

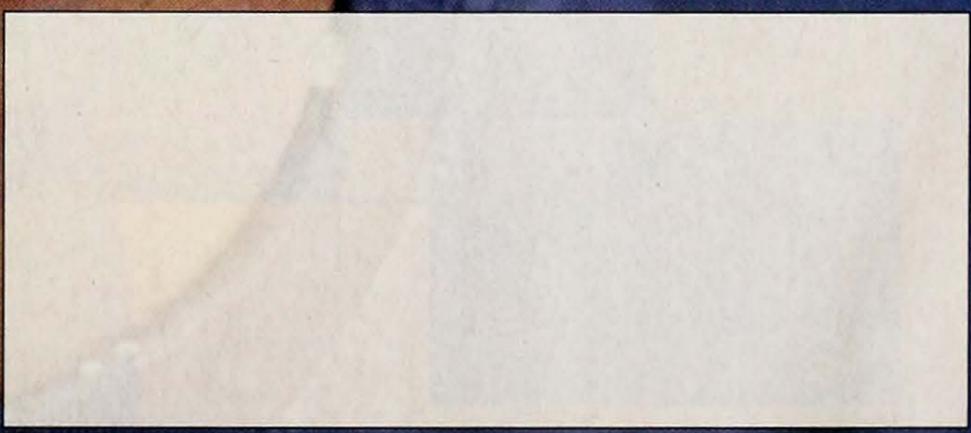
new horizons

THE MAGAZINE OF THE NATIONAL FFA ORGANIZATION

JANUARY/FEBRUARY 2004

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THE FIRST PUERTO RICAN
NATIONAL FFA PRESIDENT

Living the Legacy





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A record-breaking crowd of 51,338 journeys to Louisville for the 2003 National FFA Convention, an event celebrating the history, diversity and future of FFA.



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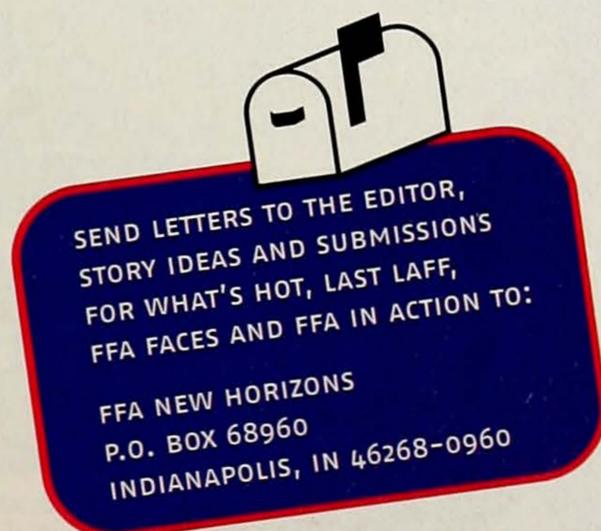
Grab a pencil and a dictionary—it's crossword time.

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How to get started as an entrepreneur.

24 Last Laff

The latest jokes, plus the Agrinuts.



visit: www.ffa.org

Javier Moreno

national president

What is your message to FFA members?

As FFA members we must strive for excellence. There are four things that we have to embrace in order to accomplish this goal. We must have faith, remain humble, maintain a service-oriented lifestyle and love wholeheartedly. These four components will help you succeed.

How has FFA shaped your vision as a leader?

I didn't realize that I was a leader until I became an FFA member. Since then, I have been able to grow enormously. FFA has taught me that as a leader I must not only lead

but follow, and that in order to influence other people positively, I must be willing to serve.

What is your dream job?

I would love to be an agriculture teacher and FFA advisor so I could make a genuine difference in the lives of my students. I can't think of many other jobs in which you can shape the future of agriculture by shaping young lives today.

How would you describe your hometown of Culebra?

Culebra is very close to what anyone would call paradise. It is a very small island (7 miles by 4 miles) and has one of the top five beaches in the world. Its people, culture and warm weather make it an enjoyable place not only for vacationing, but for living. ★

AGE

12 • JOINED FFA

• STARTED MY SAE

• RECEIVED GREENHAND FFA DEGREE

• LOST RACE FOR FFA CHAPTER VICE PRESIDENT

14 • ELECTED FFA CHAPTER REPORTER

• PLACED SECOND IN FFA STATE PREPARED PUBLIC SPEAKING COMPETITION

15 • ELECTED FFA STATE SOUTHERN REGION PRESIDENT

• PLACED 3RD IN FFA REGIONAL EXTEMPORANEOUS SPEAKING COMPETITION

• PLACED 2ND IN FFA STATE POULTRY JUDGING CDE

16 • ELECTED PUERTO RICO FFA VICE PRESIDENT

17 • GRADUATED FROM HIGH SCHOOL

18 • RECEIVED COLLEGE SCHOLARSHIP

19 • EARNED AMERICAN FFA DEGREE

20 • ELECTED NATIONAL FFA PRESIDENT

timeline



vitals

HOMETOWN: CULEBRA, PUERTO RICO

AGE: 20

FFA CHAPTER: S.U. ANTONIA SERRANO FFA

ADVISOR: DAVID CORDERO AND MARIVETTE VALENTÍN

SAE: VEGETABLE AND FRUIT PRODUCTION

EDUCATION: SOPHOMORE, PENN STATE UNIVERSITY

MAJOR: AGRICULTURAL EDUCATION

FAVORITE MUSICIAN: MICHAEL W. SMITH

LAST GOOD BOOK I READ: JUST LIKE JESUS BY MAX LUCADO

FAVORITE CEREAL: LUCKY CHARMS

FAVORITE FOOD: WHITE RICE, BEANS AND BEEFSTEAK

BEST MOVIE I'VE SEEN LATELY: FINDING NEMO

Javier Moreno
National

WHICH HEAVY DUTY PICKUP REALLY HAS A HEAVY DUTY TRANSMISSION?



CHEVY



FORD



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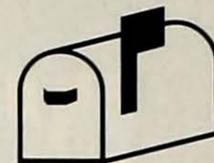
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ffa faces



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(OUR ADDRESS IS ON PAGE 1).

MEMBERS MAKING A DIFFERENCE

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SUBMISSIONS MUST INCLUDE A COLOR PHOTOGRAPH OF THE NOMINEE.



MINNESOTA



Jay Harrison

A member of the Agricultural and Food Sciences Academy FFA, Jay loves to talk about FFA. As FFA chapter sentinel and FFA regional officer, he works hard to share his passion for agriculture. For his SAE, he produces business cards for FFA members. A varsity baseball pitcher, Jay plans to study agricultural education in college. ★

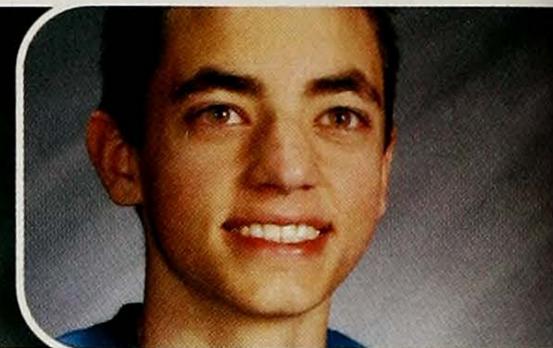
WASHINGTON



Tammi Brennan

Last year, Tammi was the only freshman elected an officer in her FFA chapter, and this Star Greenhand now serves as Tenino FFA historian. She's active in CDEs and showing hogs, she has volunteered at a hospital and she was the top student in her class. Tammi is a member of the junior varsity tennis team and serves on the homecoming committee. ★

NORTH DAKOTA



Jeff Wald

Serving as vice president of the Maddock FFA, Jeff aspires to be an FFA state officer. "Ever since I joined FFA my freshman year," Jeff (now a junior) says, "I have been uplifted and transformed from a shy kid into a very outgoing and positive leader." He has multiple SAE projects and recently helped his chapter's food science CDE team place first at state. ★

NORTH CAROLINA



Lindsey Spivey

Inspired by her high school FFA advisor, Lindsey plans to become an agriculture teacher. As a senior, Lindsey currently holds office as the Western Harnett FFA vice president and FFA region chaplain. This honors student enjoys influencing other FFA members in a positive way. She plans to attend North Carolina State next year. ★

OKLAHOMA



Whitney Danker

As Wellston FFA president, Whitney's a true leader. Among her accomplishments: Her GPA exceeds 4.0, she won a WLC scholarship in 2002, she is the national youth spokesperson for the National Rural Electric Cooperative Association, and she recently organized an FFA community service project that helps the elderly. ★

UTAH



Kyle Hughes

Last year as a freshman member of the Grantsville FFA, Kyle won the FFA state creed competition and was a member of the state-winning agricultural mechanics CDE team. At home, he helps out with the geese, ducks, horses, pigs, cows and a vegetable garden. Kyle's career goal is to become an engineer and work for NASA. ★

PENNSYLVANIA



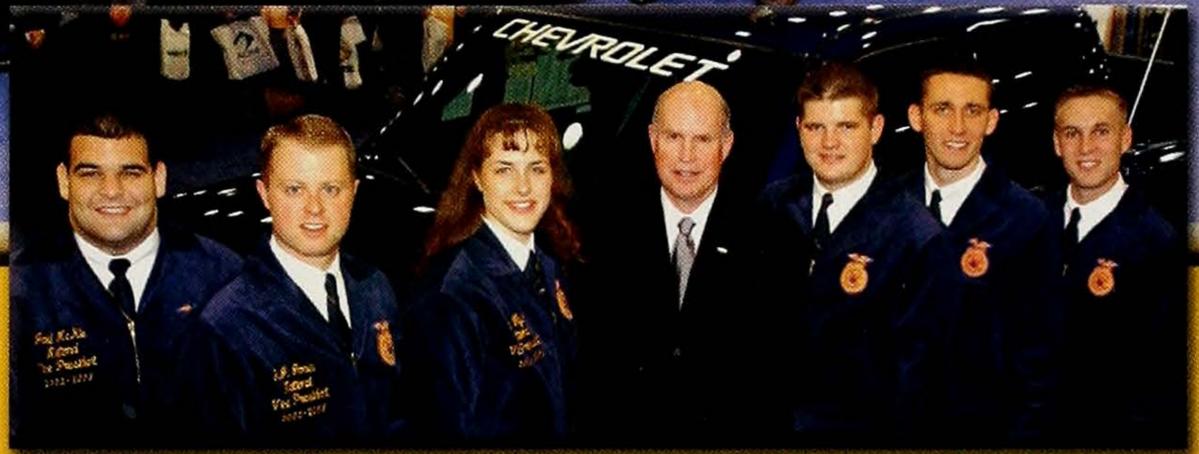
Scott Barr **ADVISOR**

As an agriculture teacher and FFA advisor for the Eastern York FFA, Mr. Barr has earned the respect of his students. With his busy schedule, his students say that he "makes sure that a good portion of his time is saved for FFA members and the activities they are involved in." Mr. Barr, now in his 12th year, takes pride in advising the land judging team. ★

Chevrolet salutes the FFA



Can you find all six National FFA Officers in the large group photo?

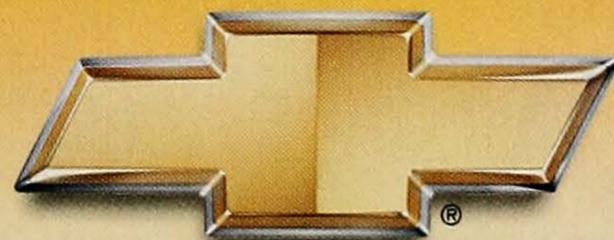
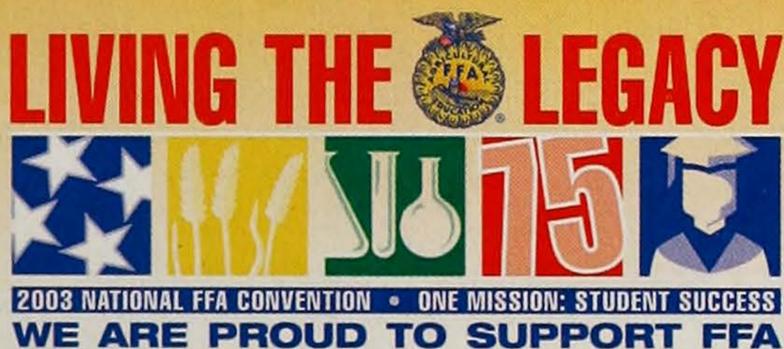


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2003-2004 National FFA Officer Team

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*Mac Whisner
Director Chevrolet Promotions*



CHEVROLET

Living the Legacy

A record-breaking crowd of 51,338 journeys to Louisville for the 2003 National FFA Convention, an event celebrating the history, diversity and future of FFA

by Erich Gaukel

By the time Javier Moreno, the new national FFA president struck the gavel to close the 2003 National FFA Convention, history had been made. Javier had just become the first Puerto Rican—and the first individual with a native language other than English—elected national FFA president.

With the swing of his gavel, he also concluded the National FFA Organization's yearlong celebration of its 75th anniversary. Earlier in the week, outgoing FFA national president Tim Hammerich, at a general session of the convention, set the tone of the convention when he spoke about the convention's theme, "Living the Legacy":

"Listen to the legacy. It's calling us. It's calling you. That means the work of 75 years has led us to now. That means everything we do today is building the next 75 years. We hold the power of legacy in our hands. You hold the FFA's destiny in your hands. Agriculture, your community—even the world—needs your commitment to progress. You can. Together, we can."

On the convention floor

With 51,338 FFA members and guests in town, I interviewed FFA members to learn about their backgrounds, career aspirations and reasons for attending the convention. I found FFA members from large metropolitan areas, suburban areas, farms and small towns. Even though there's great diversity in FFA members' individual experiences in agriculture and FFA, there's no doubt—traditional agriculture is still firmly rooted in the FFA experience.

Just ask Garrett Neff and Duane Stoner from Pennsylvania. These two Manor FFA members drove 700 miles in 10 hours to attend the convention. When I caught up with them, they were at the convention's career show, examining every visible part on a John Deere tractor on display.

Since we were inside the career show, I asked them what they had in mind for careers. "We came down for our American FFA Degrees," Garrett said, "so we're out of school. I work part-time on our crop farm and then work

away part-time at a truck dealership. I want to get full-time into the farm."

"I already have my career decided," said Duane, who works full-time on his family's farm, which includes a 70-cow dairy operation and 37 acres of tomatoes. "I knew from when I started high school."

So close, so far

Corey Jones, a member of the Davis County FFA in Kentucky, lives just a couple of hours from the convention site. When I met up with him at the career show, he was at the Chevy Trucks booth, peering inside a pickup truck with painted flames shooting down both side panels.

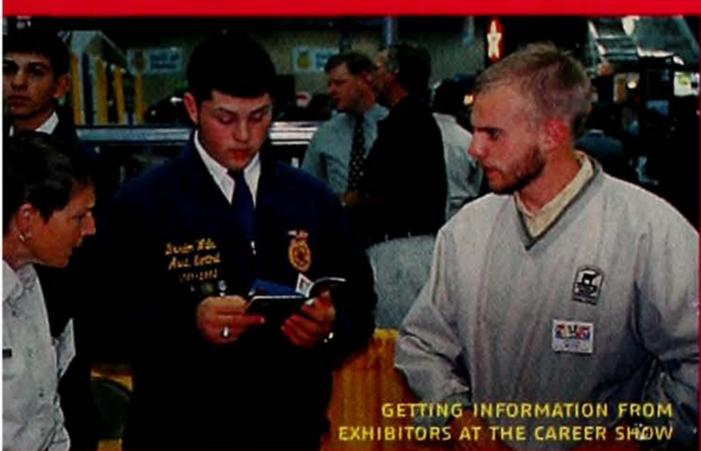
The body of his motorized wheelchair, I noticed, had similar flames on it. "My aid gave them to me one time, and I got a bunch of friends in FFA to put them on for me," he said. He then explained that he lived in a suburb and that kids in his chapter are involved in horse judging, tobacco judging and parliamentary procedure. So what did he think of the career show in this, his second year

at the convention? "I think it's exciting. It's got a lot of different things to look at. I enjoy it a lot."

Nearby, at the Hall of States, where state FFA associations set up booths to promote agriculture and FFA in their states, I found Megan Rawson, a member of the Polaris FFA in Anchorage, Alaska. Unlike Corey, who would be home after a two-hour ride in the car, Megan's home was four time zones away.

I asked her if the career show had helped her decide what she wants to do in the future. "Well, I'm a freshman, so I haven't really decided yet, but it's really interesting to see all the opportunities."

Megan explained that there is a strong awareness of natural resources where she lives, and for good reason: "We deal with the pipeline, of course, and oil—a lot of oil. Forestry in the southeast. Land management because we have so many national parks up there. And a lot of wildlife because we are right up against the Chugach Mountains, so we have moose



GETTING INFORMATION FROM EXHIBITORS AT THE CAREER SHOW



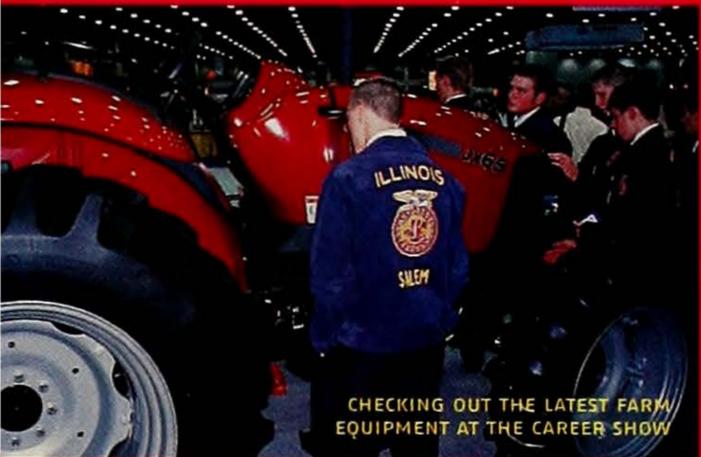
THOUSANDS OF FFA MEMBERS LEAVE FREEDOM HALL AFTER A GENERAL SESSION



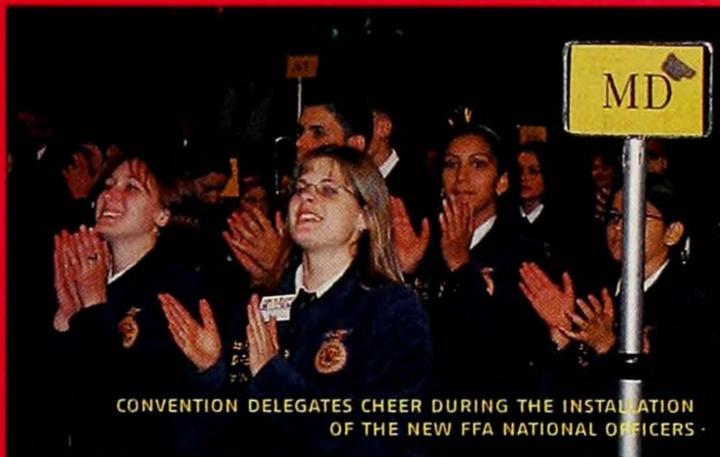
FFA MEMBERS WAIT IN LINE TO PARTICIPATE IN A GAME AT THE FFA HALL OF STATES



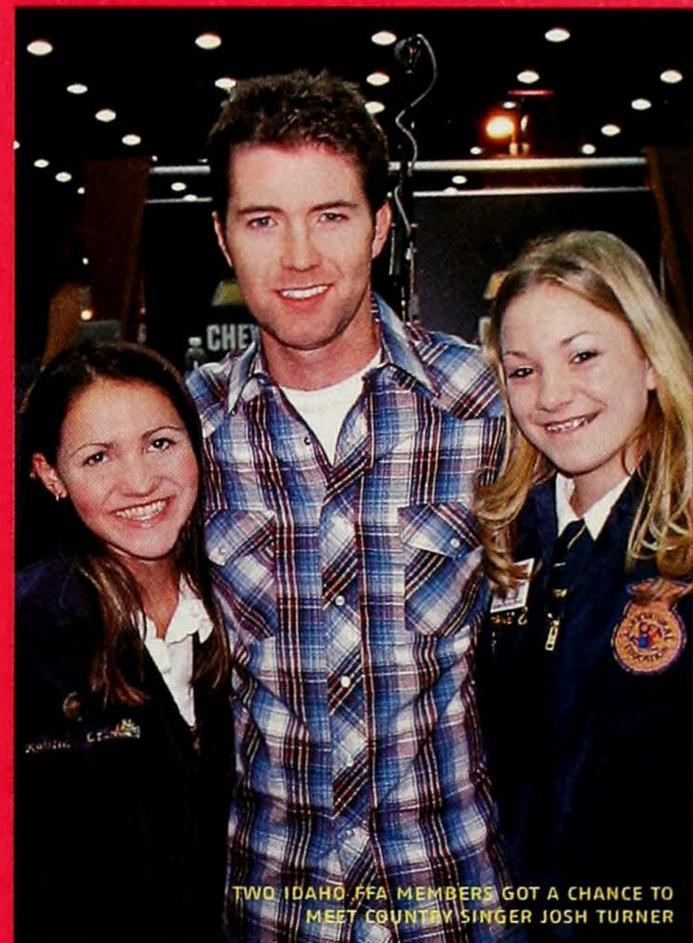
COURTESY CORPS VOLUNTEERS WORKING AT FREEDOM HALL



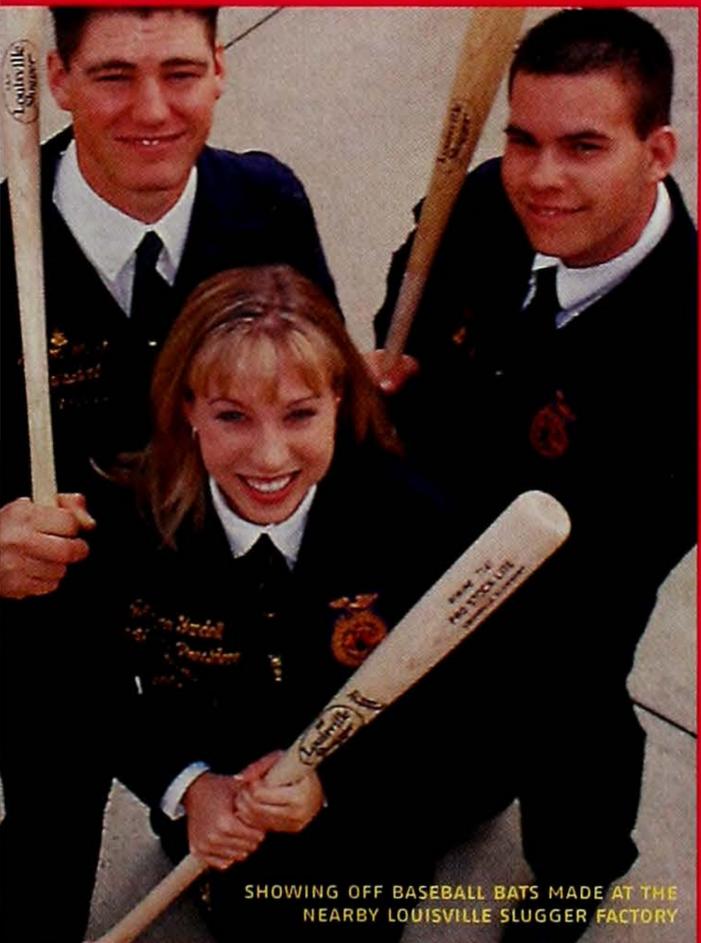
CHECKING OUT THE LATEST FARM EQUIPMENT AT THE CAREER SHOW



CONVENTION DELEGATES CHEER DURING THE INSTALLATION OF THE NEW FFA NATIONAL OFFICERS



TWO IDAHO FFA MEMBERS GOT A CHANCE TO MEET COUNTRY SINGER JOSH TURNER



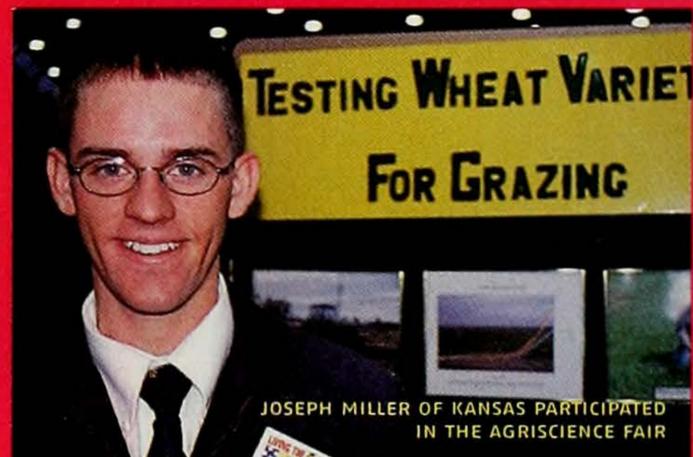
SHOWING OFF BASEBALL BATS MADE AT THE NEARBY LOUISVILLE SLUGGER FACTORY



THE OUTGOING FFA NATIONAL OFFICERS, JUST AFTER PLACING THEIR JACKETS IN THE FFA TIME CAPSULE



OREGON FFA MEMBERS ON THEIR WAY TO THEIR NEXT CONVENTION STOP



JOSEPH MILLER OF KANSAS PARTICIPATED IN THE AGRISCIENCE FAIR



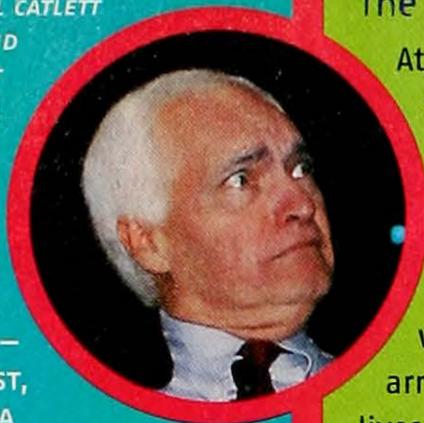
BREAKING A SWEAT AT THE LUMBERJACK CONTEST AT THE CAREER SHOW



CHECKING OUT JOB OPPORTUNITIES AT THE CAREER SHOW

A glimpse into the future

FUTURIST LOWELL CATLETT LOOKS AHEAD AND PAINTS A BRIGHT PICTURE FOR FFA MEMBERS ENTERING THE AGRICULTURE INDUSTRY



HE'S NOT A FORTUNETELLER—HE'S A FUTURIST, A PROFESSOR, A CONSULTANT AND, BASED ON THE LAUGHS HE DREW FROM FFA MEMBERS, A COMEDIAN. WITH HIS SELF-PROCLAIMED "WEIRDNESS"—ILLUSTRATED BY MESSED-UP HAIR, OCCASIONAL SHRIEKS AND WILD-EYED EXPRESSIONS—HE DELIVERED A POWERFUL MESSAGE ABOUT THE PROMISE

"THERE IS AN AFFLUENCE IN THIS COUNTRY," HE EXPLAINED, "THAT STAGGERS THE IMAGINATION." IN TRYING TO CONVEY THE SIZE OF THE UNITED STATES' \$11 TRILLION ECONOMY, HE SAID THAT IF YOU WRAPPED A STRING OF 11 TRILLION ONE-DOLLAR BILLS AROUND THE EQUATOR, THE RESULTING STACK OF MONEY WOULD FORM AN 18-FOOT, 4-INCH WALL OF HARD CASH. "IT IS THE MOST UNBELIEVABLE AMOUNT OF AFFLUENCE THAT HAS EVER EXISTED ON THIS PLANET," HE SAID.

WHY IS THAT IMPORTANT? BECAUSE "AFFLUENCE CHANGES PEOPLE. IT CHANGES WHAT WE WANT, HOW WE WANT TO LIVE, WHAT WE WANT TO DO." FACTOR IN THE AGING UNITED STATES POPULATION, AND WHAT YOU'RE LEFT WITH IS A LOT OF PEOPLE OVER THE AGE OF 50 WHO WANT TO LIVE LONGER AND HEALTHIER LIVES—AND THEY ARE WILLING TO SPEND THE MONEY IT TAKES TO ACHIEVE THAT GOAL. THAT IS A TREND THAT FFA MEMBERS NEED TO BE AWARE OF, HE SAID, BECAUSE THE AGRICULTURE INDUSTRY WILL NEED TO ADAPT TO THAT MARKET DEMAND.

"SO UNDERSTAND THAT IN THIS NEW WORLD, FOLKS, ESPECIALLY IN FOOD AND AGRICULTURE, HEALTH SELLS," HE EXPLAINED. "IF YOU CAN MAKE A HEALTH CLAIM TO A BUNCH OF OLD PEOPLE LIKE ME, YOU OWN US."

CATLETT URGED FFA MEMBERS TO TAKE ADVANTAGE OF THE SITUATION: "THERE'S A PHENOMENAL OPPORTUNITY FOR YOU IN CAREERS."

and bears coming into the city all the time."

The science twist

At the Agriscience Fair, where dozens of FFA members had projects on display, I spoke with a couple of the participants as they nervously waited for the judges to arrive. Ksana Harrison, who lives in the suburbs of the Minneapolis/St. Paul area, is a member of the Agricultural and Food Sciences Academy FFA.

"I did a project on the three main types of wood materials for decks," she said, showing me samples of cedar, pressure treated and composite-recycled. She compared the qualities of each by subjecting samples to heat and moisture, to simulate a variety of weather conditions.

So what's the best decking material to use?

"Actually, my grandma just built a deck because of my project, and she used composite-recycled," Ksana explained. "It costs a little more to begin with, but it's a lot more sturdy and it lasts longer, and you don't have to do any maintenance on it."

In the next corridor of projects, I met Joseph Miller, a member of the Winfield FFA in Kansas. His agriscience project, "Testing Wheat Varieties for Grazing," is very specific to his region. "In my community," he said, "a lot of cattle run on winter wheat pasture there."

So, he explained, "I did a

project testing wheat varieties for grazing." Using a 25- by 50-foot test plot, he planted four varieties, spread fertilizer horizontally in 20-pound increments and recorded data accurately—and then something bad happened. Some hungry deer came in and grazed his test plot. "I had to go in and reseed. Then I put up a fence to prevent the deer from grazing in it."

In the end, Joseph had the hard scientific data he needed. And now he knows what varieties of wheat is best for his cattle—and the deer.

For Ksana and Joseph, the convention is not all facts, data and results. "After we get done with our presentations," Joseph said, "we'll be able to have a little fun, look around and see other people's things they've done."

Six conventions later

Rebecca Yandell had just received her American FFA Degree when I spoke to her. She hurried to get to Louisville in time for the ceremony because she didn't want to cut classes at Southeastern Illinois College.

She had already been to five other national FFA conventions, so I asked her what kept her coming back. "It's kind of a tie between the career show and the leadership workshops." She didn't get to do either this time, but the thrill of earning her American FFA Degree made it

worth the trip. "All of those years of record books certainly paid off," she said.

Her brother John arrived earlier in the week. "I think the FFA convention has been great—the career show, the opening ceremonies and the different workshops we got to go to." He has some advice for FFA members just getting started: "Get involved and go explore the opportunities FFA has to offer."

We're everybody

Early in the convention, I talked to Charles Gunter, a member of the Haines City FFA Chapter in Florida. His goals for the convention were to pick up some tips from other FFA members on how to get more people to attend meetings and how to boost membership.

Back home, he has two orange trees, two pigs, two heifers, plus some rabbits and chickens. He wants to be a veterinarian. The only problem, he admitted—with a grin on his face—is that he's a Florida State Seminoles fan, and the University of Florida has the vet school.

Charles, an African-American, told me why he liked FFA. And his answer captured the spirit of the convention and it seized directly on the strength and vitality of the organization as it looks ahead to the next 75 years. "We're not just one color," Charles said, "We're everybody." ✨

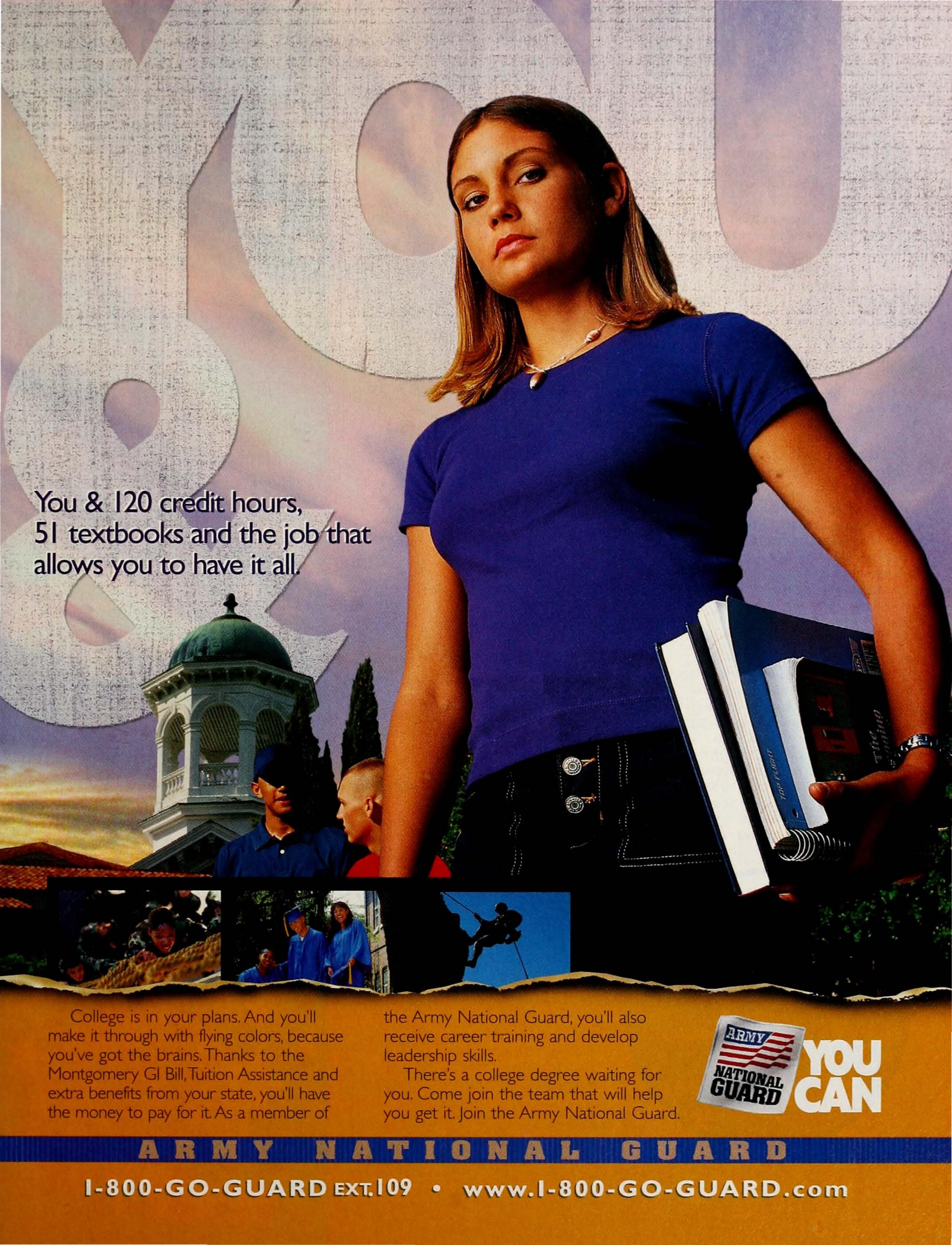
Quick hits

2003 FFA FOUNDATION SPONSORS' BOARD CHAIRMAN GERALD W. BRASE OF TRACTOR SUPPLY COMPANY ANNOUNCED THE FOUNDATION HAD RAISED \$8,701,682 TO SUPPORT ANNUAL PROJECTS AND PROGRAMS FOR FFA AND AGRICULTURAL EDUCATION. BRASE ALSO INTRODUCED JOHN RAKESTRAW OF CONTIBEEF LLC AS NEXT YEAR'S SPONSORS' BOARDCHAIRMAN.

THE NATIONAL FFA FOUNDATION RECOGNIZED MONSANTO FOR 50 YEARS OF SUSTAINED SUPPORT OF FFA AND AGRICULTURAL EDUCATION. IN THE CHEVRONTXACO GLOBAL LUBRICANTS TRACTOR RESTORATION COMPETITION, TABETHA SALSURY OF PUEBLO, COLORADO, WON THE INDIVIDUAL COMPETITION; THE DECATUR FFA FROM TEXAS WON THE CHAPTER COMPETITION.

IN ADDITION TO CONCERTS BY TERI CLARK, DARRYL WORLEY, JO DEE MESSINA AND JOE NICHOLS, CHEVY TRUCKS PUT UP A SMALL STAGE AT THEIR CAREER SHOW BOOTH, WHERE SOME NASHVILLE UP-AND-COMERS—BILLY CURRINGTON, JOSH TURNER, DIERKS BENTLEY AND ADRIENNE YOUNG—PERFORMED ACOUSTIC SETS. CARHARTT DREW HUGE CROWDS TO ITS CAREER SHOW BOOTH BY GIVING AWAY BLUE JEANS AT THE TOP OF EVERY HOUR.

DURING A GENERAL SESSION, OUTGOING NATIONAL FFA PRESIDENT TIM HAMMERICH DREW CHEERS AS HE CLIMBED ONTO THE RISERS TO JOIN THE NATIONAL FFA CHORUS FOR A SONG.

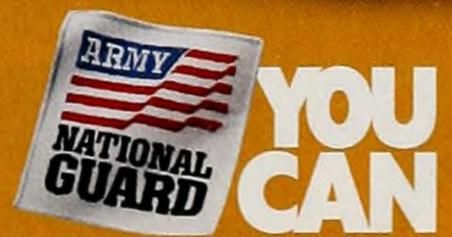


You & 120 credit hours,
51 textbooks and the job that
allows you to have it all.

College is in your plans. And you'll make it through with flying colors, because you've got the brains. Thanks to the Montgomery GI Bill, Tuition Assistance and extra benefits from your state, you'll have the money to pay for it. As a member of

the Army National Guard, you'll also receive career training and develop leadership skills.

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A great forecast for agriculture

JOHN DEERE'S TOP EXECUTIVE, SPEAKING TO FFA STATE OFFICERS, FFA SPONSORS AND JUDGES, LIKES WHAT HE SEES IN FFA AND THE FUTURE OF AGRICULTURE

ROBERT LANE, CHAIRMAN AND CEO OF JOHN DEERE, ATTENDED THE NATIONAL FFA CONVENTION TO ACCEPT AN AWARD FROM THE NATIONAL FFA FOUNDATION FOR JOHN DEERE'S SIXTY YEARS OF SUSTAINED SUPPORT OF FFA AND AGRICULTURAL EDUCATION.

SPEAKING AT A DINNER RECOGNIZING FFA SPONSORS AND JUDGES AND ATTENDED BY STATE OFFICERS FROM EACH STATE, LANE EXPLAINED WHY JOHN DEERE SUPPORTS FFA:

"FFA IS PREPARING TOMORROW'S LEADERS. THE FUTURE OF OUR INDUSTRY. AND THERE'S NO QUESTION. FFA MEMBERS ARE THE KIND OF PEOPLE WE WANT AS EMPLOYEES AND FUTURE CUSTOMERS. NOT TO MENTION EDUCATORS, POLICY MAKERS AND, MAY I ADD, INVESTORS."

HERE'S WHAT HE THINKS ABOUT THE FUTURE OF AGRICULTURE: "WITH THE WORLD POPULATION GROWING BY OVER 8,700 HUMAN BEINGS EVERY HOUR AND DIETS BEING UPGRADED AROUND THE GLOBE, THERE ARE MANY WHO BELIEVE THAT THE DEMAND FOR GRAIN IS EXPECTED TO TRIPLE IN THE NEXT 50 YEARS," HE SAID.

"FFA IS PREPARING THE VERY MEN AND WOMEN WHO WILL RESOLVE THE GROWING NUTRITIONAL NEEDS OF OUR PLANET. AND AS DEMAND FOR FOOD GROWS, SO WILL THE IMPORTANCE OF FARMING AND ALL THE FIELDS RELATED TO IT, SUCH AS FOOD PROCESSING, PACKAGING, DISTRIBUTION AND MARKETING, AS WELL AS THOSE AREAS THAT SUPPLY FARM INPUTS SUCH AS SEEDS AND FERTILIZER AND, YES, FARM EQUIPMENT. ANY WAY YOU LOOK AT IT, THERE IS STRONG, SUSTAINABLE DEMAND BUILDING FOR FIBER AND FOODSTUFFS."

2003-2004 National FFA Officers



FROM RIGHT TO LEFT

PRESIDENT JAVIER MORENO

HOMETOWN: CULEBRA, PUERTO RICO
CHAPTER: S.U. ANTONIA SERRANO FFA
SCHOOL: PENN STATE UNIVERSITY
AGE: 20

SECRETARY STACIA CHRISTINE BERRY

HOMETOWN: CHEYENNE, WYOMING
CHAPTER: CHEYENNE FFA
SCHOOL: UNIVERSITY OF WYOMING
AGE: 19

WESTERN REGION VICE PRESIDENT CASEY HOGAN

HOMETOWN: STEPHENVILLE, TEXAS
CHAPTER: ARLINGTON-MARTIN FFA
SCHOOL: TARLETON STATE UNIVERSITY
AGE: 20

SOUTHERN REGION VICE PRESIDENT CHRISTY WINDHAM

HOMETOWN: LAUREL, MISSISSIPPI
CHAPTER: NORTHEAST JONES FFA
SCHOOL: JONES COUNTY JUNIOR COLLEGE
AGE: 19

CENTRAL REGION VICE PRESIDENT AMY RASMUSSEN

HOMETOWN: MEAD, NEBRASKA
CHAPTER: MEAD FFA
SCHOOL: UNIVERSITY OF NEBRASKA
AGE: 20

EASTERN REGION VICE PRESIDENT ANNE KNAPKE

HOMETOWN: OXFORD, OHIO
CHAPTER: TALAWANDA FFA
SCHOOL: THE OHIO STATE UNIVERSITY
AGE: 20

American Star in Agribusiness



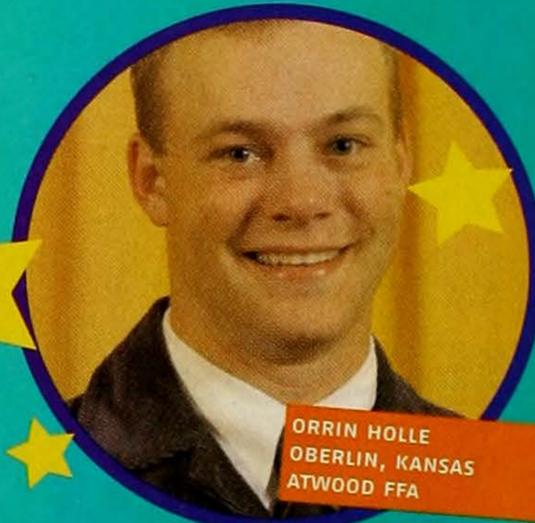
JOSHUA ZEITHAMER
ALEXANDRIA, MINNESOTA
ALEXANDRIA FFA

American Star in Agriscience



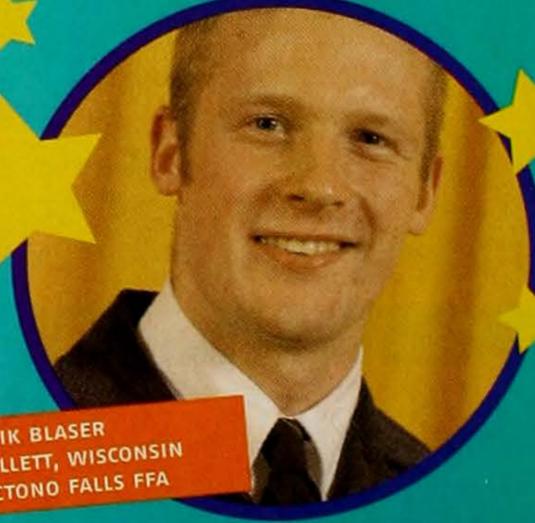
AMANDA BEYER
WAUPACA, WISCONSIN
WAUPACA FFA

American Star Farmer

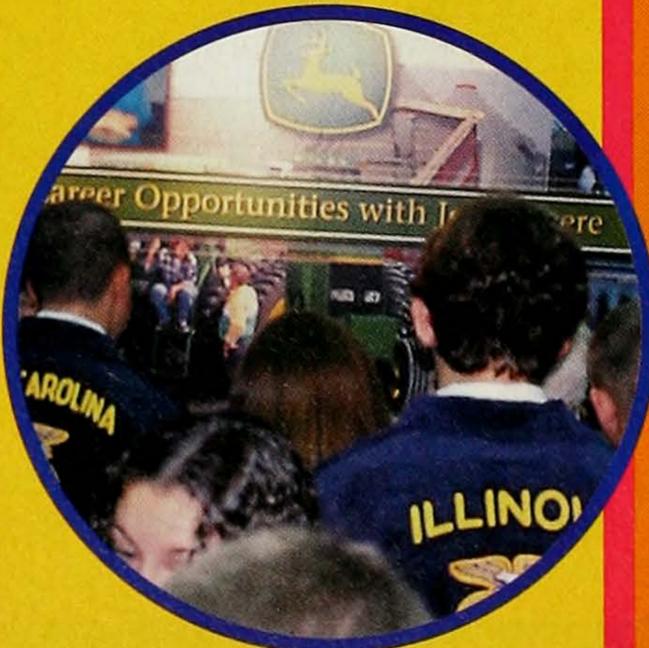


ORRIN HOLLE
OBERLIN, KANSAS
ATWOOD FFA

American Star in Agricultural Placement



ERIK BLASER
GILLETT, WISCONSIN
OCTONO FALLS FFA



Award Winners

76th National FFA Convention

National Chapter Models of Innovation Awards

COMMUNITY MODEL OF INNOVATION
BROOKSVILLE SENIOR FFA, FLORIDA

CHAPTER MODEL OF INNOVATION
GARRETSON FFA, SOUTH DAKOTA

STUDENT MODEL OF INNOVATION
BLANCHESTER FFA, OHIO

MIDDLE SCHOOL MODEL OF INNOVATION
SUWANEE MIDDLE SCHOOL FFA, FLORIDA

National Agricultural Proficiency Awards

(E) Entrepreneurship; (P) Placement; (E/P) Both

AGRICULTURAL COMMUNICATIONS (E/P)
WRAVENNA PHIPPS, NEBRASKA

AGRICULTURAL MECHANICS DESIGN AND FABRICATION (E/P)
COLIN WOODWORTH, MISSOURI

AGRICULTURAL MECHANICS ENERGY SYSTEMS (E/P)
CHAD BENHAM, KENTUCKY

AGRICULTURAL MECHANICS REPAIR AND MAINTENANCE (E/P)
TRAVIS GOTTSCHALK, MINNESOTA

AGRICULTURAL PROCESSING (E/P)
NEAL ELY, NEBRASKA

AGRICULTURAL SALES (E)
JANA THIES, MISSOURI

AGRICULTURAL SALES (P)
DAVID WESTPHAL, WISCONSIN

AGRICULTURAL SERVICES (E/P)
KATIE TORNBERG, SOUTH DAKOTA

BEEF PRODUCTION (E)
DANIEL DEWEBER, TEXAS

BEEF PRODUCTION (P)
MEGAN QUAKA, ILLINOIS

DAIRY PRODUCTION (E)
ROBERT TEIXEIRA, CALIFORNIA

DAIRY PRODUCTION (P)
TROY SELLEN, WISCONSIN

DIVERSIFIED AGRICULTURAL PRODUCTION (E/P)
CHASE BONTRAGER, KANSAS

DIVERSIFIED CROP PRODUCTION (R)
KEVIN TEIGEN, NORTH DAKOTA

DIVERSIFIED CROP PRODUCTION (P)
MATTHEW REPINSKI, WISCONSIN

DIVERSIFIED HORTICULTURE (E)
REBECCA CORN, KANSAS

DIVERSIFIED HORTICULTURE (P)
CHARLIE PETERSON, MINNESOTA

DIVERSIFIED LIVESTOCK PRODUCTION (E)
RUTH BOBBITT, OKLAHOMA

DIVERSIFIED LIVESTOCK PRODUCTION (P)
MICHAEL CERTAIN, GEORGIA

EMERGING AGRICULTURAL TECHNOLOGY (E/P)
ZANE UNRAU, KANSAS

ENVIRONMENTAL SCIENCE AND NATURAL RESOURCES (E/P)
DERRICK FAGG, KANSAS

EQUINE SCIENCE (E)
AMY PALLESEN, UTAH

EQUINE SCIENCE (P)
MERIDETH BRYANS, GEORGIA

FIBER AND/OR OIL CROP PRODUCTION (E/P)
ALESA RAASCH, MISSOURI

FLORICULTURE (E)
MATT VLASIN, NEBRASKA

FOOD SCIENCE AND TECHNOLOGY (E/P)
SARA MORRISSEY, NEBRASKA

FORAGE PRODUCTION (E/P)
RYAN FRANZ, WISCONSIN

FOREST MANAGEMENT AND PRODUCTS (E/P)
AMANDA HAMSLEY, GEORGIA

FRUIT PRODUCTION (E/P)
JEREMY PONCE, NORTH CAROLINA

GRAIN PRODUCTION (E)
BRIAN DEATON, OHIO

GRAIN PRODUCTION (P)
NATHAN JOHNSON, OKLAHOMA

HOME AND/OR COMMUNITY DEVELOPMENT (E/P)
ALLEN BODEEN, OREGON

LANDSCAPE MANAGEMENT (E/P)
DONOVAN STEVAHN, OREGON

NURSERY OPERATIONS (E/P)
SEAN SNODGRASS, OREGON

OUTDOOR RECREATION (E/P)
MELODY BRYANS, GEORGIA

POULTRY PRODUCTION (E/P)
RYAN SMITH, FLORIDA

SHEEP PRODUCTION (E/P)
JASON DOCKTER, WASHINGTON

SMALL ANIMAL PRODUCTION AND CARE (E)
CHARLEE DOOM, KENTUCKY

SMALL ANIMAL PRODUCTION AND CARE (P)
CHELSEA BRADSHAW, NORTH CAROLINA

SPECIALTY ANIMAL PRODUCTION (E)
MATTHEW MOODY, FLORIDA

SPECIALTY CROP PRODUCTION (E/P)
PAUL WHITE, TENNESSEE

SWINE PRODUCTION (E)
VICTORIA LYONS, FLORIDA

SWINE PRODUCTION (P)
ANDREW KAMM, MINNESOTA

TURF GRASS MANAGEMENT (E)
JEREMY CATRON, UTAH

TURF GRASS MANAGEMENT (P)
CODY OSTEN, NEBRASKA

VEGETABLE PRODUCTION (E/P)
C. J. SWANSON, NEBRASKA

WILDLIFE PRODUCTION AND MANAGEMENT (E)
JOHN SCHAMBERGER, ILLINOIS

WILDLIFE PRODUCTION AND MANAGEMENT (P)
CODY MCKINLEY, IOWA

H.O. Sargent Award

MEMBER
JENIFER ANNE WOODWARD
SOUTH ROWAN FFA,
NORTH CAROLINA

NON-MEMBERS
JAMIE CANO, OHIO
RUSSELL GRAVES, TEXAS
DONALD REID, KENTUCKY

Agriscience

TEACHER OF THE YEAR
OWEN MARK THOMASON
MARTIN, GEORGIA

STUDENT OF THE YEAR
GRANT LEWIS
DELAVAN, ILLINOIS

STUDENT RUNNER-UP
MEGAN ROBBLEE
MOUNT VERNON, WASHINGTON

Career Development Events

(team winner first, individual winner listed second)

AGRICULTURAL COMMUNICATIONS
SAN ANTONIO, TEXAS
JENNIFER GLAESMANN, NEBRASKA

AGRICULTURAL ISSUES
SAN ANTONIO, TEXAS

AGRICULTURAL MECHANICS
SHELBYVILLE, MISSOURI
CODY NELSON, MINNESOTA

AGRICULTURAL SALES
TROY, MISSOURI
DOUG ALBRIGHT, MICHIGAN

AGRONOMY
PLEASANT HOPE, MISSOURI
JOEY STOKES, MISSOURI

CREED SPEAKING
EMILY EDDY, CALIFORNIA

DAIRY CATTLE EVALUATION
OWATONNA, MINNESOTA
TONY BREY, WISCONSIN

DAIRY CATTLE HANDLERS ACTIVITY
SEE FFA.ORG FOR GOLD AND
SILVER EMBLEM WINNERS

DAIRY FOODS
MILBANK, SOUTH DAKOTA
AMBER VANHOUT, SOUTH DAKOTA

ENVIRONMENTAL/
NATURAL RESOURCES
JUNCTION CITY, OREGON
CHAUNCEY FREEMAN, OREGON

EXTEMPORANEOUS PUBLIC
SPEAKING
HAILEY WILMER, MONTANA

FARM BUSINESS MANAGEMENT
KINGDOM CITY, MISSOURI
REBECCA RAILTON, MISSOURI

FLORICULTURE
CARNESVILLE, GEORGIA
JENNIFER IBANEZ, DELAWARE

FOOD SCIENCE AND TECHNOLOGY
COKATO, MINNESOTA
MAGGIE HEDLUND, MINNESOTA

FORESTRY
NAHUNTA, GEORGIA
MICHAEL GILBERT, ARKANSAS

HORSE EVALUATION
ARROYO GRANDE, CALIFORNIA
CHELSEY MILES, CALIFORNIA
KATHRYN CROW, KANSAS
(INDIVIDUAL CO-WINNERS)

JOB INTERVIEW
JULIE SACKMANN, WASHINGTON

LIVESTOCK EVALUATION
CENTER POINT, OREGON
JENNIFER LYLE, OREGON

MARKETING PLAN
WALLA WALLA, WASHINGTON

MEATS EVALUATION AND
TECHNOLOGY
SAN ANTONIO, TEXAS
JON MILLER, KANSAS

NURSERY/LANDSCAPE
OKABENA, MINNESOTA
JENNA POMERENKE, MINNESOTA

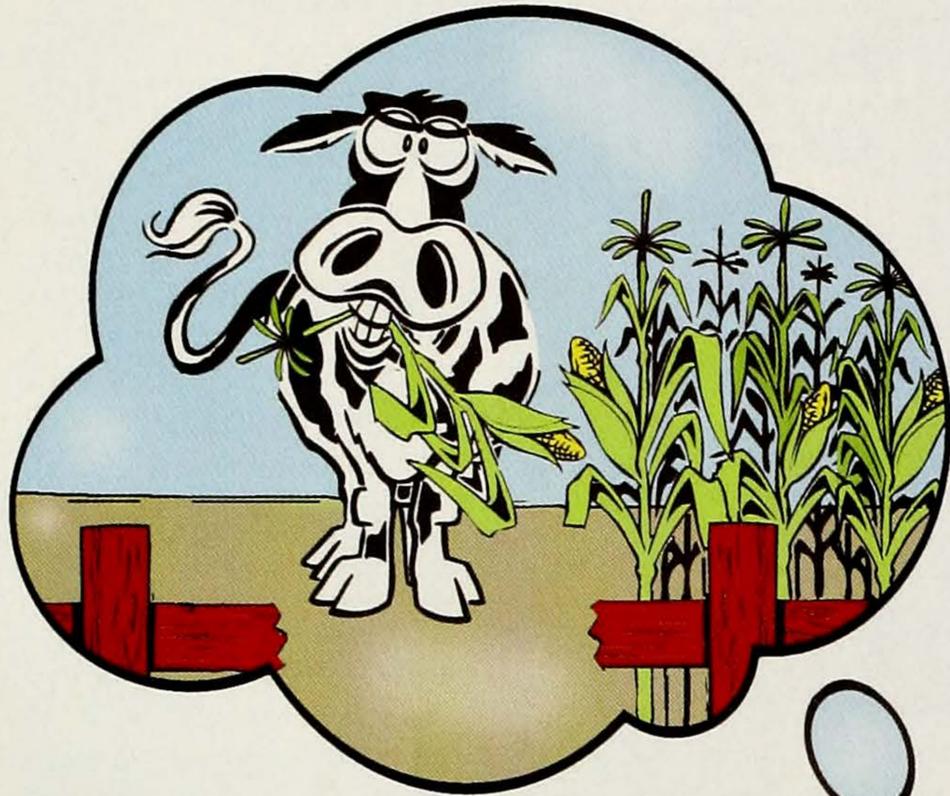
PARLIAMENTARY PROCEDURE
GRASS VALLEY, CALIFORNIA

POULTRY EVALUATION
SPRINGDALE, ARKANSAS
DALE DOWNUM, ARKANSAS

PREPARED PUBLIC SPEAKING
ABBY KIRKBRIDE, WYOMING

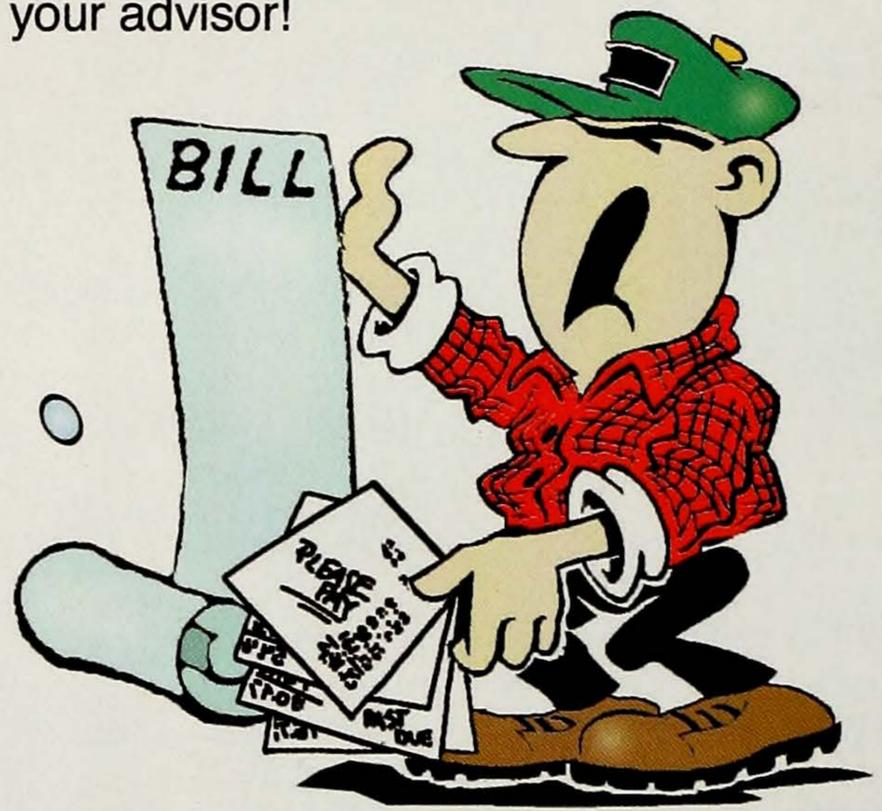
BUGS IN THE GARDEN? COWS GOT YOUR CORN? TRACTOR GONE BAD?

Who knows what unexpected costs you might find, if you don't have a risk management plan for your SAE...



Enter the 2004 National FFA Organization Risk Management Essay Contest and tell us how you managed the trials and triumphs of your SAE. You could win an all-expense-paid trip to Washington D.C. for you and your advisor!

Working with your Supervised Agriculture Experience (SAE) project has taught you that risk is part of any agricultural undertaking. Having a solid plan for managing these risks is crucial to success.



This contest is sponsored by the Risk Management Agency of the U.S. Department of Agriculture. All entries must be postmarked by January 31, 2004. Send your entry to the National FFA Center, 6060 FFA Drive, P.O. Box 68960, Indianapolis, IN 46268. To get a copy of the USDA Risk Management Agency's resource booklet and contest rules, ask your advisor to contact the National FFA Organization at 317-802-6060 or e-mail riskmanagement@ffa.org.



The Impact

Indiana FFA

January/February 2004



Impacting Lives in Germany

Find out what's happening on page F

**Don Villwock -
An Ambassador
of Agriculture**

Details on page L

**Who earned Big Owl
honors in this issue?**

Check out page D to see!

**Higher Education:
What Does It Mean
to You?**

See pages F-G to learn more



www.IndianaFFA.org

**Strain
Your Brain!**
page L

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Attention!

Is your chapter doing something unique? Has someone in your chapter recently received recognition for their outstanding effort? Have a story idea for an upcoming magazine? Contact one of the state officers and share your idea – you and your chapter could be featured in an upcoming issue!

Calendar of Events

January 2004

- 16-18** Leadership Development Workshop, Indiana FFA Center
- 31** State Meats and Dairy Foods CDE

February 2004

- 1** Nominating Committee Applications Due Postmarked
- 18** State Degree and District Proficiencies Due Postmarked
- 21-28** National FFA Week

March 2004

- 4** State Degree and Proficiency Scoring Workshop
- 16** Section Chapter Meeting CDE

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Association Executive Director

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Foundation Executive Director

Robert Juncker
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Abby Dougherty
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Program Specialist

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2003-2004

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Do More in 2004!

By Mikki Marshall

5...4...3...2...1...Happy New Year! As the New Year kicks off, this is a great time to reflect on your past year in the FFA. Did you take full advantage of it? Hopefully that answer is yes, but if not, then you still have the opportunity to take it to the next level in 2004.

For example, FFA members have the chance to get involved in numerous Career Development Events such as Crops Evaluation or the Ag Sales Demonstration. Andy Seibert, a junior at North Posey High School, particularly enjoys Dairy Evaluation.

“This event allows me to meet new people,” said Siebert. “I also have the opportunity to work on my speaking and memorization skills.”

Don't pass up your chance to hone in on and refine important career skills. Undoubtedly these will assist you in your future search for a profession.

Opportunities to get involved and try new things are countless. As you develop your New Year's resolutions, take a look at these opportunities.

- Enter a proficiency at your District Convention
- Participate in the Floriculture CDE to be held May 1, 2004
- Test your skills in the Job Interview CDE at your District Convention
- Assist your chapter in a local fundraiser
- Apply for an FFA scholarship to help pay for college

Don't forget to complete your Hoosier Degree application and compete for the honor of District Star. The possibilities are endless, and the rewards great. Take advantage of the opportunity to do more in 2004!



The Low-Down on Leadership CDEs

By Jessica Geisler

Who: All FFA Members – including new junior high members!

What: Leadership Career Development Events (CDEs)

When & Where:

- District I - March 13, 2004, Tri-County High School
- District II - March 16, 2004, Whitko High School
- District III - TBA
- District IV - March 16, 2004, North Montgomery High School
- District V - March 10, 2004, Carroll @ Flora High School
- District VI - March 12, 2004, Norwell High School
- District VII - March 18, 2004, Northview High School
- District VIII - March 18, 2004, Triton Central High School
- District IX - TBA
- District X - TBA
- District XI - March 11, 2004, Brownstown Central High School
- District XII - March 11, 2004, South Ripley High School

Why: Leadership CDEs are a great opportunity to test your skills needed in a future career. Competitions range from demonstrations and talent to public speaking and parliamentary procedure. Students are bound to find a leadership CDE that fits them!

How: Talk to your advisor today about the many opportunities available through leadership CDEs. Remember that there are brand new events for junior high students!



“One reason I enjoy Leadership CDEs is because there is a wide variety of events to get involved with,” says Stephanie Rhoades, a senior at Whitko High School. “There is something for everyone whether it's singing or selling agricultural products.”

Stephanie Rhoades
Whitko FFA

“Leadership CDEs are great!” says LeighAnne Dausman, a junior at Whitko High School. “Each one provides a different challenge to master and each challenge brings out the best in you.”

LeighAnne Dausman
Whitko FFA

Higher Education: What Does It Mean to You?

By Jessica Geisler

When most people think of higher education, four-year colleges and a bachelor's degree automatically come to mind. However, education can be anything from a two-year trade or technical school to additional training you receive during high school at your local career center. According to the Indiana Association of Area Vocational Directors (IAAVD)...

- Sixty-five percent of the top jobs require more than a high school diploma, but less than a four-year college degree?
- Only 20 percent of jobs require a bachelor's or higher degree?
- Fifteen percent of jobs require no occupational skill preparation?

According to the IAAVD only four out of the top ten jobs in demand in Indiana require a bachelor's degree or higher. The other six, such as automotive service technicians and mechanics, medical assistants, systems analysts, computer specialists, marketing and sales supervisors, and licensed practical and vocational nurses, do not require a four-year education. Instead, certification through a local career centers, trade/technical schools, or apprenticeship program is sufficient.

Many jobs only require an associate's degree, earned at a school that offers one- or two-year programs. Schools like Indiana Business College, Lincoln Technical Institute, and Northwestern of Ohio may come to mind. These schools prepare you for quick entry into the workforce after high school by providing students with hands-on, focused coursework in a specific area.

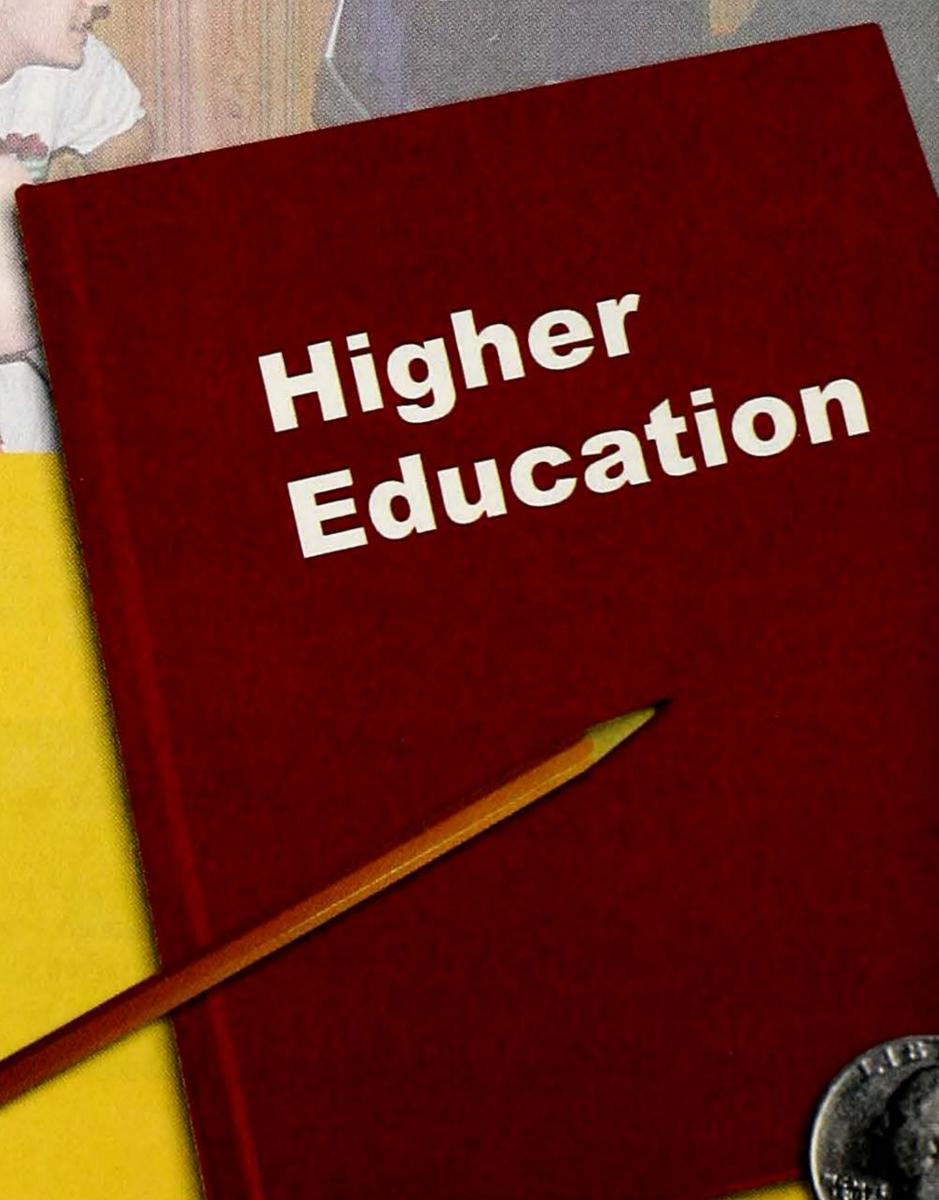
"I chose to go to Northwestern of Ohio because I felt it was a good fit to further my education," says Matt Hartman, a senior at South Ripley High School. "Northwestern has a lot of hands

on learning and I only take classes pertaining to my major. For me personally, it is much more appropriate for my career as a diesel mechanic."

If you want to enter the workforce directly from high school, then you should consider two more options. Apprenticeships and career center opportunities provide students with advanced education needed to be competitive in the workforce, but do not require extra education after high school. For some students, the chance to eliminate a little extra time and money is appealing.

There are more than 250 apprenticeship and training programs that help students become qualified in a specific field. Apprentices learn new skills by working and training on the job, and they often earn nationally recognized certifications that can be an edge in the employment market. During an apprenticeship, a student works under the supervision of a certified technician. The one significant feature of this type of program is that students are contracted to work for an employer for a fixed period of time, often four years.

In some areas, students also have the option of attending a local career center in place of their traditional electives during the last two years of high school. This allows vocational students to earn a Core 40 or Academic Honors diploma while receiving the extra education and certification needed to enter the workforce after high school. The career center provides students with technical



**Higher
Education**

Top 10 In-Demand Jobs in Indiana

1. Teachers, secondary level
2. Registered Nurses
3. Elementary School Teachers
4. Marketing and Sales Workers/Supervisors
5. Licensed Practical and Vocational Nurses
6. Systems Analysts
7. Automotive Service Mechanics and Technicians
8. Medical Assistants
9. Computer Support Specialists
10. Physicians

Source: IAAVD

skills incorporated with academic knowledge while upholding work ethics, citizenship, and self-esteem to prepare students for careers in business and industry. In addition, the career center also provides students with a foundation for post secondary education and advanced technical training.

“Learning is a continuous process,” says Bev Ester, student services coordinator at the Southeastern Career Center. “At first, many students don’t want to consider higher education. When

they find something they really enjoy, that’s when learning stops being a chore, and becomes an advantage in the workforce.”

Before you commit to any specific plan after high school, consider all of your options. Strive for success by taking capitalizing on your personal strengths and career goals. Whether you want to pursue a four-year degree, enter an apprenticeship program, or seek certification during high school, there is an option that fits you. ■

TIME & MONEY

Average Time Commitments for Various Programs

Trade/Technical Schools

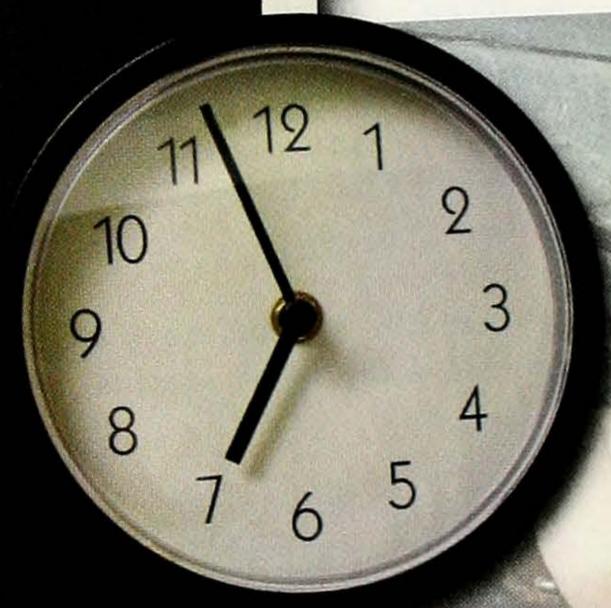
- Certification – 10 months
- Associate’s Degree – 14 months
- Bachelor’s Degree – 30 months (this option isn’t always available)

4-year Colleges and Universities

- Associate’s Degree – 24 months
- Bachelor’s Degree – 48 months
- Master’s Degree/MBA – 72 months
- Doctoral Degree – 108 months

Average Cost of Various Degree Programs

- \$5,000 - 10,000 average cost for a degree at a technical/trade school
- \$23,440 - tuition only for a bachelor’s degree in Purdue’s School of Agriculture (this does not include housing or meals)



Top 10 Personal Qualities Employers Seek

1. Communication skills
2. Motivation/initiative
3. Teamwork skills
4. Leadership skills
5. Academic achievement/grade-point average
6. Interpersonal skills
7. Flexibility/adaptability
8. Technical skills
9. Honesty/integrity
10. Analytical/problem-solving skills

Source: MSN.com

Former Member Impacts Lives in Germany

By Amber Ebbert

Michele Martin, former member of the Shenandoah FFA chapter, is serving a full year of missionary service in Germany through the Campus Crusade for Christ (CCC) at Purdue University. Michele was an active member of FFA and 4-H during high school and has held top offices and honors at the chapter, district, and state levels. She is currently studying agricultural communications at Purdue.

“Call it a honeymoon phase, call it sheer enthusiasm, call it whatever you want,” Michele said. “I am thoroughly enjoying my year so far.”

On a daily basis, Michele travels around Germany developing relationships with college students and other Christians from all over the world. These young adults share experiences, develop teamwork skills, and talk about their cross-cultural ministry.

“The part of Germany I am in, you don’t see a lot of corn fields like I do back home,” Michele said. “Instead, there are many vineyards. There must be some cows around here somewhere, too, because some of the best cheese and chocolate I have ever tasted are here in Germany!”

Michele comes from a 2,000-acre crop and livestock farm in east central Indiana. The majority of the corn that they raise is used to feed their nearly 500-600 head cattle operation. The Martin’s are well known in Henry County where they have farmed for several generations.



Getting Involved in CCC

“Before my freshman year at Purdue, I decided that I needed to figure out what I really thought about my Christian faith,” Michele said. “So, I went seeking out a bible study, and CCC had this really fun one in my dorm. They also had a weekly meeting on Friday nights, and I was blown away by the 300+ really cool college students who loved Jesus and wanted others to know him.”

Michele made a decision to take advantage of new opportunities, and it helped make her college experience more enjoyable, and opened many doors for her future.

Michele is a very enthusiastic individual. She has been a great role model for everyone around her. Even though she came from a small town and was raised on a farm, she made the decision to experience new opportunities that were given to her. Even though she decided to take a non-ag path, FFA laid a great foundation in her life. She learned how to work hard, be professional, and communicate with a wide variety of people. ■

According to Michele, there are several key differences between the German and U.S. cultures.

- **In Germany most people travel by bus, streetcar, train, or bike.**
- **Many Germans are very up to date on the world around them.**
- **Germans value serious relationships. It is common to only form one or two close friends rather than having as many acquaintances as we do.**
- **Germans are extremely environmentally friendly. By law they must sort all trash in recycling containers.**



Elanco Animal Health Believes in the Indiana FFA

By Mikki Marshall

Do you ever wonder how the Indiana FFA can afford to host all of their conferences, workshops, conventions, and award programs? All of these events are fantastic opportunities for FFA members to grow as leaders, but they come at a cost. Generous contributions from partners of the Indiana FFA Organization help make all of this possible.

A partner is defined as someone who is willing to contribute their time, talents, or treasures to the Indiana FFA. Partnerships can come from a variety of places such as individuals or corporate donors, and their amount of giving can also vary. No matter the donation, each time a sponsor gives to the FFA they are helping develop members' potential for premier leadership, personal growth, and career success.

In this article, Bruce Bye, a market research consultant for Elanco Animal Health, shares why he and his organization choose to support the FFA.

ELANCO



Full Name of Company: Elanco Animal Health,
A Division of Eli Lilly and Company

Location of Headquarters: Greenfield, Indiana

Number of Employees: Several thousand worldwide

Years in Business: About 30 as an agriculture division

Industry: Animal Health

History of Company: The company started as a joint venture in cattle products, but now includes significant animal health products for cattle, swine, and poultry.

Approximate number employees with FFA background:
Currently at least 30; More than 100 over the years

Length partnership: More than 10 years

How does the FFA prepare students for life after high school? Students have the opportunity to develop skills that are important to our organization, and many others. Some of these skills include interpersonal skills, planning, communication, flexibility, commitment and the ability to influence others.

If a student was interested in a career with Elanco, what advice would you give them that would help them prepare for that career?

There are many careers available in an agriculture business such as Elanco, and we have a variety of "first jobs" that are available. Do well in college and keep your grades up while in high school. Try a variety of Career Development Events. Follow-through on your commitments. Be a hard-working follower. Learn a little from different types of leaders. Develop a leadership style that works for you. Talk with people in your

community who have agriculture related jobs so you can learn the types of formal and informal training they have had and the types of skills they had to develop to be successful.

How would you describe your relationship with the Indiana FFA to a peer organization? We believe the FFA is one of the best student organizations and offers members opportunities to develop critical skills. The FFA is part of an agriculture education model that has proven its effectiveness. Education reformers continue to "discover" that combining classroom instruction with practiced learning, with recognition and reward are keys to effective education.

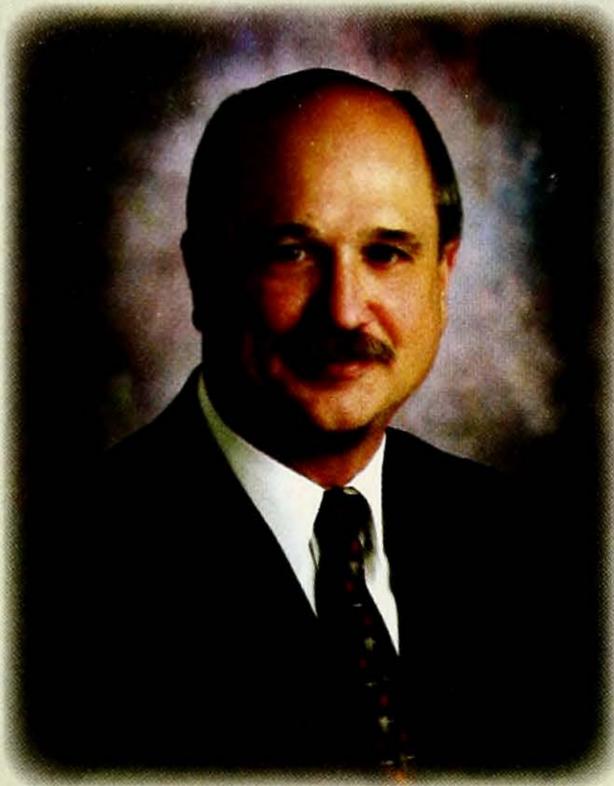
"Elanco Animal Health is a fantastic supporter of Indiana FFA who truly cares about FFA members. Indiana FFA and Elanco partner together to make premier leadership, personal growth, and career success a reality for members statewide."

Abby Dougherty

Program Specialist, Indiana FFA

Don Villwock – An Ambassador of Agriculture

By Amber Ebbert



“I feel I am still learning everyday ... people will continue to learn throughout life no matter what position they hold.”

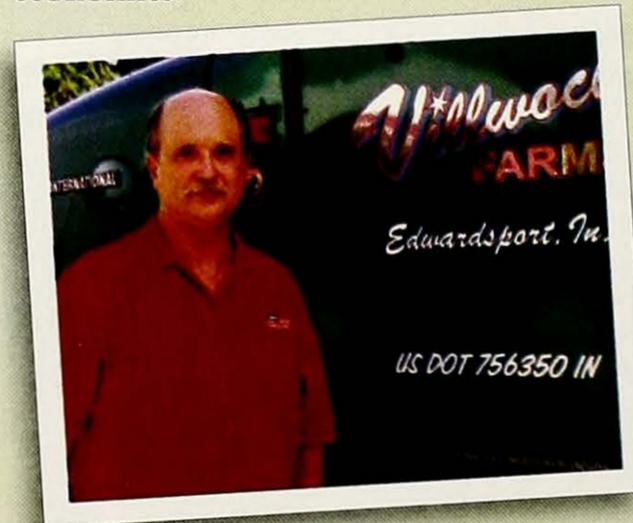
– Don Villwock

The Indiana Farm Bureau has a past, present, and future with the Indiana FFA. They provide many different kinds of support, which has created a legacy of cooperation. One of the Farm Bureau members leading this effort is Don Villwock, president of the Indiana Farm Bureau (IFB) and former FFA member. Mr. Villwock does a tremendous job combining a business career with his passion for agriculture. Mr. Villwock is a true family man. He and his wife Joyce are proud parents of two Purdue graduates.

Mr. Villwock grew to admire the Farm Bureau while being an active member of the Indiana Young Farmers. Because the Young Farmers worked so closely with the Farm Bureau and the FFA, he soon realized these organizations all had similar beliefs and a love for agriculture. Mr. Villwock has held many positions at the local and state level of the IFB. He started out as county president, and is now proud to be the president of the IFB. In addition to his position at the IFB, he also owns a production farm.

“I feel I am still learning everyday,” said Mr. Villwock. “People will continue to learn throughout their life no matter what position they hold.”

Mr. Villwock was in the FFA at North Knox High School, and proceeded onto college at Purdue University where he received a bachelor’s degree in agriculture economics.



Education was and still is important to Mr. Villwock. FFA has taught him many skills that he still currently uses on a daily basis. The parliamentary procedure competition helped Mr. Villwock with his career. He conducts meetings on a daily basis, and it is important to know how to prepare for a meeting. FFA also helped him with his public speaking skills, which is one skill that is critical in his current position. Mr. Villwock credits his ag teacher, Mr. Ledbetter, as an important role model in his life.

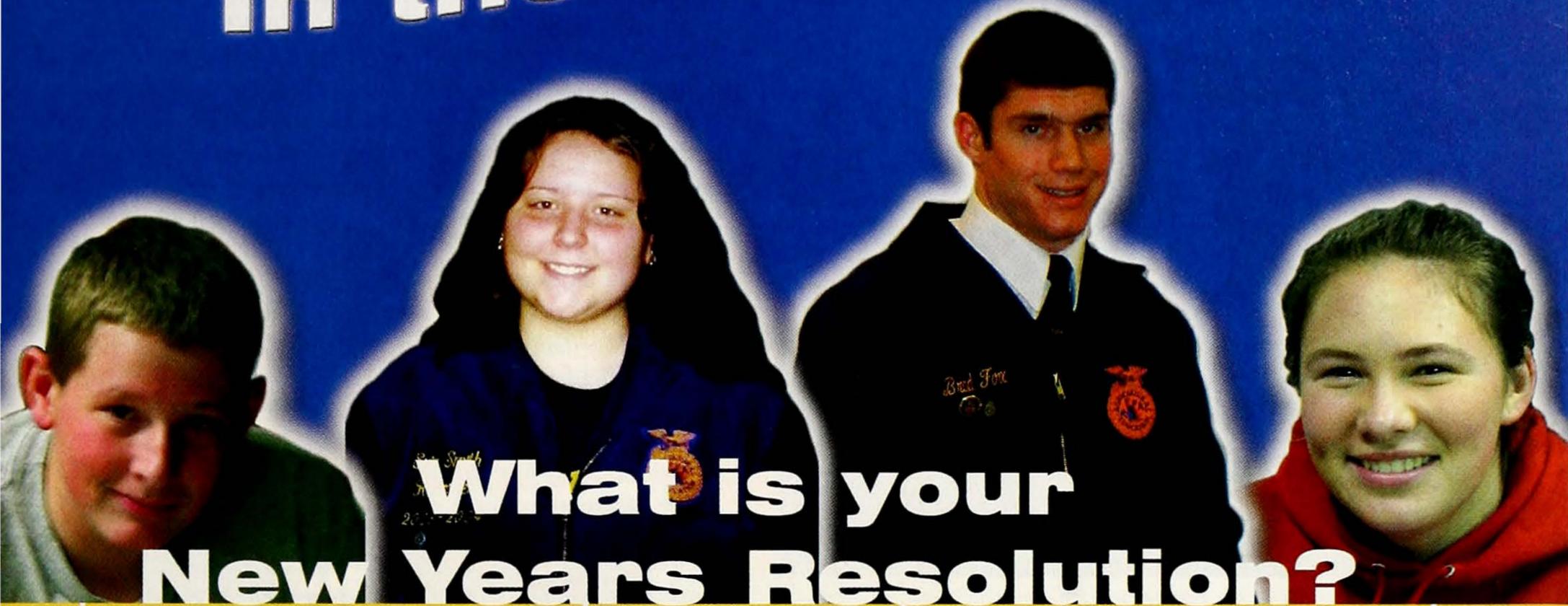
“I encourage FFA members to experience as many career possibilities as they can,” said Mr. Villwock. “Growing up I only experienced agriculture and it would have been nice to explore different opportunities.”

Mr. Villwock envisions Indiana agriculture splitting into two segments in the future: large, low margin, grain producers and value-added. He also sees farmers evolving and changing in the near future.

“Maintaining a valuable livestock industry is the largest issue within Indiana agriculture today,” said Mr. Villwock.

He believes FFA teaches students personal skills, such as how to compromise, how to discuss and debate industry issues, and how to solve problems. He also believes the FFA introduces students to friendships that will last forever. Mr. Villwock is passionate about his career, agriculture, and above all what the FFA does for young people. ■

In the Spotlight!



What is your New Years Resolution?

"My New Year's resolution is to get my grades up and earn academic honors."

Erin Smith
Lanesville FFA

"I want to bring happiness and laughter to those I know and to those I will meet. I want to be able to always look up when the things seem to be against me."

Katie Allen
West Noble FFA

"I want to strengthen my leadership skills. My leadership skills have not been the greatest in the past, so I want to improve my leadership skills so I may help other members and people achieve their goals."

Chris Grimm
West Noble FFA

"I hope to be kind to as many people as possible next year. I want to be a better leader throughout the year and encourage more young people to join my FFA chapter."

Brad Fox
South Adams FFA

Next issue's Spotlight Question: What are your plans for Spring Break?

To share your answer to the Spotlight Question send an e-mail to inffaspotlight@yahoo.com.

Don't forget to attach your picture!

Earning Recognition for Your Hard Work

By Amber Ebbert



Degree and proficiencies are a hot topic in the FFA, but do you really know what those honors mean and how you can earn them? At the last Indiana FFA State Convention, more than 250 members earned state degrees and proficiency awards, but how did they do that?

Earning a Proficiency

Proficiencies highlight student's Supervised Agricultural Experience (SAE) programs. There are 48 proficiency areas ranging from home and community development to specialty crop production. The first step to earning top honors in a proficiency area is to develop a strong SAE program. It is important to keep accurate records of FFA involvement, SAE program development and growth, and hours spent developing the SAE. Deciding which proficiency area a program falls under is also a critical step.

"Filling out FFA proficiencies helped me to develop life skills such as time and money management, accurate record keeping, and the responsibility necessary to run a successful operation," said Brad Clayton of the Wawasee FFA chapter.

Through his hard work and dedication, Brad has earned a spot as a national proficiency finalist in his proficiency area. In addition to earning a plaque and recognition, Brad now has the opportunity to earn scholarship money and possibly earn a paid trip to an international location.

Working Toward a State Degree

The Indiana state degree is the highest honor awarded at the state level. Recipients of this degree must keep accurate records of the number of hours spent in agricultural education courses, SAE development, and FFA involvement. Eligibility for the state degree is usually dependant upon the extent of development of the SAE program. Detailed and accurate financial records are critical for completing the application for the state degree.

"Filling out my state degree was the next step in order to become more involved at a higher level," said Christina Harp, a senior at North Montgomery High School and District IV President. "Without your state degree, you are not able to be a district president, serve on the state executive committee, become a state officer, or be a voting delegate at national convention."



How to Get Started

Past degree recipients, proficiency applicants, and FFA advisors are the best resources to ask for help or advice when filling out an application. The applications are very detailed, but they are well worth the investment of time. The application process teaches FFA members the skills that are difficult to learn anywhere else during high school.

Applications for both SAEs and state degrees are due postmarked by February 18th. If you have questions or concerns, the Indiana and National FFA websites are great sources of information. Visit www.indianaffa.org or www.ffa.org to learn more about either of these programs. If you want to become more active or are looking for a way to earn recognition for your SAE program at the chapter, district, or even the state level, the take the time to fill out a proficiency or state degree application! ■

Indiana FFA Chapter Learns the Challenge of Starting at the Beginning

By Shane Hageman

Chapters across Indiana are doing great things everyday, but can you imagine what it would be like to have to start building a chapter from the ground up? The Lanesville FFA Chapter is located in District XI, about 20 miles west of Louisville.

In 2002, Eric Hess, current chapter president, asked the principal if he could attend the farm progress show even though his school did not have an agriculture program.

“I think that when I confronted my superintendent, I sparked some interest in starting an agriculture program,” said Eric.

One year later, the superintendent from Lanesville approached Gary Geswein, a retired agriculture instructor, to ask him to assist with the formation of Lanesville’s agriculture program. The process of starting the program began with obtaining approval from the state of Indiana. An advisory board was soon established and the Lanesville school board approved the department addition.

Soon after school started there was the first official FFA meeting to recruit new members and elect officers. The meeting resulted

in 17 charter members and six elected officers. The chapter also decided to raise money by collecting walnuts and holding a charter night banquet. For a new chapter, these activities were difficult to set up because they had nothing to go from.

“Getting stuff organized and planned out was hard,” said Eric. “But once we got it all planned, it turned out to not be that big of a deal.”

Lanesville also has been active in trying new Career Development Events (CDEs). Their first event was the Forestry CDE, which made them want to do more. Several members also attended the National FFA Convention in Louisville, Kentucky. Members were astonished by convention and enjoyed meeting new people from all across the country.

“Everything is new for the chapter,” said Mr. Geswein. “But everyone is very capable.”

Indiana is honored to add Lanesville to its roster and looks forward to seeing the chapter grow and succeed in the future. ■

3-2-1 Steps to Success

By Micah Haltom

“Indiana FFA makes a positive difference in the lives of students by developing their potential for premier leadership, personal growth, and career success through agricultural education.”

FFA Mission Statement

Many supporters of the FFA truly believe in its mission, and most programs are designed to support the development of these qualities. How is it that an organization can accomplish all of these goals when they are not for profit? The FFA relies mainly on the generous support of corporate and individual sponsors.

The Indiana FFA Foundation is kicking off a new campaign to gain support for the FFA. The Foundation Board just launched Operation 3-2-1. Led by Mr. MacKinnon, the Indiana FFA Foundation Board has stated the goal of this program is to encourage and assist Foundation Board members to find three individual partners, two corporate sponsors, and one new organization to become a client of the Leadership Center.

③ In their efforts to find three new individuals, board members are trying to reconnect with past FFA members – those with a passion for the FFA – and find ways that individuals can give of their time, talent, and treasurers.

② They are also trying to encourage two new businesses to give financially to the FFA Foundation. To do this they will seek to find businesses or corporations that believe in our mission, the future of their company, and are willing to invest in the future by giving in-kind gifts or other financial arrangements.

① Finally, the board members will make an effort to locate organizations that have stayed at the leadership center and have enjoyed it, or an organization that could utilize our facilities for a retreat.

The efforts of the FFA Foundation Board members will ensure the finances and programs of the Indiana FFA. If you know of someone the Indiana FFA Foundation Board should contact as part of this campaign, or if you would like to donate, contact Christian MacKinnon, executive director of the Indiana FFA Foundation, at (317) 878-5560 or at cmackinnon@mindspring.com. ■

STRAIN YOUR BRAIN

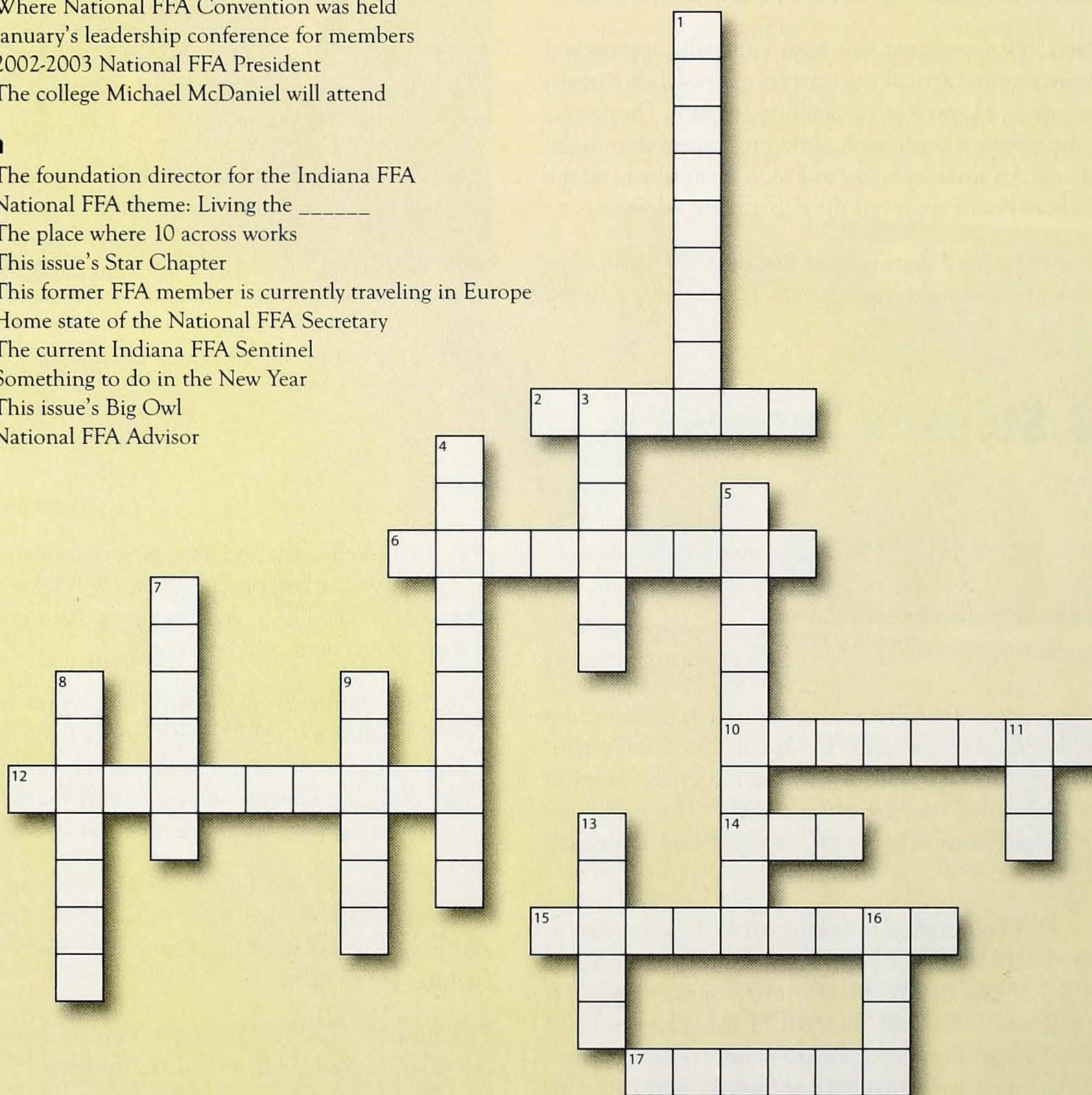
The clues to this crossword puzzle come from this issue of the Impact and from general knowledge of the FFA.
Test your memory by completing this puzzle – if you can!

Across

2. Profiled in this issue as an Indiana FFA partner
6. Where the state officers live
10. This man is job shadowed in this issue
12. Where National FFA Convention was held
14. January's leadership conference for members
15. 2002-2003 National FFA President
17. The college Michael McDaniel will attend

Down

1. The foundation director for the Indiana FFA
3. National FFA theme: Living the _____
4. The place where 10 across works
5. This issue's Star Chapter
7. This former FFA member is currently traveling in Europe
8. Home state of the National FFA Secretary
9. The current Indiana FFA Sentinel
11. Something to do in the New Year
13. This issue's Big Owl
16. National FFA Advisor



Indiana FFA Shines at National Convention

By Micah Haltom

On October 29th through November 1st a swarm of blue jackets took over Louisville, Kentucky, for the National FFA Convention. Over 53,000 FFA members from across the nation gathered in Louisville to “Live the Legacy” and attend this year’s convention.

New Business

Packing up and moving out...moving over, that is! At the convention, delegates voted to pass an amendment that will shift Indiana, Kentucky, Illinois, and Michigan, from the Central Region to the Eastern Region. How does this affect Indiana FFA members? Each of the four regions elects one national officer and both the president and vice president are elected “at large,” meaning they can be from any region. This move changes Indiana’s competition for a national officer candidate.

At convention, FFA members were able to hear from many exciting keynote speakers such as Robin Roberts from Good Morning America. Members also had the opportunity to attend leadership workshops and hear from speakers such as hypnotist Jim Wand. Attendees also heard inspiring words from each of the National Officers as they gave their retiring addresses and listened anxiously to hear the six national officers who will lead and represent the National FFA Organization. Throughout the week, there were many opportunities to meet new people at the Career Show, FFA Shopping Mall, Dances, and Concerts from artists such as Terri Clark and Joe Nichols.



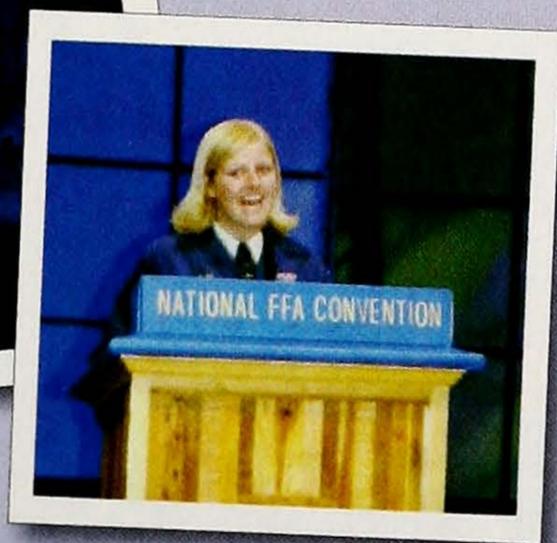
Indiana FFA Members at Convention

Many Indiana FFA members played an active role at this year’s convention.

- Five Indiana FFA members were national proficiency finalists and went through several rounds of interviews at convention.
- Eighty-eight members received their American FFA Degree.
- Several Indiana FFA members and teams participated in Career Development Events.
- Amanda Vore, the 2002-2003 State Secretary, represented Indiana as a National Officer Candidate. As a candidate, Amanda traveled early to convention where she went through several rounds of interviews with about 35 other candidates.

Nine FFA members from Indiana had the opportunity to play an active role in National Convention and the future of our organization by serving as national delegates. The seven state officers plus two executive committee members served as delegates representing Indiana.

“Serving as a delegate was a great experience for me,” said Jill Steiner, District VI President. “I was able to see how FFA business works and that FFA in Indiana is definitely the best.” ■



Indiana FFA

A Celebration of Tradition...A Plan for the Future

Be a part of the 75th Anniversary Celebration for the Indiana FFA! Beginning in June at the 75th Indiana FFA State Convention, you can share in the excitement and help commemorate the rich history of this great organization.

At state convention, you can...

- Participate in celebrations to honor local chapter members
- Watch the opening of a 25-year old time capsule
- Learn the history of the past 75 years in the Indiana FFA.

The 75th Anniversary Celebration will be wrapping up at the 76th Indiana FFA State Convention in 2005, when the new strategic plan for agricultural education will be unveiled.

To find out more information on how you can become involved in the 75th Anniversary Celebration, contact your chapter reporter or the Indiana FFA State Reporter.



Leadership. Growth. Success.

The 75th Anniversary Celebration is nearing...are you ready?



Indiana FFA

www.indianaffa.org

Learning about soybeans can be fun.
(No, really, it can be.)

"Planting Seeds for the Future" is a fun, upbeat and informative video that gives you the facts about your soybean checkoff, the people who drive it and the programs empowering growers across the country. To get your free copy, call 1-888-235-4332.



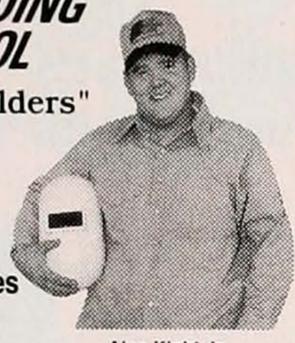


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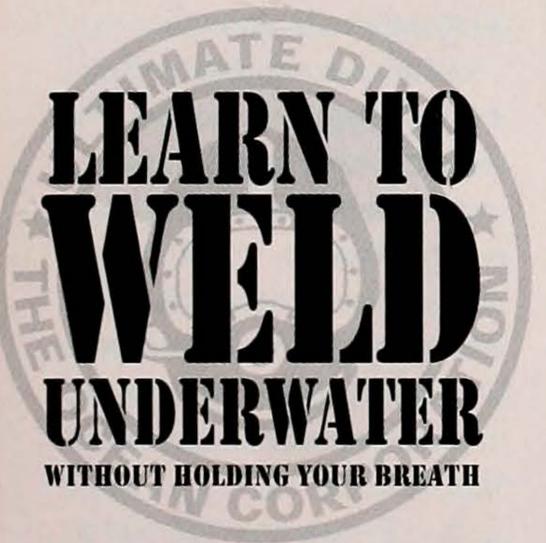
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Vote once for each category.

When we print the results, we'll show the top five vote-getters in each category. In our next issue, we'll recognize the FFA chapters that send in the most surveys.

AGRICULTURAL CAREER _____

FFA FUNDRAISER _____

SCHOOL LUNCH FOOD _____

SCHOOL SUBJECT (BESIDES AGRICULTURE) _____

BOOK _____

FEMALE ACTOR _____

MALE ACTOR _____

BAND/SINGER _____

MALE ATHLETE _____

FEMALE ATHLETE _____

MOVIE _____

OUTDOOR ACTIVITY _____

Contact Info

NAME _____

ADDRESS _____

CITY/STATE/ZIP _____

CHAPTER _____

EMAIL _____



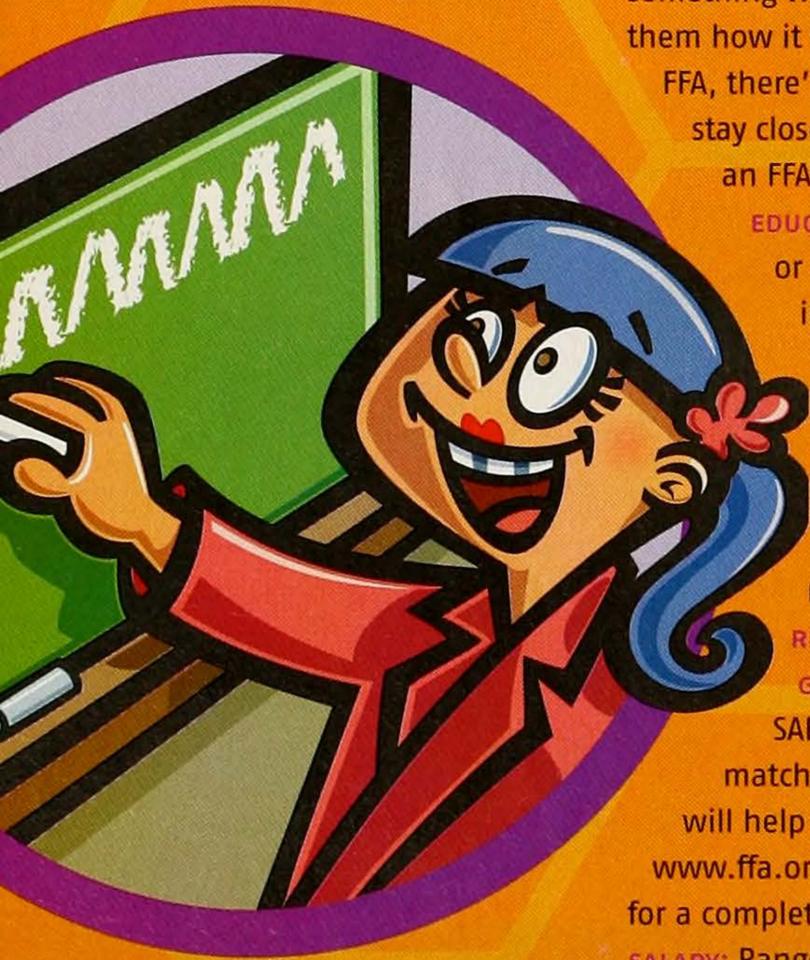
Mail in your What's Hot survey today.
Our address is on page 1.

Here is the solution from the **puzzler** on page 21 of this issue.

P	A	L	S	P	O	M	C	I	T	Y		
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FFA members' top career picks of 2003

We've gone through the mountain of "What's Hot" surveys from 2003, and here are your picks for the "hot" careers in agriculture



Agriculture teacher

Agriculture teachers hold the future of agriculture in their hands. They provide the spark that ignites in young people a passion for the agriculture. By developing hands-on programs, curriculum and activities for their students, they don't just tell young people how something works—they show them how it works. If you love FFA, there's no better way to stay close to it than to be an FFA advisor.

EDUCATION: A four-year or master's degree in agricultural education or a related field is required. High school classes in agriculture are recommended.

RELATED FFA PROGRAMS: Any SAE or CDE that matches your interests will help prepare you (see

www.ffa.org/programs/ for a complete list).

SALARY: Ranges from \$20,000 to \$52,000.

EMPLOYERS: High schools and middle schools.

MORE INFORMATION: The National FFA Organization website has a special section just for students interested in teaching agriculture: www.ffa.org/careers/aged/index.html.



Welder

These days, both humans and robots do the welding at agricultural machinery factories. As a result, many of today's welders are skilled at both manual welding and computer operations and programming. Even though the robots are fast and accurate, they can't function without expert welders at the computer keyboard telling them what to do.

EDUCATION: A two-year degree in welding is minimum requirement. A four-year degree in engineering greatly enhances opportunities for management positions. High school classes in agricultural mechanics, math and computers are recommended.

RELATED FFA PROGRAMS: Agricultural mechanics SAE and CDE.

SALARY: Ranges from \$20,000 to \$70,000.

EMPLOYERS: Equipment manufacturers and repair shops, construction companies and farms.

MORE INFORMATION: Search for "welder" at the FFA ag career database (www.ffa.org/careers/index.html); American Welding Society (www.aws.org).



Forester

With wildfires an ever-present danger in the heavily forested areas of the western and southeastern United States, foresters play an increasingly important role in managing our forests. One of their key roles is to prevent, detect and suppress fires, which can ravage entire forests, homes and other nearby structures. They also are involved in tree harvesting, planting, prescribed burning, trail maintenance and forest-wide data collection.

EDUCATION: A four-year or master's degree in forestry is required. High school classes in agriculture and science are recommended.

RELATED FFA PROGRAMS: Forest management and production, Environmental science and natural resources management SAEs; Forestry CDE.

SALARY: Ranges from \$26,000 to \$52,000. The average for established foresters in the U.S. government is \$47,600.

EMPLOYERS: Federal, state and local government agencies and universities.

MORE INFORMATION: Search for "forester" at the FFA ag career database (www.ffa.org/careers/index.html); also visit the Society of American Foresters website (www.safnet.org).

Veterinarian

Wherever there are animals, there are veterinarians, whether it's in downtown Chicago or in rural New Mexico. Considered a dream job by many FFA members, this is a rewarding career for animal lovers, but the number of applicants accepted at veterinary schools is extremely limited. Vets, who usually specialize in either large or small animals, treat diseases and injuries, immunize and inspect animals and provide owners with advice on animal care.

EDUCATION: A degree from one of the 27 veterinary schools in the U.S. is required. Before being accepted, many students already have four-year degrees in biology, animal science or a related field. High school classes in agriculture, science and math are recommended.

RELATED FFA PROGRAMS: Any SAE or CDE involving work with animals (see www.ffa.org/programs/ for a full list)

SALARY: Starts in the \$28,000 to \$44,000 range.

EMPLOYERS: About one-third are self-employed, in solo or group practices. Others work for the government, zoos, animal food and pharmaceutical companies.

MORE INFORMATION: Search for "veterinarian" at the FFA ag career database (www.ffa.org/careers/index.html); also visit the American Veterinarian Medical Association website (amva.org).

Landscaper

If you love to be outdoors and you enjoy planting, pruning and trimming trees, flowers and shrubbery, you just might have found your calling. Landscapers are experts at growing things, but they also mow grass and perform light construction work (building stone and brick paths, retaining walls and sheds). Most of the work is performed outdoors, which poses a problem for landscapers in cold-winter locations, where many turn to snow removal and small engine repair while the snow is on the ground.

EDUCATION: A two-year college degree is advised for those who want to manage a landscaping company or start their own business. High school classes in agriculture and business are recommended.

RELATED FFA PROGRAMS: Landscape management SAE; Nursery and landscape CDE

SALARY: Ranges from \$9 to \$14 per hour.

EMPLOYERS: Landscaping companies, government agencies and real estate developers.

MORE INFORMATION: Search for "landscaper" at the FFA ag career database (www.ffa.org/careers/index.html).



Florist

Working with flowers and foliage, florists must be creative and skilled in principles of color and design. They create arrangements appropriate for such occasions as weddings, parties, funerals and holidays. Depending on the size of the business, a florist might also be involved in growing flowers, buying flowers, marketing, keeping books and making deliveries.

EDUCATION: A two-year degree in floriculture, horticulture or a related field is required. High school classes in agriculture and business are recommended.

RELATED FFA PROGRAMS: Floriculture SAE and CDE.

SALARY: Ranges from \$15,000 to \$28,000.

EMPLOYERS: Florists and grocery stores.

MORE INFORMATION: Search for "florist" at the FFA ag career database (www.ffa.org/careers/index.html); also visit floralshops.com, which has useful information, including a list of floral schools.



Farmer

This is one of the oldest professions in the world, and it's where FFA started. Even though the number of farmers has dropped over the years, many FFA members are already farming and plan to continue doing so. To stay in business, today's farmers need to be smart when it comes to technology, business, foreign markets and government agricultural policies.

EDUCATION: A four-year degree in agriculture is strongly recommended. High school classes in agriculture and business are recommended.

RELATED FFA PROGRAMS: Any SAE and CDE that matches your specific interests in farming (see www.ffa.org/programs/ for a complete list).

SALARY: Varies widely based on the type and size of farming operations.

EMPLOYERS: Many are self-employed, others manage or work at farms.

MORE INFORMATION: Search for "farmer" at the FFA ag career database (www.ffa.org/careers/index.html).



CONTINUED >

Career Q&A

FFA NEW HORIZONS ANSWERS YOUR CAREER QUESTIONS

QUESTION: Hi! My name is Rachel and I am from Oklahoma. . . I have a career question: I love working with animals, especially cows. But it seems like the only career choice is to be a vet, but I don't want to go to college for so long! So, what kinds of career choices are there? Your response would be deeply appreciated!

ANSWER: As you probably know, a top career choice among FFA members is veterinarian. It does require several years of school, and just getting in to vet school is difficult. You might consider becoming a veterinarian technician. They are certified to perform many animal care procedures. The advantage: you only need a 2-year degree. The disadvantage: you'll make significantly less money than a vet.

QUESTION: Hello, my name is Tyler and I am an FFA member and I have a question. When I get out of high school I want to become a firefighter. Is there anything the FFA can do to help? Any career development events or SAE programs that can help me? Or just any advice ya'll have.

ANSWER: FFA has loads of opportunities for your interest in becoming a firefighter. Check with your FFA advisor to see about joining or starting a forestry CDE team, then consider starting an SAE program related to forestry. This will give you real experience in dealing with issues relating to forests, undergrowth and possibly even fire control and prescribed burning. Then contact local firefighters in your area. You can ask them questions, and explore the possibility of joining the department. For more information, search for "firefighter" at the FFA ag career database: www.ffa.org/careers/index.html.

Read all about it!

CHECK YOUR LIBRARY AND THE INTERNET FOR THE FOLLOWING RESOURCES:

Books

The American Almanac of Jobs and Salaries
by John Wright

Occupational Outlook Handbook
by the U.S. Department of Labor Bureau of Labor Statistics

Websites

FFA Career Center
The National FFA Organization agricultural careers database
www.ffa.org/careers/index.html

Occupational Outlook Handbook
The U.S. Bureau of Labor Statistics' career database
<http://stats.bls.gov/oco/home.html>

Peterson's Education Portal
<http://www.petersons.com/>

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FFA NEW HORIZONS
P.O. BOX 68960
INDIANAPOLIS, IN 46268-0960
E-MAIL: EGAUKEL@MINDSPRING.COM



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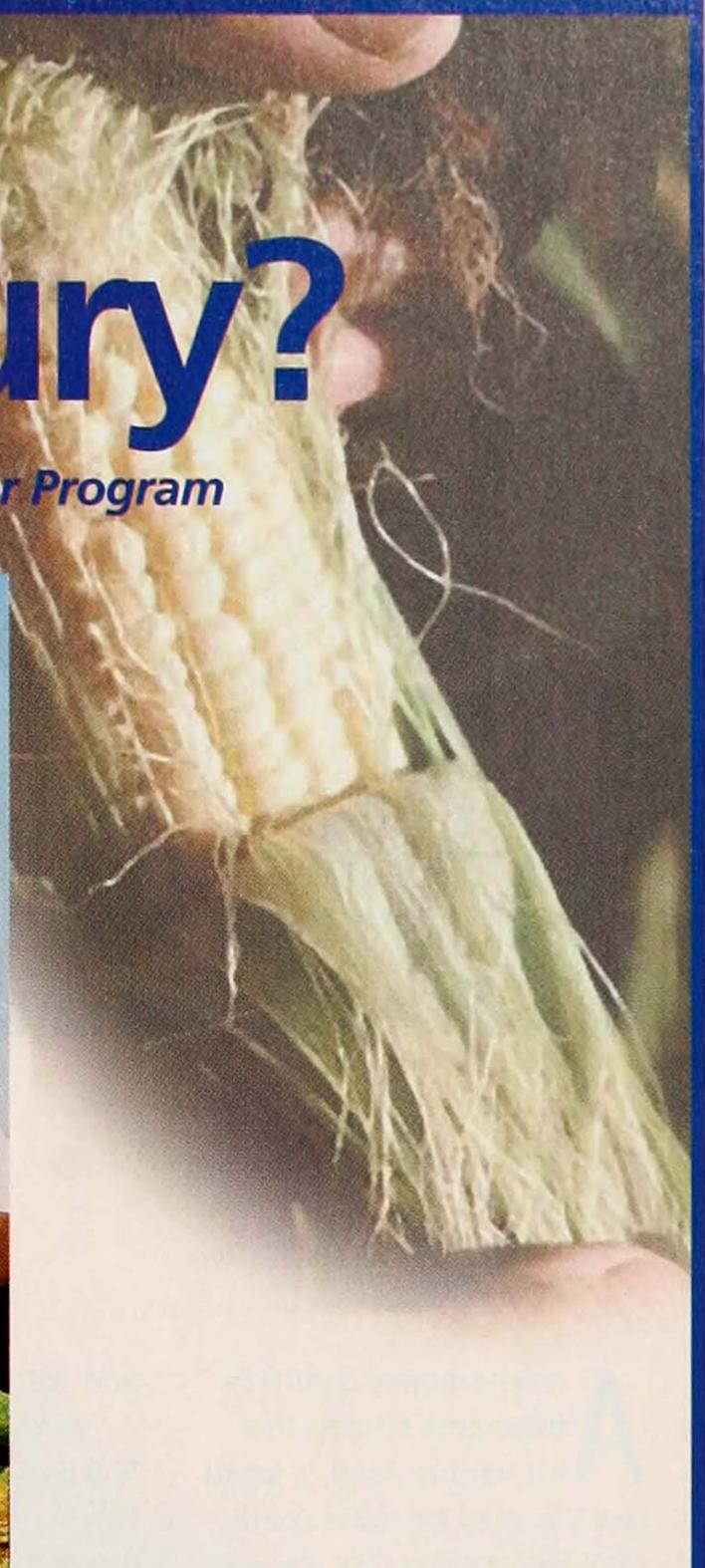
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Built to last

An FFA chapter helps a financially strapped elementary school build a new playground center

By Kenzie Whitefield and Amanda Matthews, FFA members from the Paoli FFA Chapter in Oklahoma

A recent money crunch in Oklahoma schools has hit hard in Paoli, a small town located 60 miles south of Oklahoma City. The townspeople are close-knit and family oriented; and the school system is an integral part of community life.

The town's elementary school has been making an ongoing effort to raise money for new playground equipment for several years. Elementary principal Paula Tooman was getting desperate for any help when she decided the best help was right outside her back door—literally.

Located right next to the elementary is the Paoli High School agriculture building and agriculture teacher Lyndell West. Tooman engaged the help of West and his FFA chapter for a new playground center, complete with slide

and balance beams.

West, in turn, enlisted a few dozen students in his FFA chapter to design and perfect playground unit large enough to hold kids from several classes of students at once on their recess.

"It was an awesome task to think about," West said. "I told my students the elementary needed our help, and they were glad to chip in and tow the line."

Taking time out of their class after their schoolwork was finished, the students, both girls and boys, worked diligently. The elementary school paid for the materials and had them delivered to the ag barn, and the FFA members worked tirelessly, welding, fitting pieces together, measuring and cutting metal pipes and other materials.

West also confirmed that

many hours before and after school were spent on the project. "I couldn't believe how enthusiastic the kids were about the project," West exclaimed. "If they messed up, they started over with no complaints. The kids just wanted to do all they could to help out during this money shortage our state seems to be experiencing."

Finally, after six months of labor, on Monday, May 6, 2003, both schools performed a ribbon cutting ceremony signaling the end of one of the largest projects designed and built by the chapter.

"We first built our football stadium pressbox, so I knew that we could do this job as well," West proclaimed.

"It's unbelievable," said Tooman. "I can't believe these kids have designed, built and installed this unit in just a short period of time. We could

never have afforded this massive structure with all of our budget cuts."

Approximately 40 students took part in building the six-station structure, with houses, balance beams, ladders, a fire pole, slide, a hang glider and monkey bars.

Paoli school board member Mike DeArman also participated by taking the unit to Tulsa on his trailer to go through a galvanization process so it will never have to be repainted. West knows that without DeArman's help, the project would have taken much longer.

West said that the project was definitely a full-time job, but he remains proud of his students. "They are immensely proud of the structure and enjoyed getting to show it off in front of the news reporters and the community during the ribbon-cutting ceremony." ★





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what's hot

Here's how FFA members from across the U.S. voted in our last poll. You'll find our new survey on page 13.

All surveys sent to FFA New Horizons are used in tabulating the results. Here are the chapters, in alphabetical order, that sent in the most surveys:

Escondido, FFA
Escondido, California

Fulton County FFA
Hickman, Kentucky

Hamilton-Anza FFA
Anza, California

Manning FFA
Manning, South Carolina

Pine Ridge FFA
Deltona, Florida

Saline FFA
Saline, Michigan

Wellston FFA
Wellston, Oklahoma

Wilcox Central FFA
Camden, Alabama

TOP 5 MOVIES

2 fast 2 furious
pirates of the caribbean
a walk to remember
bad boys II
the lord of the rings

TOP 10 AGRICULTURAL CAREERS

agriculture teacher
farming
veterinary medicine
animal science
agricultural mechanics/welding
landscape maintenance,
architecture and design
wildlife management
agricultural law
agricultural business
environmental and soil conservation

TOP 5 FFA FUNDRAISERS

fruit sales
candy sales
meat sales
magazine sales
car wash

TOP 5 SCHOOL LUNCH FOODS

pizza
chicken
burgers
taco salad
fries

TOP 5 NON-AG CLASSES

math
p.e.
english
science
history

TOP 5 BOOKS

harry potter books
the bible
holes
the outsiders
a child called it

TOP 5 COUNTRY BANDS

kenny chesney
rascal flats
tim mcgraw
toby keith
faith hill

TOP 5 NON-COUNTRY BANDS

50 cent
good charlotte
eminem
tupac shakur
linkin park

TOP 5 FEMALE ACTORS

jennifer lopez
julia roberts
halle berry
sandra bullock
kate hudson

TOP 5 MALE ACTORS

adam sandler
vin diesel
denzel washington
ben affleck
jim carrey

TOP 5 MALE ATHLETES

kobe bryant
michael jordan
tiger woods
chipper jones
allen iverson

TOP 5 FEMALE ATHLETES

anna kournikova
venus williams
serena williams
mia hamm
lisa leslie

puzzler

BY MATT GAFFNEY

Across

- 1 FFA mentoring program
- 5 Cheerleader's cousin, for short
- 8 Dallas, St. Louis, or Wichita
- 12 "Now where did ___ that?"
- 13 Country where leprechauns come from: abbr.
- 14 Smell
- 15 Fly like an eagle
- 16 "On your marks, ___ set, go!"
- 17 TV program that tells you what's going on in the world
- 18 New National FFA president, for example
- 21 Split ___ soup
- 22 Five minus four
- 23 Santa ____, Calif.
- 26 Kind of dessert
- 28 Long, epic stories
- 32 Futurist and former national FFA officer who was a convention keynote speaker
- 35 Sports stadium
- 36 Kind of poem
- 37 Month after April
- 38 They cool you down in summer: abbr.
- 40 Fitting
- 42 Not to be opened until the 2028 National FFA Convention
- 47 Secret way of communicating
- 48 In a ___ (stuck)
- 49 Girl's name
- 51 Popular brand of computers
- 52 Had some food
- 53 Opposite of good
- 54 Ice cream brand
- 55 Place for a 21-across
- 56 It's planted, then it grows

Down

- 1 Detectives, for short
- 2 Each: 2 wds.

1	2	3	4		5	6	7		8	9	10	11
12					13				14			
15					16				17			
	18			19				20				
			21				22					
23	24	25		26		27		28		29	30	31
32			33				34					
35						36				37		
			38		39		40		41			
	42	43				44				45	46	
47					48				49			50
51					52				53			
54					55				56			

- 3 Hawaiian party
- 4 ___ throat
- 5 A girl may wear her hair in one
- 6 Cookie that's black and white
- 7 Subway system in Washington or Paris
- 8 Hide
- 9 "That's a great ___!"
- 10 Little version of 8-across
- 11 They're twelve months long: abbr.
- 19 Find a new one
- 20 Parts of shoes
- 23 State next to Miss.
- 24 Neither here ___ there
- 25 Amaze
- 27 Prefix with "system" or "tourism"
- 29 Diamond or sapphire
- 30 One day ___ time
- 31 Place for a pig
- 33 Tooth coatings
- 34 Made some adjustments
- 39 ___ metal
- 41 Songs
- 42 Three-___ sloth
- 43 How a person doing nothing sits
- 44 Car
- 45 Beautiful emotion
- 46 One of the five Great Lakes
- 47 Career Development Event: abbr.
- 50 Advanced Leadership Development: abbr.

You'll find the solution to this issue's "Puzzler" on page 13

your money

TIPS ON MANAGING YOUR CASH

BY CHRIS HAYHURS

A Business of Your Own

How to get started as an entrepreneur



So you have an idea for a business. Maybe it's something for the summer—a few months worth of hard work perfectly calculated to keep you flush the following school year. Or maybe it's something far bigger, something that entails major planning, time and investment.

Whatever the case, if owning and operating a business is on your agenda, it wouldn't hurt to brush up on a few business-start-up basics. That first step, after all, can be the key to business success.

Step 1: The big idea

First thing's first: You need the idea. And it has to be good. According to Karen Axelton, executive editor of *Entrepreneur Magazine*, the best way to ensure your idea is a good one is to first run it by your friends and family. Then take it to a mentor—someone you know who has business experience of their own, whether it's a relative, your agriculture teacher or someone in the community. See what everyone thinks, and get a feel for whether your optimism is justified.

You should also talk to the people you'll be selling your product or providing your service to. Are they interested in what you have to offer? Are services already in place that

people are happy with? Do a little market research. Does your town really need another lawn-service business? Will the hydroponics system you're making sell? A good business fills a niche that no one else is filling.

Step 2: The Plan

Once you've established a demand for your product, sit down and put together a business plan. A business plan is a short description of exactly what you hope to do with your business and how you plan to achieve those goals. Make a list of potential problems that might come up and another list of solutions to those problems. Determine how much cash you'll need to get started, and decide how much you can charge for your service. "Good planning can be the key to success," says Axelton.

Step 3: Marketing

With your plan in hand, it's time to get the word out. Tell your friends and family what you're doing, and ask them to tell others. Make business cards and pass them out whenever you can. Stuff flyers under people's doormats. Put an ad in the paper. Get a booth at the local fair.

Another excellent marketing tool is the media. Local papers and television and radio stations

often jump at the opportunity to highlight the achievements of ambitious teenagers. Put together a one-page press release—describing who you are, what your business is, and why it's so interesting—and send it to the editor. They just might ask for an interview and make you the subject of a story.

Step 4: Money and Legal Details

If you'll need a business bank account to keep your finances in order, you'll have to find someone over age 18 to join you as a partner. An easy solution to this is to ask your parents to sign the paperwork.

Certain businesses have other legal issues as well. If you plan to design websites, for example, you need to know your liability if a client's site is invaded by hackers. The only place for solid legal advice is a lawyer. Again, use your youth status to your advantage—a local lawyer might be willing to give you free advice.

Lastly, there's the cost of doing business. Most teens start with their own savings, or they borrow money from

friends or family. If you ask people to chip in, include a letter explaining exactly how you plan to pay them back.

Throughout your start-up days, remember to stay positive, and keep in mind you have nothing to lose. "It's a great idea to get started in business when you're young," says Axelton. "There's no reason not to, and you can learn so much." ★

Just for FFA Members

IF YOU THINK YOUR BUSINESS PLAN IS TOP NOTCH, BUT COULD USE A LITTLE CASH TO GET THE BALL ROLLING, IT MIGHT PAY TO CONSIDER THE NATIONAL FFA AGRI-ENTREPRENEURSHIP PROGRAM. THE PROGRAM OFFERS FINANCIAL AWARDS TO FFA MEMBERS WITH GREAT BUSINESS IDEAS AND SOLID PLANS FOR PUTTING THOSE IDEAS INTO ACTION. STATE WINNERS TAKE HOME \$100 FOR THEMSELVES AND A MATCHING \$100 FOR THEIR CHAPTER. TEN NATIONAL WINNERS RECEIVE \$1,000 EACH AND ARE RECOGNIZED AT THE NATIONAL FFA CONVENTION. YOU'LL FIND MORE INFORMATION, INCLUDING AN APPLICATION, AT

WWW.FFA.ORG/PROGRAMS/AG_ENT/INDEX.HTML



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Last Laff

Q: What kind of car do cows drive?

A: A Cattle-lac.

Marcus Goree
SIMSBORO, LOUISIANA

Q: When can you add two to 11 to get one?

A: On a clock.

Monica Frisbee
COVINGTON, TENNESSEE

Q: What kind of animal has more lives than a cat?

A: A frog. It croaks every night.

Kelli Bajema
LARCHWOOD, IOWA

Q: What is an alligator's favorite thirst quencher?

A: Gatorade.

Lisa Miller
LAFARGE, WISCONSIN

Q: What has grain but no cattle, a root system but no hair and a bark but no bite?

A: A tree.

Cliff Van Der Ven
WHITTIER, NORTH CAROLINA

Q: If your mother runs marathons, your dad runs relays and you can sprint, then what's the deal?

A: It must run in the family.

Melissa Yetter
CLAREMORE, OKLAHOMA

Q: What do trees do for fun at night?

A: They have a lumber party.

Shana Woodworth
THOMPSONVILLE, ILLINOIS

Q: What was the tortoise doing on the highway?

A: About one mile per hour.

Alyssa Murphy
STAUNTON, VIRGINIA

Q: Why did Beethoven get rid of his chickens?

A: They kept saying, "Bach, Bach, Bach."

Wendy Henderson
DICKENS, TEXAS

Q: What do you get out of two banana peels?

A: A pair of slippers.

Robert Camacho
PEORIA, ARIZONA

Q: Why don't seagulls fly over the bay?

A: Because then they'd be bagels.

Ronni Anderson
PLENTYWOOD, MONTANA

Q: What has a bed but never sleeps?

A: A river.

Morgan Andrews
CHICAGO, ILLINOIS

Q: What do you call a fly with no wings?

A: A walk.

Rena Berrett
JORDAN VALLEY, OREGON

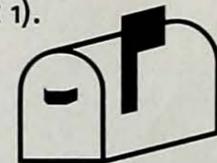
Q: What do you get when Big Foot steps in your garden?

A: Squash.

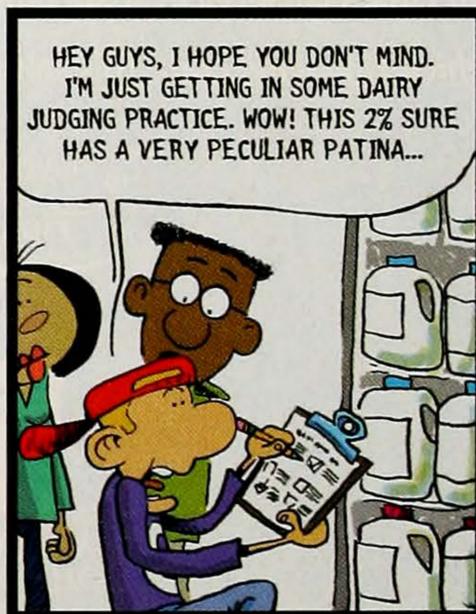
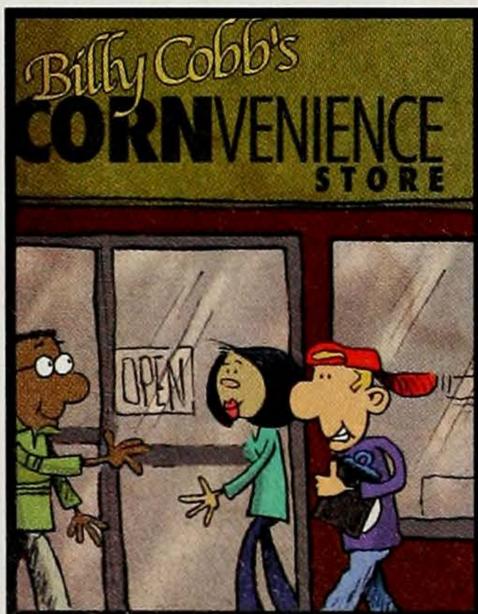
Curtis Hayse
LEITCHFIELD, KENTUCKY



WE'LL PAY FIVE BUCKS FOR EACH JOKE SELECTED ON THIS PAGE. IF WE RECEIVE DUPLICATE JOKES, THE PERSON WHO SENT IT IN FIRST GETS THE CASH. BECAUSE WE RECEIVE SO MANY JOKES, WE CAN'T ACKNOWLEDGE OR RETURN YOUR CONTRIBUTIONS. WRITE YOUR JOKE ON A POSTCARD OR SHEET OF PAPER AND MAIL IT TO US (YOU'LL FIND OUR ADDRESS ON PAGE 1).



Agrinuts by Jim Bradshaw



GRAB LIFE BY THE HORNS



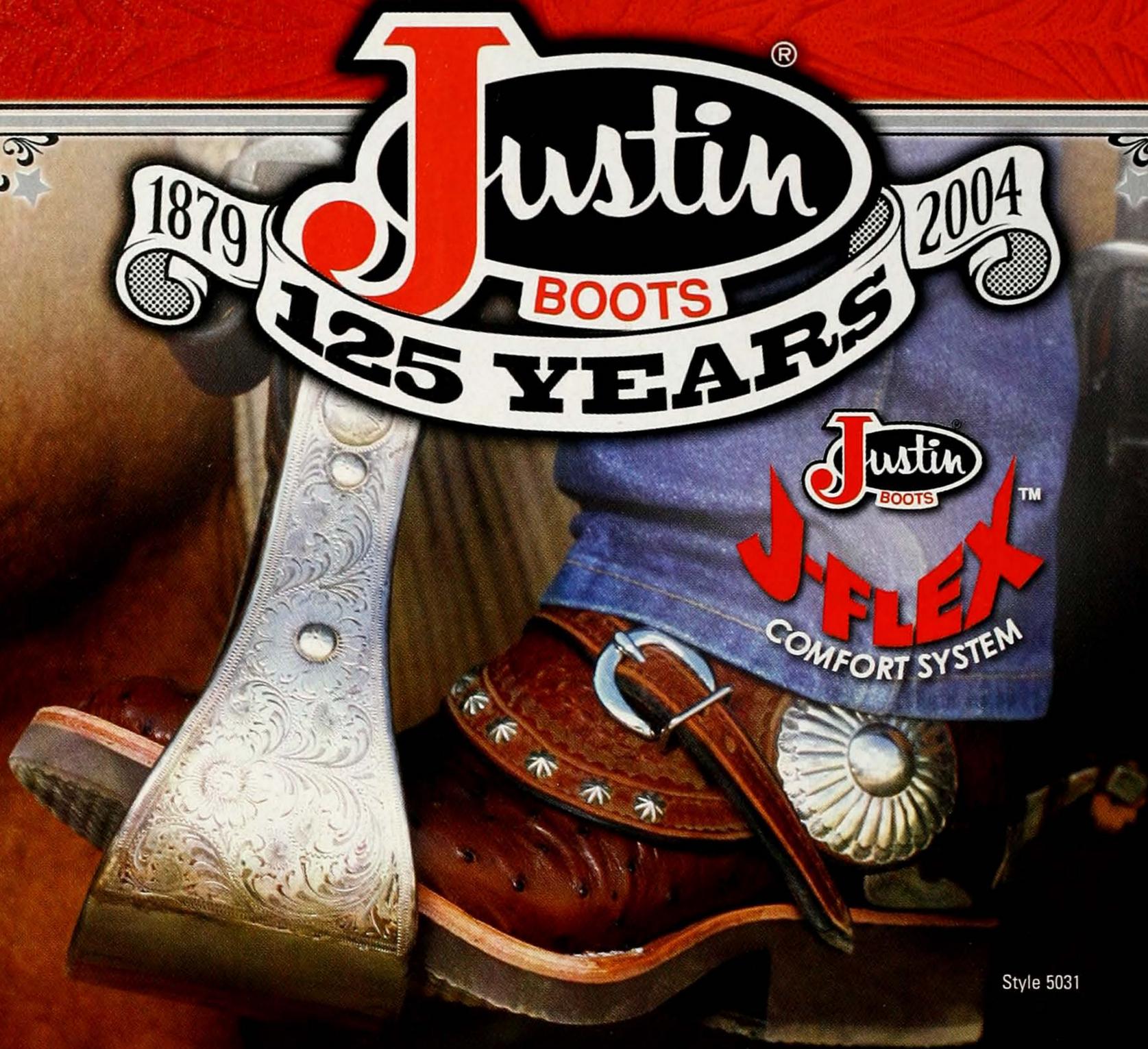
DODGE



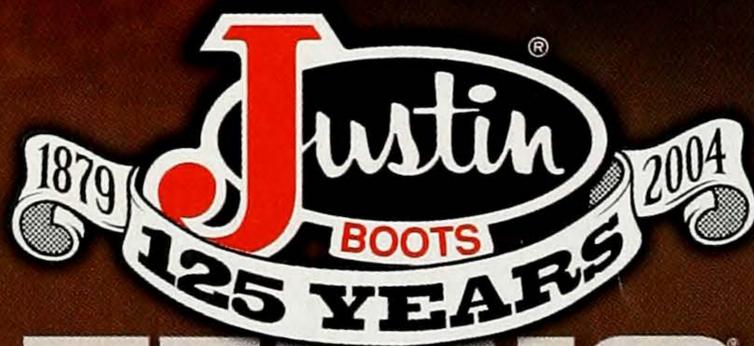
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