

Farm Business/Agribusiness

Updated 2.17.26

Items underlined are links

Contest chairs:

Mason Gukenberger

Contest purpose/objectives:

This contest is designed to test the contestant's understanding of basic economic and operations principles essential in the successful management of a farm business.

Emphasis will be placed on analytical procedures rather than recall of specific facts. Among other things, contestants will be expected to know how to keep and analyze farm records, evaluate farm leasing arrangements, and determine proper use of credit. Contestants should be familiar with the use of economic principles, budgeting and logic to determine the proper combination of resources (capital, labor, land, etc.) for enterprises (dairy, swine, corn, etc.), and the economic relationships between resources and enterprises. Some understanding of agricultural programs and their effects on individual farmers will also be expected.

Qualification statement:

This is a **qualifying contest** for the State contest. **The top 5 teams will qualify for state.**

Practice teams will not be accepted. One team per school.

This contest is limited to 15 teams, practice teams will not be accepted.

Placement and tie breaker:

Placement of teams will be determined by tabulating the three best scores of contestants from the school including the team score. Individual placement will include activities completed as an individual only.

If a tie occurs within the top 5 teams or individuals, the following events will be used to determine award recipients:

Individual

- Highest written exam score
- Most number of correct answers for questions 12, 13, 16, 18, 19, 21-25

Overall Team

- Team activity score
- Total (top 3 team members) combined written exam scores

Materials needed:

A clipboard and paper free from notes or other markings

Several sharpened no. 2 pencils (no pens)

Basic function calculators, phone calculators will not be allowed.

Event format:

Team Activity (130 Points)

- The team 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.
 - Students will be asked to make a presentation, materials provided given a scenario.
- Members of a team work together cooperatively to complete this section.
- **UPDATE For 2026 Practicum:**
 - You will draw a scenario from a hat and have 20 minutes to decide how to resolve the issue. Your team will create and deliver a professional 5–7 minute business presentation outlining how you would resolve the operations issue. The judges may ask questions.
 - Your presentation must include: Business problem summary; Root cause(s) and constraints; Options considered; Final recommendation with justification; Risks & mitigation; Implementation steps and timeline.
 - All team members must contribute and speak.
 - Students will be provided an easel and markers if they'd like to use them.
 - Students will also be provided note cards if they'd like to use them.
 - [Team Activity Rubric](#)

Individual written exam (150 Points)

- The written exam tests the ability of the participants to use decision-making and problem-analysis skills while applying economic principles and concepts taught in business management.
- Each team member works independently to complete the written exam. Each team member receives an individual score on the written exam.
- The written exam includes 50 multiple choice questions at 3 points each. The questions may require calculations to determine the correct answer.
- [FBM Study Guide](#)

Links:

[Fox Valley Farm & Agribusiness Management Contest](#)

Round/Schedule:

Students will start every 10 minutes starting at 9am. Round time will be assigned. Subject to change, depending on the number of teams registered, schedules will be released after registration closes. Reach out to alex.lendved@mstc.edu if you have specific scheduling constraints.