Teams of four can compete; the top three scores will count for the team total.

This contest will be scored with JudgingCard.com. To accommodate the scorecard formats that are available, we reserve the ability to alter the number of questions in each section. Regardless of item number, each of the three CDE sections will be account for 1/3 of each contestant’s final score.

A.  *Written Test* - (100 pts.) 30 minute time slot

40 Multiple Choice or True/False questions over general knowledge of the horticulture industry, greenhouse production practices and floral design. Up to five of the questions will be problems to solve associated with placing orders, production planning, and/or determining sales prices of goods produced. Each contestant should bring a simple calculator; smart phones are not allowed.

B.  *Plant Identification* - (100 pts.) 30 minute time slot

50 specimens selected from the 2018 Kansas FFA Floriculture CDE plant materials list. See *Kansas Floriculture CDE Plant Identification Review*

C.  *Practicum* – (100 pts.) 30 minute time slot

The practicum will incorporate both retail floriculture and greenhouse production. Coaches should prepare their teams to expect one hands-on activity that will require about 5-7 minutes of the time during this rotation.

Retail floriculture practicum: questions will focus on floral design and marketing, to potentially include evaluation of floral arrangements and cut flowers; principles of floral design; supplies and equipment used in a flower shop; product selling (involving telephone and/or face-to-face); developing a product display; floral design construction (from creating to product sale); and customer service handling. Examples of hands-on activities for this category include: preparing a cut flower stem for use in a floral design or greening a container before flowers are added to a floral design. See: *Kansas FFA Floral Design Practicum Review* as a resource for one category of practicum information.

Greenhouse production practicum: questions will focus on greenhouse production practices, to potentially include evaluation of bedding plants, handling hazardous situations; supplies and equipment used in a greenhouse; constructing a dish garden; technical growing procedures (including potting, asexual
propagation, pinching, etc.); and plant disorder identification and management (including nutritional, diseases and arthropod pests, mechanical and chemical damage); and media selling (advertising). Examples of hands-on activities for this category include: potting up a cell pack of begonias from plugs or taking a cutting of coleus or African violet. See *Kansas FFA Floriculture Disorders Practicum Review* as a resource for one category of practicum information.
REFERENCES AND RESOURCES

Content for the Kansas Floriculture CDE is well aligned with the content of the National Floriculture CDE. Resources provided for the National Floriculture CDE are relevant for study and review for the Kansas Floriculture CDE. The materials are posted at www.ffa.org/participate/cdes/floriculture (login required). These include:

Four videos by Ball Horticulture that describe greenhouse production techniques evaluated as practicums:
  -- Potting of Young Plants
  -- Asexual Propagation of Plants
  -- Pinching Plants
  -- Making a Mixed Planter Combination

Floriculture Classroom Resource developed by FFA National:
Unit One: *Greenhouse Care and Maintenance*
  Lesson One: Materials and Equipment
  Lesson Two: Growing Procedures
  Lesson Three: Handling Chemicals
Unit Two: *Plant Disease and Pest Management*
  Lesson One: Nutritional and Environmental Disorders
  Lesson Two: Plant Diseases
  Lesson Three: Insects and Pests
Unit Three: *Floral Design*
  Lesson One: History of Floral Design
  Lesson Two: Floral Design Concepts
  Lesson Three: Equipment Identification and Floral Crops
  Lesson Four: Pricing a Floral Arrangement
  Lesson Five: Mechanics of Floral Design
Unit Four: *Business Practices*
  Lesson One: Customer Service and Sales
  Lesson Two: Advertisement Media
Unit Five: *Employment Skills*
  Lesson One: Job Applications
  Lesson Two: Building a Resume
  Lesson Three: Job Interview

Key Content References

Ball Redbook, Volume 1&2. 18th ed. Ball Publishing.


**Floral Design Videos:**
By Nevada FFA Association: Learning about Floriculture Design and Management
   - Making a grid: [https://www.youtube.com/watch?v=cfPu43ZQrdI](https://www.youtube.com/watch?v=cfPu43ZQrdI)
   - Making a cube arrangement: [https://www.youtube.com/watch?v=tj0prBxxN4Y](https://www.youtube.com/watch?v=tj0prBxxN4Y)
   - Recipes and vase types: [https://www.youtube.com/watch?v=0HG5TUfJ69Y](https://www.youtube.com/watch?v=0HG5TUfJ69Y)
   - Corsages and hair combs: [https://www.youtube.com/watch?v=7DnfYC8Xqvg](https://www.youtube.com/watch?v=7DnfYC8Xqvg)

Comprehensive series of floral design videos by National Floriculture CDE Committee Member Randy Wooten, AIFD, available at PLOW (Professional Learning Online Workshops) [www.plowforteachers.com](http://www.plowforteachers.com), $99/year