, nursery containers or pots of appropriate size and media. Hand VII. Scoring: pruners, a label and a marking pen will also be provided. (Personal pruners are allowed, if desired.) The participants will pot the plants, one per container, using standard nursery practices. Plant division or grading of liners may be involved. One finished container will be labelled.
- An official will observe and score each participant during the application of the practicum. Following completion of the assigned practicum the official will ask questions regarding the propagation or potting activity. Scoring criteria are listed on the respective scorecards.

Scoring

Participant scores are the sum of the nine individual phases of the event, and team scores are the sum of all four member scores plus the group portion of the team activity and team challenge. Possible points are as follows:

Component	Individual	Team
Team Activity		400
Examination	150	600
Identification	150	600
Landscape Estimating	100	400
Customer Assistance	100	400
Nursery Propagating/Potting	50	200
Individual Total	550	
Team Total		2600

Tiebreakers

If needed in the case of tied individual or team total scores, final placings will be determined by comparing, in order, scores for the following:

- Phase 2 - Written Exam
- Phase 3 - Identification Section
- Phase 4 - Landscape Estimating

“Future Farmers of America was founded by a group of young farmers in 1928. Their mission was to prepare future generations for the challenges of feeding a growing population.”