



2025 Wisconsin State FFA CDE Farm & Agribusiness Management (Team Exam)

Team Exam:

Teams of students will be given 60 minutes to complete the Team Exam. Below is a brief introduction to the Case Study Scenario that teams will use to answer follow-up questions. A significant amount of additional information on this scenario will be provided to teams at the beginning of the exam. Follow-up questions will be multiple choice and will primarily focus on calculations in the following areas:

Cost analysis = raw material, overhead, labor, and other cost calculations

Profit analysis = gross and net income calculations & margin analysis

Case Study Scenario:

Happy Chicken is a producer of value-added chicken products for foodservice and industrial use. Every year, Happy Chicken evaluates their portfolio of customers and determines who to sign sales contracts with for the upcoming year. This evaluation occurs in the fall, with contracts being signed for the sales year beginning January first. Each year, there is a mix of contract renewals and new customers. In many cases, there may be more opportunities than there is available production capacity, and occasionally, new opportunities arise that may warrant not renewing an existing contract so that a more desirable business opportunity may be pursued.

Looking forward to 2026, Happy Chicken has been presented with intriguing business opportunities from two new potential customers: Family Meals On the Go and Free Range. However, taking on either of these opportunities would require freeing up capacity, likely in the form of not renewing an existing contract. After analyzing the product types and potential production locations, it has been determined that if Happy Chicken chooses to pursue one of the new customers, they would not renew their contract with Mega Chicken.