

**2019**  
**Iowa Agricultural Educators**  
**Professional Development**  
**Summer Conference**

DRAFT COPY

June 24-26, 2019

Iowa FFA Enrichment Center  
Ankeny, Iowa

*Schedule of Events*

***“Tools for Excellence”***



*Organized and Managed by the Iowa Association of Agricultural Educators*

**Vision**

***To be the premier professional organization for  
advancing agricultural education.***

**Mission**

***To foster a network of professionals that values and  
supports the advancements of agricultural education.***





**TIME**                      **EVENT**                                      **LOCATION**  
**FACILITATOR/COORDINATOR**

- *Invocation given by 2019 NW District Outstanding Young Member*

**DRAFT COPY**  
**TUESDAY, JUNE 25, 2019**

7:30-8:00am	Registration and Information	Hallway	IAAE VP's
8:00-9:30	Agri-Business Breakfast	EC Room 107	
	<ul style="list-style-type: none"> <li>• <i>Sponsored by Iowa Institute of Cooperatives</i></li> <li>• <i>Invocation given by 2019 NE District Outstanding Young Member</i></li> </ul>		
9:00-12:00	Trade Show	EC Atrium	Becky McCullough
9:05-9:30	Sub-District breakouts (North districts breakout; South to Trade Show)		
9:35-10:00	Sub-District breakouts (South districts breakout; North to Trade Show)		
10:00-10:30	Trade Show	EC Atrium	
10:35 – 11:50	Workshops - Set 3	See worksheet for information and room numbers	
11:50 - 12:00pm	Break at Trade Show	EC Atrium	
12:00-1:00	Lunch, ??????	EC Room	
	<ul style="list-style-type: none"> <li>• <i>Invocation given by 2019 SC District Outstanding Young Member</i></li> </ul>		
1:05 – 2:30	Workshops - Set 4	See worksheet for information and room numbers	
2:35 – 2:50	Break	EC Room 107	
2:55 – 4:15	Workshops - Set 5	See worksheet for information and room numbers	
4:20 – ??	IAAE Committee Meetings		
	Administrative	EC Room 108	Alaina Imhoff
	Conference Planning	EC Room 109	James Russ
	Ed Development	EC Room 112	Jennifer Dillon
	Policy Development	EC Room 114	Bret Spurgin
	Member Services	EC Room 115	Elsa Schmidt
6:00-6:30	Pre-Banquet Reception Sponsored by Four Seasons		EC Atrium
6:30	District / Post-Secondary Group Photos	EC Atrium	Member Services Committee
7:00-9:00	Iowa Agricultural Education Banquet	EC Room 107-108	
	<ul style="list-style-type: none"> <li>• <i>Invocation given, 2019 Outstanding Young Member</i></li> <li>• IAAE Awards</li> <li>• 25 Year Clock Presentations, Sponsored by Sonny Deke</li> <li>• Retiree Recognition</li> </ul>		



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**WEDNESDAY, JUNE 26, 2019**

8:00-9:30am	Breakfast <ul style="list-style-type: none"> <li>• <i>Invocation given by 2019 SE District Outstanding Young Member</i></li> <li>• <i>Mike Gaul, Iowa State College of Ag and Life Sciences Career Services</i></li> <li>• <i>FFA Alumni, FFA Foundation, Iowa FFA updates</i></li> </ul>	EC Room 107	
9:35-10:00	Ben Meyer, Western Region LPS Specialist, National FFA Organization		
10:05-11:00	IAAE General Session #2	EC Rm 107	
11:00-11:45	District breakout		
	NW District	EC Room 108	Micah Weber
	NC District	EC Room 109	
	NE District	EC Room 112	
	SE District	EC Room 113	Ashley Wiebe
	SC District	EC Room 114	Jacob Bowers
	SW District	EC Room 115	
11:45	Raffle	EC Room 106	IAAE Board
12:00 Noon	Luncheon (Box Lunch) <ul style="list-style-type: none"> <li>• <i>Invocation given by 2019 SC District Outstanding Young Member</i></li> </ul>	EC Room 107	
12:00-4:00	CASE Agricultural Business Foundations (AFB)		Alan Spencer
TBD	Iowa FFA Assoc. CDE Chairpersons Meeting	EC Room 114	Scott Johnson
4:00 – 6:00	Old/New IAAE Board Meeting	EC Room 109	
TBD	Iowa FFA Association Board Meeting	EC Room 115	Scott Johnson

*HAVE A SAFE TRIP HOME!*



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**2018-2019 IAAE Board of Directors**

President: **Steve Kehoe**  
President Elect: **Alan Spencer**  
Past President: **James Russ**  
Secretary: **Randi Koehler**  
Treasurer: **Carrie Putz**  
NW VP: **Micah Weber**  
NC VP: **Betsy Becker**  
NE VP: **Tammy Schnieder**  
SW VP: **James Shughart**  
SC VP: **Jacob Bowers**  
SE VP: **Ashley Wiebe**  
Post-Secondary VP: **Brad Kinsinger**  
IACTE Representative: **Karen VanDeWalle**  
ISU Representative: **Dr. Mike Retallick**  
Department of Education Consultant: **Pat Thieben**  
ISU Ag Ed Club Representative:

**2018-2019 IAAE Conference Planning Committee**

Chairperson: **James Russ**  
NE District Representative: **Karen VanDeWalle**  
NE District Representative: **Jon Doese**  
NC District Representative: **Debbie Barkela**  
NC District Representative: **Kaitlyn Bonzer**  
NW District Representative: **Susan Krummen**  
NW District Representative: **Kylie Miller**  
SE District Representative: **Jennifer Westphal**  
SE District Representative: **Steven Eskildsen**  
SC Representative: **Molly Dolch**  
SC District Representative: **Caitlin Remington**  
SW District Representative: **Brady Eischeid**  
SW District Representative:  
PS Representative: **Dwayne Faidley**  
Department of Education Consultant: **Pat Thieben**  
IAAE Vice-President Rep:

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**Workshops for 2019**

**Suggestions and Additions**

Don Josko(Retired): Monday workshops  
Pat Thieben: Workshop on Perkins V Update and DE Update  
Pat Thieben: Workshop on the Program Approval Process  
Barb Lemmer: Urban Ag Education/New Programs  
Jennifer Dillon : Google and Excel Recordbooks  
Dr. Retallick: Owl Pellets (Podcast)  
Teach Ag: IAAE Parliament(Bridget Mahoney)  
It's Different For Girls, Right? (Staying Motivated as Female AgEd Teachers: ???)  
MidAmerican Energy:  
Quality Program Standards: Will Fett

**Other Suggestions--**

CPR certification training (will be a part of safety in RPP program certification)  
New Career Development Event: Rick Spellerberg  
Bruce Bearinger as a speaker

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**Attendance at the conference is not required to participate in this workshop.**

12:00-4:00

**CASE Agricultural Business Foundations (AFB)**

Alan Spencer

**Registration cost for the training will be \$350 and you can register at:**

[https://iastate.qualtrics.com/jfe/form/SV\\_cu2lleQvhcoemtn](https://iastate.qualtrics.com/jfe/form/SV_cu2lleQvhcoemtn)

You do not need any prior CASE certifications or experience to take this course.

The following is the detailed ABF detailed course outline:

**Unit 1 The Start-Up****Lesson 1.1 Starting a Business**

1. Products and services are developed to meet consumer wants and needs.
2. Farms and ranches are businesses and must be managed in an organized, intentional manner.
3. Ag businesses provide many services and supplies from planning to production to retail.
4. Entrepreneurs research trends to anticipate the interests of consumers.
5. Starting an entrepreneurial enterprise requires a business plan.

**Unit 2 Managing Finances****Lesson 2.1 The Cost of Doing Business**

1. Enterprises incur expenses, such as inputs and noncurrent asset purchases, to generate income for a business.
2. Interest paid on loan principal is a business expense.
3. The decrease in asset value due to depreciation is a business expense.
4. Businesses measure profitability in two ways: net income and return on assets (ROA).
5. An entrepreneur's time is valuable.
6. The breakeven point of an enterprise occurs when the expenses match the income.
7. Business managers use graphs and calculators developed in spreadsheet software to make management decisions.

**Lesson 2.2 Measuring Success**

1. A balance sheet shows the financial position of a business at a point in time.
2. Business managers measure the health of an enterprise by analyzing the balance sheet.
3. An income statement summarizes income and expenses over a specific period of time to calculate net income.
4. Business managers determine economic advisability of an enterprise by using enterprise budgets.
5. Financial documents aid decision-makers in planning and managing a business.

**Unit 3 Managing Risk****Lesson 3.1 Taking Risk Seriously**

1. Agricultural businesses face risk in operations.
2. Competition influences the supply and demand for similar goods and services.
3. Projected cash flow statements are used to anticipate seasonal fluctuations in income.
4. Businesses utilize strategies, such as diversification, insurance, borrowing money, and value-added products, to mitigate risk.
5. Lenders review financial statements to determine the viability of a business when reviewing a loan application.

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Lesson 3.2 Risk and Opportunity

1. Time invested in starting a business reduces potential income from outside employment.
2. Entrepreneurs determine if the opportunity costs of starting and owning a business outweigh the risks.
3. Entrepreneurs compare opportunities by calculating returns to investments such as labor, management, assets, and equity.
4. Opportunity costs are associated with risk.
5. Labor and management inputs in a business have opportunity costs.

**Unit 4 Planning**Lesson 4.1 Finalizing the Plan

1. Entrepreneurs use résumés to communicate their experience and skills when planning a business.
2. A business plan includes information an investor, banker, or other stakeholder would need to promote, endorse, or support a new business.
3. Entrepreneurs promote their business plan to gain support.

## **SAE Symposium Workshop**

Registration link

[https://docs.google.com/forms/d/e/1FAIpQLSe1McikMN0UQuVQhc7C6svFuAxx2bPp7\\_oBJCn8zM-XTZXxXg/vi\\_ewform?usp=sf\\_link](https://docs.google.com/forms/d/e/1FAIpQLSe1McikMN0UQuVQhc7C6svFuAxx2bPp7_oBJCn8zM-XTZXxXg/vi_ewform?usp=sf_link)

(See attached AGENDA)

***Tracking Experiential Learning Projects, Tips for Managing Your Ag Education Program, Sharing Program Value & Helping Students Achieve FFA Award Success!***

**Presenter: Dr. Roger D. Hanagriff, Co-Developer of AET Record Book**

**Focus:** This workshop will use *new* SAE case studies to help share potential tracking of student experiences in your program and tips to improve FFA award success. The symposium will cover how to help students explore an SAE that matches their interest and using the concept for a grading opportunity (flipped classroom technique). Additional topics will be covered such as SAE grading, journaling teacher activities to support an extended contract, program value reports and more. Also, each attending program will develop an Ag. Education Strategic Plan to use bring back and engage students to complete the process!

**No additional fee thanks to funding through the Iowa Department of Education, Bureau of Career of Technical Education with Pat Theiben. There would be additional cost of food and room.**

**Attendance at the conference is not required to participate in this workshop.**



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## **SAE SYMPOSIUM WORKSHOP**

**IOWA**

**TRACKING EXPERIENTIAL LEARNING PROJECTS, TIPS FOR MANAGING YOUR AG EDUCATION PROGRAM,  
 SHARING PROGRAM VALUE & HELPING STUDENTS ACHIEVE FFA AWARD SUCCESS!**

**PRESENTER: DR. ROGER D. HANAGRIFF, CO-DEVELOPER OF AET RECORD BOOK**

**FOCUS: THIS WORKSHOP WILL USE NEW SAE CASE STUDIES TO HELP SHARE POTENTIAL TRACKING OF STUDENT EXPERIENCES IN YOUR PROGRAM AND TIPS TO IMPROVE FFA AWARD SUCCESS. THE SYMPOSIUM WILL COVER HOW TO HELP STUDENTS EXPLORE AN SAE THAT MATCHES THEIR INTEREST AND USING THE CONCEPT FOR A GRADING OPPORTUNITY (FLIPPED CLASSROOM TECHNIQUE). ADDITIONAL TOPICS WILL BE COVERED SUCH AS SAE GRADING, JOURNALING TEACHER ACTIVITIES TO SUPPORT AN EXTENDED CONTRACT, PROGRAM VALUE REPORTS AND MORE. ALSO, EACH ATTENDING PROGRAM WILL DEVELOP AN AG. EDUCATION STRATEGIC PLAN TO USE BRING BACK AND ENGAGE STUDENTS TO COMPLETE THE PROCESS!**

### **DAY 1 (JUNE 26, 2019)**

**4:00 PM EXPLORE SAE ASSIGNMENT & STUDENT PROFILE – COMPLETE SELF-EXPLORATION ACTIVITY, CAREER EXPLORATION ACTIVITY AND AET PROFILE SECTIONS**  
**STUDENT RESUME SETUP – CAREER OBJECTIVE, IMPORTANT AWARDS, CERTIFICATIONS AND REFERENCES TO HELP STUDENT DEVELOP A CAREER PORTFOLIO**  
**DEVELOPING CAREER MENTORS – SHARES HOW STUDENTS CAN DEVELOP A MENTOR AND SHARE THEIR AET PORTFOLIO**

**6:00 PM REVIEW STUDENT ACCOUNTS AND BASIC SETUP**

### **DAY 2 (JUNE 27, 2019)**

**8:00 AM CASE STUDY 1 (BREEDING AND SHOW GOAT OPERATION) – DEVELOPING AND MANAGING BREEDING LIVESTOCK SAEs WITH BEGINNING INVENTORY, SAE SETUP AND USING THE LIVESTOCK.**

**11:00 AM COMPLETION OF CASE 1 – COMPLETE THE MANAGEMENT OF REPLACEMENT ANIMALS HELD AND EXPANSION BREEDING SAE PROJECT.**

**1:30 PM CASE STUDY 2 (SCHOOL-BASED SAE – FEED STORE) – MANAGING A SCHOOL-BASED FEED STORE THAT SELLS TO STUDENTS BUT MANAGED BY TWO STUDENTS THAT ALSO INVEST THEIR MONEY TO SELL ADDITIONAL PRODUCTS.**

**3:00 PM CASE STUDY 3 (VET. JOB) – MANAGING PAID SAE PROJECTS AND DEVELOPING PLACEMENT ROLES; MANAGING UNPAID PLACEMENT SAEs AND ENTERING STUDENT SAE JOURNALS.**

**4:00 PM STUDENT ASSESSMENT SUMMARY – REVIEWING STUDENT USE, LOGINS, ENTRIES, RESUME PROGRESS, SAE ENTRIES AND COMPARING USE OF STUDENTS THROUGH TEACHER REPORTS.**

**5:00 PM SUMMARY OF SAEs AND GRADING PROGRESS**

**6:00 PM SOCIAL NETWORKING (LOCATION TBD)**

### **DAY 3 (JUNE 28, 2019)**

**8:00 AM CASE STUDY 4 (SURVEY RESEARCH) – MANAGING A RESEARCH SAE PROJECTS USING A SURVEY TO MEASURE FELLOW STUDENTS' PERCEPTIONS OF FOOD PRODUCTION LOCALLY GROWN FOOD**

**9:00 AM CASE STUDY 5 (CAREER EXPLORATION – FOUNDATIONAL SAE) – MANAGING A FOUNDATIONAL SAE IN CAREER EXPLORATION USING O\*NET CAREER PLANNING SYSTEM AND DEVELOPING A SUMMARY REPORT**

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**10:00 AM CATCHING UP FFA AND COMMUNITY SERVICE ACTIVITIES IN AET & USING AETMOBILE**

**11:30 AM STUDENT SAE REPORTING & FFA AWARD APPLICATIONS – REVIEWING THE PROCESS FOR STUDENTS TO REVIEW THEIR RECORDS WITH REPORTS AND DEVELOP FFA AWARD APPLICATIONS**

**1:00 PM TEACHER TOOLS IN AET –TEACHER JOURNALING AND REPORTING, FFA MEETING MANAGER, STRATEGIC PLAN MANAGER (POA), NATIONAL CHAPTER AWARD USING AET AND YOUR STRATEGIC PLAN FOR YOUR AG EDUCATION PROGRAM**

### **Suggestions and Additions**

Pat Thieben: Workshop on Perkins V Update and DE Update

Pat Thieben: Workshop on the Program Approval Process

Barb Lemmer: Urban Ag Education/New Programs

Jennifer Dillon : Google and Excel Recordbooks

Dr. Retallick: Owl Pellets (Podcast)

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