

Farm & Agribusiness Management

Rule years 2026–2029 · Revision 1 · Published October 9, 2026

0. General Rules & Eligibility

Career Development Events are governed by the NAEA CDE Committee. All events follow [CDE General Rules and Eligibility](#).

Qualification for this event

District qualification	Top 5 teams per district
Students per team	4
Grades	9–12
National qualifying event?	Yes
Timeframe	FFA Convention
Host	UNL Ag Economics Division
Event Superintendents	Dr. Brad Lubben, Dr. Jay Parsons

1. Overview

The Nebraska Farm and Agribusiness Management CDE provides students with an understanding of the basic tenets of (a) economic principles related to business management, (b) use and analysis of records to manage resources, (c) functions of risk management, and (d) business management. Students will recall and apply the material to actual and hypothetical management scenarios that replicate management decisions on farms, ranches, and other agricultural production units.

Objectives

- Analyze business management information.
- Apply economic principles and business management concepts to the decision-making process.
- Evaluate business management decisions.
- Work together cooperatively as a team.

See **Appendix A** for a full list of concepts related to each component of the CDE.

2. Eligibility & Team

Open to students in Grades 9–12. Teams are 4 students. Top 5 teams per district advance. This event is national-qualifying.

- A team consists of four members. A team score consists of the total of four individuals' scores on the written exam plus the team activity score (all certified members must participate in the team activity)

3. What to Bring

Attire

It's recommended that FFA members wear Official FFA Dress. Non-FFA members should wear professional dress.

Supplies

Students should each bring:

- Non-programmable calculator

Equipment provided by the CDE host:

- Two sharpened No. 2 pencils or equivalent
- Scratch paper
- Test booklet
- Scantron (individual event only)
- Laptop/desktop computer (team event simulation only)

4. Event Format

Timing

There will be three event activities and approximately 20 minutes of transfer time. For example, a CDE team could be structured as follows:

A. Individual Exam Activity (60 minutes)

- I. Transfer (20 minutes)

B. Team Decision-Making Activity (60 minutes)

- I. Transfer (20 minutes)

C. Team Simulation Activity (60 minutes)

Total time is estimated to be 240 minutes (4 hours)

Format

Event Components Include:

A. Individual Written Exam (60 minutes, 100 Points per member)

- I. Individual written exam scores are used to calculate both the individual and team score.
- II. The written exam may include any type of question (such as multiple choice, short answer, and fill-in-the-blank). The questions may require calculations to determine the correct answer.
- III. Exam topics will topics outlined in the "Principles and Concepts" section:
 - 1. These three topics will be included every year:
 - a. Financial Statements
 - b. Budgeting
 - c. Analyzing the Agricultural Business
 - 2. Two to four of these topics will be included each year:
 - a. Cash Flow Planning

- b. Marketing
- c. Income Tax
- d. Investment Analysis
- e. Risk Management
- f. Farm Business Organization
- g. Land Measurement
- h. Family Living
- i. Economic Principles

IV. Business management forms and procedures follow the samples and procedures as presented in the most current farm and ranch business management text published by John Deere Publishing.

B. Team Decision-Making Activity (60 minutes, 100 Points)

- I. The team decision-making activity evaluates the ability of team members to work together to use decision-making and problem-analysis skills while applying economic principles and concepts taught in business management.
- II. Members of a team work together cooperatively to complete this section.
- III. Sixty minutes are allowed for completion of the team activity.
- IV. All topics in the outline under the "Principles and Concepts" section can be included in the team activity.
- V. All team members must be involved in the team activity to receive credit. If a team has three or fewer participants, no credit will be allowed for the team portion of the event.
- VI. The team activity has a maximum value of 100 points per team. Points are divided as follows:
 - 1. Team Evaluation (30 points) During the team activity section, the team is observed by an event judge and evaluated on the team's ability to work cooperatively as a group.
 - 2. Team Written Answer Sheet (70 points) The team answers are judged for accuracy and clarity of presentation
 - 3. Speculating, or selling more than one expects to produce **will not be permitted** in the simulation. Use of speculation to inflate a team's revenue **will not be permitted**.

C. Team Farm and Ranch Simulation Activity (60 minutes, 100 points)

- I. The team farm and ranch simulation activity evaluate the ability of team members to apply decision-making, and problem-analysis skills, while applying economic principles and concepts taught in business management to a hypothetical farm and ranch under uncertainty of the weather, market prices, and production.
- II. The hypothetical farm and ranch is a mixed row crop and cow-calf production system over two production years. Participants will be asked to make decisions about the purchase of crop insurance, livestock insurance, hay to feed over the winter, and when to market grain and cattle
- III. All team members must be involved in the team activity to receive credit. If a team has three or fewer participants, no credit will be allowed for the team portion of the event.
- IV. The team activity points are divided as follows:
 - 1. Team Net Profit (50 points) Decisions will result in a final net profit. Points will be awarded on a curve with the team with the highest net profit receiving 50 points and the team with the lowest net profit receiving 0 points.
 - 2. Team Net Profit Sensitivity (50 points) The decisions made throughout the two production years will be tested against the entire set of possible production and marketing scenarios to determine how sensitive the achieved net profit is to market conditions. Points will be awarded on a curve with the team with the

lowest net profit variability receiving 50 points and the team with the highest net profit variability receiving 0 points.

Cheating will result in immediate disqualification of the individual or team from activity as well as from individual and team awards.

5. Scoring & Tiebreakers

Individual Scoring

Component	Detail	Points
Individual Exams	Written examination (Appendix D: Individual Written Examination Scorecard)	100
Grand total		100

Individual Tiebreakers

Judges will break ties on individual scores using the following:

- A. Three pre-selected sections of the written exam.
- B. Two pre-selected questions in the written exam.

Team Scoring

Component	Detail	Points
Sum of Individual Scores	4 Students × 100 Points	400
Team Decision Making	Scored by rubric (Appendix B: Observers Rubric; Appendix C: Summary Scorecard)	100
Team Simulation	2 Objectives × 50 Points	100
Grand total		600

Team Tiebreakers

Judges will break ties on team scores using the following sequence:

- A. The score on the written section of the team activity.
- B. The score on the team simulation activity
- C. The score on pre-selected questions of the written exam.

6. Study Resources

Approved study resources

- [UNL CDE Study Materials Folder \(OneDrive\)](#) — Practice materials and examples for this CDE.
- **Farm & Ranch Business Management, Deere & Co. - Deere Publishing**
- **Econ Micro, William McEachern, (Any Edition) Textbook** — 6th edition: ISBN: 978-1337671828; 5th edition: ISBN: 978-1305659087; 4th Edition: ISBN: 978-1285423548; 3rd Edition: ISBN: 978-1111822217

Past Exams

- [2021 Farm Business Management Practice Exam](#) — 2021 practice exam for Farm & Agribusiness Management.
- [Farm & Agribusiness Management page on the Nebraska CDEs website](#) — Purpose, rules, and superintendent contacts.

7. After the Event

There is no debriefing session available for this event.

All test materials will be turned in after the exam.

The Division of Agricultural Economics at the University of Nebraska – Lincoln will present awards and scholarships at the awards ceremony to individuals and teams based on their rankings. Please note that the scholarships are only valid if students enroll in the Division of Agricultural Economics at the University of Nebraska-Lincoln.

Scholarship money may only be applied to tuition for courses in the Division of Agricultural Economics and may not be applied to courses in any other academic department.

List of Appendices

- [Appendix A: Principles and Concepts](#)
- [Appendix B: Team Decision Making Activity Evaluation – Rubric](#)
- [Appendix C: Team Decision Making Activity Evaluation Summary Scorecard](#)
- [Appendix D: Individual Written Examination Scorecard](#)
- [Appendix E: Team Simulation Activity Evaluation Summary Scorecard](#)

Appendix A: Principles and Concepts

Farm & Ranch Business Management, Deere & Co. - Deere Publishing

These principles and concepts may be included in each section of the event:

Financial Statement Analysis (FRBM, CH 2, 3)

- Cash vs. Accrual
- Financial Statements
- Chart of accounts
- Financial Ratios
- Liquidity
- Solvency
- Profitability
- Financial efficiency

Budgeting (FRBM, CH. 4)

- Partial budgets
- Whole-farm or business budgets
- Enterprise budgets
- General operating budgets

Cash Flow Planning (FRBM, CH. 2, 4)

- Cash flow analysis

Marketing (FRBM, CH. 6)

- Commodity and agribusiness marketing

Income Tax (FRBM, CH. 8)

- Tax status
- Tax information
- Deductions

Investment Analysis (FRBM, CH. 7)

- Time Value of Money
- Simple Interest vs. Compounding Interest
- Present Value
- Amortization
- Partial vs. Full Investment Analysis

Risk Management (FRBM, CH 11)

- Categories of risk
 - Financial
 - Market
 - Legal
 - Production

- Human resources
- Risk management process
- Risk management plan

Farm Business Organization (FRBM, CH. 9)

- Business Organizations
 - Sole Proprietorship
 - Partnership
 - Farm Corporations
- Business structure characteristics of a business organization
 - Ownership
 - Liability
 - Compensation of Management

Land Measurement (Supplement)

- Real estate acquisition
- Land values
- Crop and pasture rent equivalence

Analyzing an Agriculture Business (FRBM, CH. 5 + Various Others)

- Strategic management
 - Vision statement
 - Mission statement
 - Goals
- Tactical planning
- Operational planning
- Succession planning
- Estate planning

Family Living (FRBM, Various)

- Applying the concepts of management, organization, tax, and finance to an individual or family

Economic Principles (FRBM, CH. 5, 6)

- Utility
- Demand and Supply
 - Market Shifters (Determinants of Supply/Demand)
- Marginal Cost and Marginal Revenue
- Profit Maximization

Appendix B: Team Decision Making Activity Evaluation – Rubric

30 points

School: _____

Criteria

- All team members were involved and contributed to the activity in an organized manner.
- Team members demonstrated effective listening and oral communication skills in resolving issues related to the presented task(s).
- Team members demonstrated cooperation in negotiating possible solutions that were relevant to the activity as presented.

Indicator	High 5-4 Points	Medium 3-2 Points	Low 1-0 Points	Weight	Points Earned
Leadership identified	Clearly identifies and lists leaders	Leadership evident, listing incomplete	Leadership not evident, no listing completed	X1	
Effective listening and oral communication	Clearly evident that all team members are listening and discussing issues	Listening and communications occurring but two to three members dominating	Not listening to each other, talking over other team members, one member dominating	X2	
Demonstrated cooperation	Clearly all team members completing tasks, sharing written and oral computations/ solutions	Tasks primarily complete by two to three members, other members assist occasionally	Tasks primarily complete by one member, other members contributing only slightly	X2	
Participated in the team	Clearly all members are engaged, attentive and making notes for the full term of event	Members are engaged and attentive, with two to three making notes, participation fades over time.	One to two members form the primary team other members participate occasionally early, fade over time.	X1	
Total Points					

Judge _____ Signature _____ Date: _____

Appendix C: Team Decision Making Activity Evaluation Summary Scorecard

100 points

School: _____

Criteria

- All team members were involved and contributed to the activity in an organized manner.
- Team members demonstrated effective listening and oral communication skills in resolving issues related to the presented task(s).
- Team members demonstrated cooperation in negotiating possible solutions that were relevant to the activity as presented.

Team Decision Making Evaluation (Observation)	Points Possible	Points Earned
Team leadership roles were identified and demonstrated	5	
Team members demonstrated effective listening and oral communication skills in resolving issues related to the present tasks	10	
Team members demonstrated cooperation in negotiating possible solutions that were relevant to the activity as presented	10	
Each team member participated in the team activity and contributed to the results reached by the team	5	
Subtotal for Observation (out of 30 Points)		
Team Decision Making Activity Solution Evaluation (Written Answer Sheet)	Points possible	Points earned
Team demonstrated knowledge of farm business management principles and concepts and summarized consensus in the team activity answer sheet	70	
Subtotal for Solution (out of 70 points)		
Total (out of 100 points)		

Appendix D: Individual Written Examination Scorecard

100 points

School: _____

Criteria

- Correctly identify and answer questions related to farm and agribusiness management.

Principle and Concept	Included in Exam (Yes/No)	Points Possible	Points Earned
Financial Statements			
Budgeting			
Cash Flow Planning			
Marketing			
Income Tax			
Investment Analysis			
Risk Management			
Farm Business Organization			
Land Measurement			
Analyzing the Agricultural Business			
Family Living			
Economic Principles			
Total (Out of 100)			

Appendix E: Team Simulation Activity Evaluation Summary Scorecard

100 points

School: _____

Criteria

- Obtain a combination of the highest profit with the lowest amount of risk.

Objective	Team Rank (High to Low)	Calculation	Points Possible	Points Awarded
Net Profit			50	
Net Profit Sensitivity			50	
Total (out of 100 points)				

Example:

Assume there are 5 total teams in the team simulation activity. Team A ranked 5th (the best) in the Net Profit objective and 3rd in the Net Profit Sensitivity objective. The points awarded to Team A in each of these objectives would be 50 for Net Profit () and 30 for Net Profit Simulation () for a team score of 80 points (50+30).

Subcommittee

Standing subcommittee for this event

Name	School / Organization	Role
Kylie Penke	Oakland-Craig	Chair
Dr. Brad Lubben	UNL — Agricultural Economics	Superintendent
Dr. Jay Parsons	UNL	Superintendent
Boyd Bowder	St. Paul	Exec liaison
Colin Kubik	Norris	Member
Mari Beth Moore	Chadron	Member

What changed — 2026–2029 rev 1 EDITORIAL

October 9, 2026

- First version published on CDE Rules Hub.