

**Florida Farm Bureau Federation
Young Farmers & Ranchers Achievement Award**

Rules for 2022 FFBF Annual Convention Competition

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Purpose:

Recognize young farmers/ranchers for their achievements in production agriculture and leadership.

Background

The Florida Farm Bureau Federation (FFBF) annually conducts a Young Farmers & Ranchers (YF&R) Achievement Award competition. County Farm Bureaus are encouraged to promote this activity among YF&R members. Selection of the winning YF&R competitor is based on his/her efforts in production agriculture and leadership achievement. Participation in this program with individual recognition and the resulting publicity will help build the organization. **The ideal candidate(s) for the Achievement Award is an individual or couple involved in production agriculture with a majority of his/her gross income subject to farm and/or ranch risks.** It is recommended that state Farm Bureaus provide, as part of the state recognition award, an expenses-paid trip to the AFBF Annual Convention held in 2023 in San Juan, Puerto Rico, Jan. 6-11. Appropriate recognition will be given to all competitors in attendance at the FFBF Annual Convention. The FFBF YF&R Committee and the FFBF Staff will coordinate the program at the State level.

COVID-19: If FFBF is unable to hold the 2022 Annual Convention in-person due to COVID-19, the competitive events will be held virtually, and all applicants should be made aware of this possibility prior to their application. If the competition will be virtual, all contestants will be given the opportunity to withdraw their application for 2022 to ensure eligibility for future years.

Information about the Achievement Award applicant is requested on the entry form. ALL INFORMATION IS HANDLED IN STRICT CONFIDENCE AND IS DESTROYED AFTER JUDGING IS COMPLETED.

Eligibility:

The ideal candidate(s) for the Achievement Award is an individual or couple involved in production agriculture with a majority of his/her gross income subject to farm and/or ranch risks.

- An applicant can be either an individual or a couple that is married or has similar legal rights under the law applicable to the state Farm Bureau organization. Applicant may choose to apply individually, rather than as a couple.
- Applicant(s) shall be a Farm Bureau member(s) between the ages of 18 and 35 in good standing with his/her county Farm Bureau. The individual or spouse/spousal-equivalent shall have reached his/her 18th birthday at the time he/she qualifies for the national competition and shall not have reached his/her 36th birthday by Jan. 31, 2023.
- Applicant(s) must be actively engaged in farming and/or ranching, with the majority of his/her gross income coming from production agriculture. Applicant(s) must have at least three years of financial records showing that the majority of income came from production agriculture.
- Applicant(s) may only compete in one national YF&R Competition per year.
- Past and present members of the AFBF Young Farmers & Ranchers Committee and/or their spouse are not eligible to compete.
- Previous AFBF Achievement Award competitors are not eligible to compete. Past state YF&R Achievement Award winners are eligible if they have not previously competed at the national level.
- Current employees or agents of county, state and/or the American Farm Bureau organizations and their affiliates are not eligible to compete. An affiliate is defined as an entity owned or controlled in whole or in part by another entity through, for example, ownership (including partial ownership) or positions on the board of directors. Past employees who were responsible for implementing any of the YF&R Competitive Events at the state or national level are ineligible.

Entry Form & Application Guidelines

- Do not use applicant's name, the name of his/her state or county, or any names that may bring about the recognition or identification of the applicant's state beyond the entry form. The written versions of the application have a search feature to locate any identifiers.
- The entry form and application must be completed in first person narrative (i.e. I, me, we, etc.) for questions 1-9 and 13. "A1"/"A2" may not be used for questions 1-9. Applicants must use "A1"/"A2" to denote each applicant for all of question 10-12.
- The Financial Success section must be typed and notarized; handwritten financial forms will be disqualified. If the notarization includes a state identifier such as a state name or seal, the identifier needs to be blacked out.
- Do not use abbreviations or acronyms, unless it has been spelled out once with the abbreviation in parentheses behind it. For example, United States Department of Education (USDE). FFBF, FB, and YF&R are acceptable to use throughout the application.
- The attached entry form and application is an example of the information needed for the official online application. Authorized state representatives will have access to the online portal for official state submission. No emailed or mailed entry forms or applications will be accepted.
- State Farm Bureaus have permission to reproduce the attached entry form for state-level competition or as a recruitment tool.
- It will be up to the judges' discretion to deduct points if applicants include activities before they were 18.

Note: Disregard of the guidelines will result in disqualification of the application.

Judging

- The entry form and application of each state entry will be coded upon receipt by AFBF. The applicant's name and state will not be revealed to the judges until judging is completed.
- Judging is based on the application sent to FFBF and an on-farm interview for the top three competitors.
- A panel of three qualified judges will select the State winner. The Top 3 competitors will be interviewed by the same three judges who reviewed the written applications.
- Interviews will be up to 120 minutes in length and are intended to evaluate the competitor's command of the farm/ranch business and financials, familiarity of the contents of the application and appreciation for the value of Farm Bureau (see rubric). In addition to the 5 points allocated for the interview, judges may alter scores from other sections based on what they learn during the interview.
- During the interview process, only the named applicant(s) on the entry form is permitted into the interview, and the applicant(s) should refrain from using the name of his/her state or county, or any names that may bring about the recognition or identification of his/her state. Applicants can refer to each other by their first name throughout the interview.

Scoring:

Category	Points
1. Personal Background	10
2. Scope of Farm/Ranch	10
3. Growth & Achievements	20
4. Management Decisions	15
5. Goals & Planning	10
6. Overcoming Challenges	10
7. Financial Success Part 1: Debt-to-Asset Ratio and Profit	25
8. Financial Success Part 2: Analysis and Record Keeping	25
9. Financial Success Part 3: Off-Farm Income	10
10. Leadership Experience: Farm Bureau	30
11. Leadership Experience: Other Ag Organizations	10
12. Leadership Experience: Other	10
13. Leadership Growth and Development	10
14. Interview (Top 3 competitors only)	5
TOTAL POINTS	200

State Promotion of National Awards

State Farm Bureaus are required to advertise the national prizes **one** time during the year through a print advertisement, an article in the state's publication(s), or on social media. These promotions will qualify the state entries to receive the national prizes, should they be the winner or finalist of one of the national competitions. **Promotion must be specific to promoting the AFBF YF&R competitions and must recognize the national sponsors.**

PowerPoint Competitor Template

PowerPoint competitor templates that highlight the state entry must be completed using the template provided by AFBF. This template is available from the state YF&R coordinator. It should include the applicant's 500-character bio written in third person and 2-3 pictures of the applicant and his/her agricultural operation or involvement. Please include crediting information for photos in the appropriate section of the signature page. *All pictures and presentations become the property of AFBF.*

Deadline

States are encouraged to select their entries in time for recognition at their state annual meeting. The state's entry form and application must be submitted via the online portal **on or before 12:00 p.m. (noon) EST Dec. 14, 2021.** **The state's signed verification form, signature page, national awards advertisement and competitor PowerPoints are also due at this time** to be considered for national recognition and awards.

**Florida Farm Bureau Federation
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2022 Entry Form

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Please submit this form via the online application process. No emailed or mailed entry forms or applications will be accepted.

The state's entry form and application must be submitted via the online portal **on or before 5:00 p.m. EST June 8, 2022.**

The data below and throughout the application applies to you and your spouse/spousal-equivalent, if married. Please indicate "Applicant 1" (A1) and "Applicant 2" (A2) on questions 10-12.

Applicant(s)*: A1: _____ A2: _____
**Will be used in the program and for recognition*

Phonetic Pronunciation: A1: _____ A2: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Phone: _____

Email: _____

Date of Birth: A1: _____ A2: _____

I (we) hereby certify the information on this entry form and attached application to be accurate and true statements. **AFBF DOES NOT ACCEPT LIABILITY FOR APPLICATIONS SUBMITTED INCORRECTLY BY A STATE FARM BUREAU OFFICE.** AFBF & FFBF reserves the right to use my (our) photos and/or any video footage for use in promoting Farm Bureau. The photos and/or video footage of the undersigned contestant(s) may also be available to Farm Bureau sponsors. By participating in the Event, I (we) warrant that I (we) fully and unconditionally agree to and accept the YF&R official contest rules and the decisions of the FFBF & AFBF YF&R Committee, which are final and binding.

COVID-19

If AFBF is unable to hold the 2022 Annual Convention in-person due to COVID-19, the competitive events will be held virtually. In the event of virtual competitions, changes in timing and format of the competitions are likely to be required. For example, some portions of the competition may take place prior to the virtual convention. Applicants will be advised as soon as possible after the decision is made. If the competitions will be virtual, all contestants will be given the opportunity to withdraw their applications for 2022 to ensure eligibility for future years.

Applicant(s) Signature(s): A1: _____ A2: _____

I hereby certify that the above-named applicant(s) is the official state entry and is therefore eligible to be entered in and considered for FFBF's Young Farmers & Ranchers Achievement Award for 2022.

County President/Administrator: _____ Date: _____

County: _____

- c. List any other related business enterprises and their relationship to/importance in the total farm/ranch. **Approximately 1,500 characters**

- d. Tell us about how you advocate for agriculture. **Approximately 2,000 characters**

2. SCOPE OF YOUR FARM OR RANCH

- a. Explain the ownership structure of your farm/ranch and your vested interest. Please include detail regarding all enterprises in your explanation, if applicable. **Approximately 2,000 characters**

b. What percentage of the farm/ranch management decisions are you responsible for? Please break down for each enterprise, if applicable. **Approximately 1,250 characters - 10 lines**

<u>Enterprise</u>	<u>% Management Decisions</u>
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

c. Please add any additional information that helps explain the previous two responses, if needed. **Approximately 1,000 characters**

d. Describe your role in the operation. Explain specifically your duties and decision-making responsibilities. **Approximately 2,000 characters**

3. GROWTH AND ACHIEVEMENTS

- a. List and describe any production efficiency growth you have achieved since your first year of owning/managing your farm/ranch. Consider achievements such as weaning rates, feed conversion, yields per acre, diversification of crops, herd averages, etc. **Approximately 2,500 characters**
- b. Please tell the story of your farm growth since your first year of owning/managing your farm/ranch. Where were you then and where are you now? Use specific examples to show how your operation has grown and highlight your contributions to the success of the operation over time. **Approximately 3,000 characters**

5. GOALS & PLANNING

Moving forward, what short-term and long-term goals do you have for your farm/ranch? Explain how you plan to achieve these goals. **Approximately 2,500 characters**

6. OVERCOMING CHALLENGES

- a. Describe any major business challenges your farm/ranch has encountered and what you did to overcome them. (policy, financial, family, management, etc.) **Approximately 2,500 characters**

- b. Describe the transition or succession plan(s) you have for your farm/ranch. If you do not have either, please explain. **Approximately 2,000 characters**

7. FINANCIAL SUCCESS: Part 1

NOTE: In considering financial situation, judges will consider the whole application and how the financials are connected to the history, goals and strategies of the farm/ranch. Financials are not to be evaluated independent of the other sections.

- a. Using the grid below, please show your debt-to-asset ratio, including farm/ranch/personal debts and assets for each year requested:

Year	Total Debt (combined farm/ranch and personal debt)	Total Assets (combined farm/ranch and personal assets)	Debt to Asset Ratio (total debt divided by total assets)
First year (____)			
3 years ago			
2 years ago			
1 year ago			
Current year projection			

Please indicate whether the above reflects:

- the portion of the farm/ranch you own, as indicated in 2(a).

OR

- the portion of the farm/ranch for which you make management decisions *if more than the amount you own*, as indicated in 2(b).

Give an explanation of related irregularities or strategies, if needed: **Approximately 1,000 characters**

b. Using the grids below, please show total **farm/ranch** income, expenses and net profit for each year requested. *This should reflect anything related to the farm/ranch business(es) described in the application regardless of marketing practices, production methods or sources.*

TOTAL INCOME = Farm/Ranch Income + All other income related to the farm/ranch business(es)

Other Income Examples: farm bill payments, trade aid, conservation payments, net crop insurance benefits, and/or income derived from the marketing or selling of farm/ranch products/services such as specialty marketing, agritourism, etc. *(do not include off-farm or other enterprises that are unrelated to the farm/ranch operation)*

Year	Farm/Ranch Income	+ All other farm/ranch-related income	= Total Income
First year (____)			
3 years ago			
2 years ago			
1 year ago			
Current year projection			

TOTAL EXPENSES = Farm/Ranch Expenses + Interest + Depreciation

Year	Farm/Ranch Expenses	+ Interest	+ Depreciation	= Total Expenses
First year (____)				
3 years ago				
2 years ago				
1 year ago				
Current year projection				

NET PROFIT = Income - Expenses

Year	Total Income	- Total Expenses	= Net Profit
First year (____)			
3 years ago			
2 years ago			
1 year ago			
Current year projection			

Please indicate whether the above reflects:

the portion of the farm/ranch you own, as indicated in 2(a).

OR

the portion of the farm/ranch for which you make management decisions *if more than the amount you own*, as indicated in 2(b).

Give an explanation of related irregularities or strategies, if needed: **Approximately 1,000 characters**

Accountant Signature: _____

Notary Signature: _____ Notary Stamp:

8. FINANCIAL SUCCESS: Part 2

a. What other ratios or analysis do you use to evaluate the financial success of your farm/ranch? Give details and examples. **Approximately 2,500 characters**

b. Where do you see your greatest financial strengths and weaknesses in your farm/ranch business?
Approximately 2,500 characters

- c. Describe your record-keeping system and any advisors or supporting team members you rely on for evaluating the financial strength of your operation. **Approximately 2,500 characters**

9. FINANCIAL SUCCESS: Part 3

- a. Do you have any other farm/ranch business income not otherwise shown in the financials section (such as supporting agri-businesses)? If so, how is that income used? **Approximately 1,000 characters**

- b. Is any off-farm income earned by you or your spouse and how is that income used? **Approximately 1,000 characters**

- c. What additional income, if any, from inheritances, winnings, etc. did the applicant(s) accept and how is/was it used? **Approximately 1,000 characters**

10. LEADERSHIP EXPERIENCE: FARM BUREAU (from age 18 to current)

Note: This applies to both applicants, if applying together. Please indicate A1 and A2 when applicable.

List Farm Bureau leadership roles, recognitions and/or awards received by the applicant, including service on committees, boards or as officers. Please include years and level of involvement (county, state, national).

*Example: A1 – Elected President of the County Farm Bureau Board of Directors (2018-2019) **Approximately 2,500 characters per section***

County Farm Bureau

State/American Farm Bureau

11. LEADERSHIP EXPERIENCE: OTHER AGRICULTURAL ORGANIZATIONS (from age 18 to current) –

List other agricultural leadership roles, recognitions and/or awards received by the applicant, including service on committees, boards or as officers (i.e. Farm Credit, Soil Conservation, Farm Service Agency, farm cooperatives, adult roles in 4-H or FFA) *Example: A1 and A2 – 4-H, Serves as a 4-H Livestock Club Leader (2013 – present)* **Approximately 2,500 characters**

12. LEADERSHIP EXPERIENCE: OTHER (from age 18 to current) -

List other community and non-agricultural leadership roles, recognitions and/or awards received by the applicant, including service on committees, boards or as officers (i.e. Chamber of Commerce, civic/service clubs, church, school, scouts, coaching, etc.) *Example: A1 – Local Elementary School, Served as Parent Teacher Association (PTA) President (2018-2020)* **Approximately 2,500 characters**

13. LEADERSHIP GROWTH AND DEVELOPMENT

- a. Describe actions you have taken to better yourself as a leader or businessperson. Be specific.
Approximately 2,500 characters

b. Describe your most impactful leadership experience. **Approximately 2,500 characters**

c. Describe your goals for leadership growth and development. **Approximately 2,500 characters**