

2019
Iowa Agricultural Educators
Professional Development
Summer Conference

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
3:35 – 4:00PM	NIACC	EC Room 113	Kevin Muhlenbruch
3:35 – 4:00PM	Southeastern	EC Room 114	Adam Raub
3:35 – 4:00PM	Iowa Lakes	EC Room 115	Neal Williamsen
3:35 – 4:00PM	Dordt / Morningside	EC Room 208	Gary DeVries / Rich Crow
3:35 – 4:00PM	WITCC	EC Room 209	Brett Oetken
4:00-4:45	District breakout		
	NW District	EC Room 108	Micah Weber
	NC District	EC Room 109	Betsy Becker
	NE District	EC Room 112	Tammy Schnieders
	SE District	EC Room 113	Ashley Wiebe
	SC District	EC Room 114	Jacob Bowers
	SW District	EC Room 115	James Shughart
	Postsecondary	EC Room 208	Brad Kinsigner
6:00	Social/Fun night	EC Rooms 107 & outdoors	
	<ul style="list-style-type: none"> ● <i>Invocation given by 2019 NW District Outstanding Young Member: Jamie Haugen- Alta-Aurelia</i> ● <i>New Teacher Recognition</i> ● <i>Relief Fund Auction</i> 		

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"> ● <i>Sponsored by Iowa Institute of Cooperatives</i> ● <i>Invocation given by 2019 NE District Outstanding Young Member: Erin Moeller-Alburnett</i> ● <i>College of Agriculture and Life Sciences –Dr. Daniel J. Robison</i> 		
9:00-12:00	Trade Show	EC Atrium	Becky McCullough
9:05-9:30	Sub-District breakouts (North districts breakout; South to Trade Show)		
	NW District	EC Room 108	Micah Weber
	NC District	EC Room 109	Betsy Becker
	NE District	EC Room 112	Tammy Schnieders
9:35-10:00	Sub-District breakouts (South districts breakout; North to Trade Show)		
	SE District	EC Room 113	Ashley Wiebe
	SC District	EC Room 114	Jacob Bowers
	SW District	EC Room 115	James Shughart
	Postsecondary	EC Room 208	Brad Kinsigner
10:00-10:30	Trade Show	EC Atrium	
10:35 – 11:30	Workshops - Set 3	See worksheet for information and room numbers	
11:30 - 12:00pm	Break at Trade Show	EC Atrium	
12:00-1:30	Lunch,	EC Room 107	
	<ul style="list-style-type: none"> ● <i>Invocation given by 2019 SW District Outstanding Young Member: Tess Mittag - Red Oak</i> ● <i>FFA Alumni Update</i> ● <i>Will Fett, Iowa Council on Agricultural Education</i> 		
1:40 – 2:35	Workshops - Set 4	See worksheet for information and room numbers	

TIME	EVENT	LOCATION	FACILITATOR/COORDINATOR
2:35 – 2:50	Break	EC Hallway	
2:55 – 3:50	Workshops - Set 5	See worksheet for information and room numbers	
4:00 – ?	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	Ashley Wiebe
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	
	<ul style="list-style-type: none"> ▪ <i>Invocation given, 2019 Outstanding Early Career Teacher: Ashley Wiebe-Muscatine</i> ▪ IAAE Awards ▪ 25 Year Clock Presentations, Sponsored by Sonny Deke ▪ Retiree Recognition 		



WEDNESDAY, JUNE 26, 2019

8:00 – 9:30am	Breakfast	EC Room 107	
	<ul style="list-style-type: none"> ▪ <i>Invocation given by 2019 SE District Outstanding Young Member: Megan Mills - Tipton</i> ▪ <i>Mike Gaul, Iowa State College of Ag and Life Sciences Career Services</i> ▪ <i>Raffle drawing</i> 		
9:35 – 10:00	Ben Meyer, Western Region LPS Specialist, National FFA Organization		
10:05 – 11:00	IAAE General Session #2	EC Room 106	
11:00 – 11:45	District breakout		
	NW District	EC Room 108	Micah Weber
	NC District	EC Room 109	Betsy Becker
	NE District	EC Room 112	Tammy Schnieder
	SE District	EC Room 113	Ashley Wiebe
	SC District	EC Room 114	Jacob Bowers
	SW District	EC Room 115	James Shughart
12:00 Noon	Luncheon (Box Lunch)	EC Room 107	
	<ul style="list-style-type: none"> ▪ <i>Invocation given by 2019 SC District Outstanding Young Member:</i> 		
12:15	Iowa FFA Assoc. CDE Chairpersons Meeting	EC Room 114	Scott Johnson
12:30 – 4:30	CASE Agricultural Business Foundations (AFB)	EC Room 209, 212, 213	Alan Spencer
4:30	Old/New IAAE Board Meeting	EC Room 108	

HAVE A SAFE TRIP HOME!



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:

TIME **EVENT** **LOCATION**

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

12:30-4:30

CASE Agricultural Business Foundations (AFB)

Alan Spencer

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.

TIME **EVENT** **LOCATION**

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.

TIME **EVENT** **LOCATION**

SAE Symposium Workshop

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.

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!

TIME **EVENT** **LOCATION**

DAY 1 (JUNE 26, 2019)

4:30 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
6:30 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 OF 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
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