



Floriculture

Purpose

The New Jersey FFA Floriculture Career Development Event is designed to create an interest in career preparation for all current and future aspects of the floriculture industry through leadership development and hands on technical skill development using industry standards which are delivered through the agriculture education curriculum.

Floriculture is a discipline of horticulture concerned with the cultivation of flowering and ornamental plants for gardens and the floral industry.

The floriculture industry encompasses the following areas:

- Greenhouse and field production and management.
- Garden center and floral shop management.
- Floral design and management.

Objectives

- Identify plants, plant materials, supplies and equipment utilized in the floriculture industry.
- Demonstrate an understanding of the biological and scientific principles of plant growth and development. Develop the skills underlying propagation, variety development, growth requirements, growing techniques, harvesting, marketing and maintenance of established floriculture plants.
- Identify and recommend solutions for plant disorders.
- Demonstrate the use of elements and principles of design and develop related skills.
- Evaluate marketable floral products for quality and cultural perfection for use in the retail floral industry.
- Identify, select, operate and maintain appropriate supplies and equipment for floriculture production, design and marketing.
- Demonstrate the use of safety procedures and practices in floriculture operations.
- Understand the operation, management and maintenance of facilities for floriculture operations.
- Demonstrate interpersonal skills necessary for successful employment in the floriculture industry.
- Demonstrate proper sales and customer service skills.
- Demonstrate general business practices appropriate to the floriculture industry.
- Effectively work together as a team.

Event Rules

The complete rules, policies and procedures relevant to all New Jersey FFA Career and Leadership Development Events may be found in the CDE & LDE Event Participation Policy:

https://nj.gov/agriculture/ag_ed/ffa/activity/CDE_LDE_Policy.pdf

- Teams will consist of four members, and all four scores will count toward the team score.
- The team score is comprised of the combined scores of each individual and the team activity in which all team members will participate.
- Official Dress is required for this event.
- Under no circumstances will any participant be allowed to touch or handle plant material during the event except when instructed by the event staff.
- Any communication between participants during the event will be sufficient cause to eliminate the team from the event.
- Any participant caught cheating during the event will be expelled from the event.
- Any assistance given to a participant from any source during the event, other than a floriculture event official, will be sufficient cause to eliminate the team from the event.
- Participants are NOT allowed to use (or have visible) electronic devices during the event, unless for medical reasons or a portion of the event requires usage. This includes cell phones, tablets, etc. Participants will be allowed to use calculators, if specified for that event; however, cell phone calculators and graphing calculators are not permitted! Failure to adhere to these rules will result in disqualification.
- All individuals participating will judge in a cooperative manner following the rules set forth by the event

coordinator.

- No school/chapter will use Rutgers University or Delaware Valley University facilities or locations for the training of teams. Contact with University faculty and staff is permissible. **Penalty will be disqualification.**
- This event will be scored using “Scan-tron” sheets. It is important for students to listen to directions and fill out the sheets correctly in order to receive credit. Sample **scan-tron sheets** are available for practice on the State Activity Guide. This event uses the Universal Form H scan-tron sheet.
- There will be no separate alternate teams.
- A student may not compete in more than one event during the New Jersey FFA Spring Career Development Events.
- The State level competition fee of \$11 per contestant will be paid by the competing school. If a chapter is at least blue affiliated, registration to state FFA career development events is waived.

Event Format

MATERIALS STUDENTS NEED TO PROVIDE:

- Clean clipboard, free of notes
- Two sharpened No. 2 pencils
- Floral cutters/clippers
- Ribbon shears
- Wire cutters
- Floral knife
- Calculator- Should be battery operated, non-programmable and non-scientific (basic five function only). No other calculators are allowed to be used during the event, including cell phone calculators.
- Participants may also bring an apron, and/or a tool belt and towels.

MATERIALS STUDENTS WILL NEED TO PREPARE IF ANNOUNCED AT LEAST 1 MONTH PRIOR TO THE EVENT:

- Prepared résumé

EVENT SNAPSHOT

- **Identification of Plant Materials and Equipment** – 30 minutes, 40 specimens
- **General Knowledge Examination & Problem Solving/Decision Making** – 30 minutes, 25 questions
- **One Annual Practicum** – 30 minutes
- **One Rotational Practicum** – 30 minutes each
- **Team Activity** – 30 minutes

INDIVIDUAL ACTIVITIES

Identification of Plant Materials and Equipment (200 points)

Forty (40) specimens from the floriculture plant and equipment identification list will be displayed for participants to identify by technical and common names. A number will designate each specimen. Five points will be awarded for each specimen that is correctly identified. Each participant will be allowed 30 minutes to complete this phase of the event.

General Knowledge Examination (200 points)

Participants will answer 20 multiple choice questions that cover all areas of the floriculture industry as reflected in the event objectives. This phase of the event will test participants' knowledge and understanding of basic biological and scientific principles of producing and marketing flowers, plants and foliage. Each participant will be allowed 30 minutes to complete the exam. Each answer has a value of 10 points. This portion of the event will be conducted concurrently with Problem-solving/Decision-Making.

Problem-Solving/Decision-Making (50 points)

Each participant will solve five problems related to the various aspects of the floriculture industry identified in the event objectives. Each problem will describe the situation or create the problem and list four possible solutions to the problem. The participant must decide on the best possible solution to the problem. All materials and information necessary to solve the problem will be available to the participant as he/she solves the problem. Each participant will be allowed 30 minutes to complete this phase of the event. Each correct solution has a value of 10 points. This portion of the event will be conducted concurrently with the General Knowledge Examination.

Annual Practicums (100 points)

Each participant will complete one annual practicum:

1. Job interview
2. Growing procedures

Job interview (100 points)

Each participant will appear before an employer (judge) for the purpose of interviewing for a position available in the employer's business. The event coordinator will announce specific information about the job for which the participant is applying at least 1 month prior to the event. Participants will be given two job descriptions at the event along with application forms to complete. Participants will be allowed to choose the job they wish to interview for and prepare their applications prior to participating in the practicum. Participants will be expected to prepare, prior to the event, a résumé of their experiences and background to present to the judge at the time of the interview. Ten minutes will be allowed for this practicum. Participants will be allowed five minutes to complete the interview and five minutes for judges to score the interview. Scoring criteria are presented on the job interview practicum scorecard which will be recorded by a judge.

Growing Procedures (100 points)

One or more of the three growing procedures listed below will be evaluated. Students will not demonstrate these procedures, but instead will review pictures and other supporting resources to answer a series of multiple-choice questions. Thirty minutes will be allowed for this section.

- **POTTING OF YOUNG PLANTS (PLUGS OR LINERS)**
- **ASEXUAL PROPAGATION OF PLANTS**
- **PINCHING PLANTS**

Rotational Practicums (75 Points)

In addition to the one annual practicum, one rotational practicum will be selected from the list below for each noted year. Three practicums will be identified by the event coordinator at least 1 month prior to the event; however, only one practicum will be conducted on the day of the event.

❖ **SELLING ONE-ON-ONE**

Each participant will assume the role of a sales person in a floriculture business (grower, florist shop, garden center, etc.) A customer (judge) with a specific need will approach the participant. The participant will help the customer meet his or her need by using sales skills. All supplies, information and the business setting in which the participant works will be provided. Ten minutes will be allowed for this practicum. Of the 10 minutes, participants will be allowed one minute to review the given scenario, five minutes for dialogue with the customer and completion of the sales form. Judges will be allowed four minutes to score the participant. Scoring criteria are presented on the selling One-on-One Practicum Rubric, which will be recorded by a judge.

❖ **MEDIA SELLING**

Each participant will be asked to create or evaluate advertising from the following media sources:

- Newspaper/catalog ad
- Radio script
- Newsletter
- Brochure/flyer
- Email
- Social media
- Facebook
- Twitter
- Video – YouTube
- Web homepage

All information and materials needed to develop the advertisement will be provided. Up to thirty minutes will be allowed for this practicum depending on the task assigned. Scoring criteria are presented on the Media Selling Practicum Rubric, which will be recorded by a judge.

❖ **MAKE A MIXED PLANTER COMBINATION (75 POINTS)**

Each participant will make a \$35 retail priced mixed combination planter. All plant materials, growing media and containers will be provided. Thirty (30) minutes will be allowed for each participant to make their mixed combination planter and complete the itemized listing of costs. At the beginning of the practicum, the participant will be provided with the retail price of plants and other materials to be used in their mixed combination planter. The markup is built into the retail price. Selection of materials should be combined to create a floral display according to the acceptable retail practices, using appropriate elements and principles of design within the floral industry. Scoring criteria are presented on the Making a Mixed Combination Planter Rubric, which will be recorded by a judge.

❖ **MAKE AND PACKAGE A CORSAGE (75 POINTS)**

Each participant will make and package a \$25 retail priced corsage including 20% labor. The type of corsage and information about the corsage will be provided to the participants through a given scenario at the beginning of the practicum by the event assistant in charge. All plant and non-plant materials needed to construct and package the corsage will be provided. The selection of materials should be combined to create a floral display according to the acceptable retail purposes, using appropriate elements and principles of design. Each participant will be allowed 30 minutes to complete the construction of the corsage and complete an itemized listing of costs for the corsage constructed. Scoring criteria are presented on the Making and Packing a Corsage Rubric, which will be recorded by a judge.

❖ **IDENTIFYING AND CONTROLLING PLANT DISORDERS (75 POINTS)**

Pest and disorder items may be presented as an intact specimen, photograph or preserved specimen (herbarium sheet, insect mount, etc.). Each specimen will be designated by a station number. The participant must identify the item and its classification (nutritional/environmental, insect/pest or disease). The participant must then determine the damage location as well as chemical and culture controls for the disorder. Each participant will identify 15 specimens total for this event.

No specimens or items may be touched or handled in any way. Thirty (30) minutes will be allowed for this event. Refer to the Disorder Practicum Scorecard for additional details.

Plant disorders will come from the following list of disorders.

NUTRITIONAL AND ENVIRONMENTAL DISORDERS

- Cold temperature (freeze)
- Cold water damage
- Ethylene damage
- Insufficient water damage
- Iron deficiency
- Nitrogen deficiency
- Phosphorus deficiency

DISEASES

- Botrytis – Gray mold
- Damping-off
- Downy mildew
- Leaf spot (Black)
- Powdery mildew
- Root rot
- Rust
- Stem rot
- Tospovirus (INSV and TSWV)

INSECTS AND PESTS

- Aphids
- Fungus gnats
- Leaf miner
- Leafhopper
- Mealybugs
- Scale
- Shore flies
- Snails/Slugs
- Spider mites
- Thrips
- Whiteflies

❖ **HANDLING A HAZARDOUS SITUATION (75 POINTS)**

Each participant will be presented with a hazardous situation that could develop in a floriculture business. The participant will answer a series of questions relating to how they would resolve the problem. Thirty minutes will be allowed for this practicum. Scoring criteria are presented on the hazardous situation scorecard which will be recorded by a judge.

TEAM ACTIVITY (200 POINTS)

Each team will perform an assignment routinely performed in some phase of the floriculture industry that requires teamwork. These tasks will be described in situational terms for presentation to each team. Thirty minutes will be allowed for completing the activity. All materials, with the exception of floral tools, needed to complete the assignment will be provided.

The type of assignments that may be used in this phase of the event include, but are not limited to, the following:

- Prepare floral products for an event.
- Prepare and pack floral products for shipping and updating inventory.
- Create a floral product display.

- Create a greenhouse production and task schedule to meet the needs of a given customer.
- Prepare and display plant material found in a garden center.

Scoring

Phase	Individual Points	Team Points
Plant and Equipment Identification	200	800
General knowledge Exam & Problem solving/ Decision Making	250	1,000
Annual practicum – 1 selected	100	400
Rotational practicum – 1 selected (75 pts each)	75	300
Team Activity		200
TOTAL	625	2,700

(1,680 team points are needed to advance to Nationals)

TIEBREAKERS

If ties occur, the following events will be used in the listed order to determine award recipients:

Individual

1. Written Exam & Problem Solving/Decision Making
2. Plant and Equipment Identification
3. Annual Practicum

Team

1. Written Exam & Problem Solving/Decision Making
2. Plant and Equipment Identification
3. Annual Practicum

Awards

Awards will be presented to individuals and the first-place team based on their rankings at the CDE awards ceremony at the New Jersey State FFA Convention. Awards are sponsored by the National FFA Foundation, New Jersey FFA Foundation, and/or the New Jersey FFA Association.

The 1st place team will represent New Jersey at the National FFA Convention in October.

Individual

- Overall Medals
 - Medals – Top three individuals
- H.O. Sampson Certificates (hands-on sections ONLY)
 - Certificate – Top five individuals

Team

- Plaque Sponsored by the National FFA Foundation – 1st place

References

This list of references is not intended to be all-inclusive.

- Other sources may be utilized, and teachers are encouraged to make use of the very best instructional materials available. The following list contains references that may prove helpful during event preparation.
- National FFA— Past CDE Q&A's, <https://www.ffa.org/resources/cde/questions-and-answers>
- Principal of Floral Design, Pat Diehl Scace, James M. DelPrince – Goodheart Wilcox Publisher. www.g-w.com
- The AIFD Guide to Floral Design: Terms, Techniques, and Traditions – The American Institute of Floral Design.
- Introduction to Horticulture Science and Technology. 5th edition, 2015. Schroeder, Seagle Felton, Ruter, Interstate Publishers, Inc.
- Introductory Horticulture. Carroll Shry, Edward Reiley. Eighth Edition.
- Greenhouse Operation and Management. Paul V. Nelson. Seventh Edition. (Specific reference for the disorders rotational practicum)
- Ball Publishing: Ball Redbook, Volume 1&2, 18th Edition.

Request for Reasonable Accommodations

The New Jersey FFA Association is committed to providing equal access to our events and activities for all people. Use this form to request a reasonable accommodation or assistance at least 3 weeks before any state-level events: <https://form.jotform.com/NJFFA/accommodations-request>. A new form will need to be submitted for each event in which a reasonable accommodation is being requested. This information will be kept confidential and will be used only to process the request. Our staff will review the request upon receipt and contact the requestor with additional information. The association cannot guarantee accommodations or assistance if a form is received less than 3 weeks before an event. Accommodations being requested that require the assistance of another person (nurse, interpreter, scribe, reader, etc.) is the responsibility of the school/requestor. It is also the school/requestor's responsibility to provide any approved equipment to aide in the accommodation process, if applicable.

Floriculture Plant Identification List

#	Botanical Name	Common Name
101	<i>Aechmea fasciata cv.</i>	Bromeliad
102	<i>Ageratum houstonianum</i>	Floss Flower
103	<i>Alocasia amazonica</i>	Amazon elephant ear
104	<i>Aloe vera</i>	Aloe Plant
105	<i>Alstroemeria hybrid cv.</i>	Peruvian Lily
106	<i>Anemone coronaria</i>	Wind Flower
107	<i>Anethum graveolens cv.</i>	Dill
108	<i>Angelonia hybrid cv.</i>	Angelonia
109	<i>Anthurium x andraeanum cv.</i>	Flamingo Plant
110	<i>Antirrhinum majus cv.</i>	Snapdragon
111	<i>Aphelandra squarrosa cv.</i>	Zebra Plant
112	<i>Araucaria heterophylla</i>	Norfolk Island Pine
113	<i>Asparagus densiflorus</i>	Fox Tail Fern
114	<i>Aster pringlei</i>	Aster
115	<i>Astilbe hybrid cv.</i>	Astilbe
116	<i>Begonia x semperflorens – cultorum</i>	Wax Begonia
117	<i>Begonia x tuberhybrida cv.</i>	Tuberous Begonia
118	<i>Caladium x hortulanum cv.</i>	Caladium
119	<i>Calathea insignis</i>	Rattlesnake plant
120	<i>Calibrachoa hybrid cv.</i>	Million Bells
121	<i>Callistephus chinensis cv.</i>	China Aster
122	<i>Campanula hybrid cv.</i>	Bell Flower
123	<i>Canna x generalis cv.</i>	Canna
124	<i>Capsicum annuum</i>	Ornamental Pepper
125	<i>Celosia argentea cv.</i>	Cockscomb
126	<i>Centaurea cyanus</i>	Cornflower, Bachelor's Button
127	<i>Chamaedorea elegans</i>	Parlor Palm
128	<i>Chamelaucium uncinatum</i>	Waxflower
129	<i>Cholorophytum comosum cv.</i>	Spider Plant
130	<i>Chrysanthemum x morifolium</i>	Chrysanthemum
131	<i>Clematis hybrid cv.</i>	Clematis
132	<i>Codiaeum variegatum pictum</i>	Croton
133	<i>Colocasia esculenta</i>	Taro
134	<i>Cordyline fruticose</i>	Ti Plant
135	<i>Crassula argentea</i>	Jade Plant
136	<i>Cycas revoluta cv.</i>	Sago Palm
137	<i>Cyclamen x persicum cv.</i>	Cyclamen
138	<i>Cymbidium cv.</i>	Cymbidium Orchid
139	<i>Cymbopogon cv.</i>	Lemongrass (herb)
140	<i>Dahlia hybrid cv.</i>	Dahlia
141	<i>Delosperma</i>	Ice Plant
142	<i>Delphinium consolida cv.</i>	Larkspur
143	<i>Dendrobium cv.</i>	Dendrobium Orchid
144	<i>Dianthus caryophyllus cv.</i>	Carnation
145	<i>Dracaena Marginata</i>	Red Edge Dracaena
146	<i>Echinocactus cv.</i>	Barrel Cactus
147	<i>Epipremnum aureum cv.</i>	Golden Pothos
148	<i>Erica carnea cv.</i>	Winter Heath

#	Botanical Name	Common Name
149	<i>Eucalyptus polyanthemos</i>	Silver Dollar Eucalyptus
150	<i>Euphorbia pulcherrima cv.</i>	Poinsettia
151	<i>Eustoma grandiflorum</i>	Lisianthus Praire gentian
152	<i>Exacum affine</i>	Persian Violet
153	<i>Ficus benjamina cv</i>	Benjamin Fig
154	<i>Ficus elastica cv</i>	Rubber Plant
155	<i>Fiscus lyrate</i>	Fiddle Leaf Fig
156	<i>Fragaria x ananassa cv.</i>	Strawberry Plant
157	<i>Freesia x hybrida</i>	Freesia
158	<i>Gardenia jasminoides</i>	Gardenia
159	<i>Gerbera jamesonii</i>	Gerbera Daisy
160	<i>Gladiolus x hortulanus cv.</i>	Garden Gladiolus
161	<i>Gomphrena hybrid cv.</i>	Globe Amaranths
162	<i>Gypsophila elegans cv.</i>	Baby's Breath
163	<i>Hedera helix cv.</i>	English Ivy
164	<i>Helianthus annuus</i>	Sunflower
165	<i>Hemerocallis cv.</i>	Daylily
166	<i>Hibiscus spp.</i>	Hibiscus
167	<i>Hippeastrum hybrid cv.</i>	Amaryllis
168	<i>Hosta cv.</i>	Hosta Plantain Lily
169	<i>Hoya carnosa</i>	Wax Plant
170	<i>Hyacinthus orientalis cv.</i>	Hyacinth
171	<i>Hydrangea macrophylla</i>	Big Leaf Hydrangea
172	<i>Hypoestes phyllostachya</i>	Polka-Dot plant
173	<i>Impatiens hawkeri</i>	Ne Guinea Impatiens
174	<i>Impomoea batatas cv.</i>	Sweet potato vine
175	<i>Iris x xiphium cv.</i>	Dutch Iris
176	<i>Justica brandegeana</i>	Shrimp Plant
177	<i>Kalanchoe x blossfeldiana cv.</i>	Kalanchoe
178	<i>Leucanthemum x superbum</i>	Shasta Daisy
179	<i>Liatris spicata</i>	Blazing Stars
180	<i>Lilium hybrid cv.</i>	Asiatic or Oriental Lily
181	<i>Limonium sinuatum</i>	Statice
182	<i>Lobularia maritima</i>	Alyssum
183	<i>Mandevilla spp.</i>	Rock Trumpet
184	<i>Maranta leuconeura</i>	Prayer Plant
185	<i>Matthiola incana cv.</i>	Stock
186	<i>Monstera deliciosa</i>	Split Leaf Philodendron
187	<i>Narcissus hybrid cv.</i>	Daffodil or Narcissus
188	<i>Nephrolepis exaltata cv.</i>	Boston Fern
189	<i>Ocimum basilicum cv.</i>	Basil
190	<i>Opuntia cv.</i>	Cactus
191	<i>Paeonia cv.</i>	Peony
192	<i>Paphiopedilum hybrid cv.</i>	Ladyslipper Orchid
193	<i>Pelargonium x hortorum cv.</i>	Zonal Geranium
194	<i>Pelargonium peltatum cv.</i>	Ivy Geranium
195	<i>Pentas hybrid cv.</i>	Pentas star flower

196	Peperomia spp.	Peperomia
197	Petroselinum crispum cv.	Parsley
198	Petunia x hybrida cv.	Petunia
199	Phalaenopsis cv.	Moth Orchid
200	Philodendron scandens oxycardium	Heartleaf Philodendron
201	Pilea cadierei	Aluminum Plant
202	Portulaca oleracea cv.	Portulaca/Moss rose
203	Primula malacoides cv.	Primrose
204	Protea sp.	Protea
205	Ranunculus hybrid cv.	Ranunculus/ Buttercups
206	Rhododendron simsii cv.	Azalea
207	Rumohra adiantiformis	Leatherleaf Fern
208	Saintpaulia ionantha cv.	African Violet
209	Salvia splendens cv.	Salvia
210	Sansevieria trifasciata cv.	Snake Plant
211	Schefflera arboricola	Dwarf Schefflera
212	Schlumbergera bridgesii	Christmas Cactus

213	Sempervivum hybrid cv.	Hens and Chicks
214	Senecio cineraria	Dusty Miller
215	Senecio rowleyanus	String of Pearls
216	Solenostemon scutellarioides	Coleus
217	Solidago hybrid cv	Solidago
218	Spathiphyllum	Peace Lily
219	Stephanotis floribunda	Stephanotis
220	Strelitzia reginae	Bird of Paradise
221	Syngonium podophyllum	Arrowhead plant
222	Tagetes species cv.	Marigold
223	Tillandsia spp.	Air Plant
224	Tradescantia zebrine	Inch Plant
225	Tulipa cv.	Tulip
226	Verbena hybrid cv.	Verbena
227	Viola x wittrockiana cv.	Pansy
228	Zantedeschia hybrid cv.	Calla Lily
229	Zinnia cv.	Zinnia

Floriculture Equipment and Supply Identification List

301	#100 Ribbon (satin, sheer, wired)
302	#3 Ribbon (satin, sheer, wired)
303	#40 Ribbon (satin, sheer, wired)
304	#9 Ribbon (satin, sheer, wired)
305	18-Gauge floral wire
306	28-Gauge floral wire
307	Anvil-and-blade pruner
308	Backflow preventer
309	Bouquet sleeve
310	Bulb planter
311	Cardette
312	Cell pack containers
313	Ceramic container
314	Chemical resistant gloves
315	Chenille stem
316	Coconut coir
317	Compressed air sprayer
318	Corsage box
319	Corsage pin
320	Corsage snips
321	Drip emitter, irrigation
322	Dry foam
323	Dust mask
324	Duster
325	Ellepot propagation cubes
326	Enclosure card
327	Fern greening pins
328	Fertilizer injectors
329	Floral adhesive
330	Floral foam
331	Floral knife
332	Floral preservative
333	Floral stem tape

334	Fogger
335	Gas mask
336	Glass vase
337	Glue gun
338	Glue pan
339	Glue sticks
340	Granular fertilizer
341	Greenhouse thermostat
342	Hanging basket
343	Hearing protection
344	Hook-and-blade pruners (bypass pruners)
345	Hose punch
346	Hose repair coupling
347	Hose-end repair fitting
348	Hose-end sprayer
349	Hose-end washer
350	Impulse sprinkler
351	Drip Irrigation tape
352	Irrigation timer
353	Mist nozzle (mist bed)
354	Nosegay holder
355	Nursery container
356	Oscillating sprinkler
357	Peat moss
358	Peat pots
359	Pest strips
360	pH testing meter
361	Polyethylene film
362	Polyethylene pipe
363	Pot covers
364	Propagation mat
365	Propagation trays
366	PVC (polyvinylchloride) pipe
367	PVC pipe cutter
368	Resin-coated fertilizer

369	Respirator
370	Ribbon shears
371	Rice hulls
372	Rockwool propagation cubes
373	Rose and stem flower stripper
374	Safety goggles
375	Sand
376	Scoop shovel
377	Shade fabric
378	Sharpening stone
379	Sheet moss
380	Siphon injector
381	Soil moisture meter
382	Solenoid valve
383	Spaghetti tubing (1/4" diameter or less)
384	Spanish moss
385	Sphagnum moss
386	Spray suit
387	Square point (flat) shovel
388	Styrofoam
389	Surestik cling
390	Tulle
391	Vermiculite
392	Water breaker
393	Water picks
394	Water soluble fertilizer
395	Water tubes
396	Waterproof container tape
397	Wire cutter
398	Wooden pick
399	Wrist corsage holder

Job Interview Practicum Rubric

100 POINTS

Name	Member Number	Chapter/State	Team Number
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Judge Name	Judge's Signature	Date
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		Excellent	Good	Needs Improvement	Member Score
Introduction					
<ul style="list-style-type: none"> Initial presentation Eye contact Handshake 	<ul style="list-style-type: none"> Gives name States why here 	8-10 points	4-7 points	0-3 points	
Knowledge of job					
<ul style="list-style-type: none"> Resume <ul style="list-style-type: none"> Typed Completeness Content/Accurate 		11-15 points	6-10 points	0-5 points	
<ul style="list-style-type: none"> Application <ul style="list-style-type: none"> Legibility Completed 		8-10 points	4-7 points	0-3 points	
Knowledge of the floriculture industry/job					
<ul style="list-style-type: none"> Tell me about yourself What skills do you have for this job? What are your experiences relating to this job? 	<ul style="list-style-type: none"> Why should I hire you over someone else? How would you handle a customer complaint 	13-20 points	7-12 points	0-6 points	
Response to questions					
<ul style="list-style-type: none"> What are your weaknesses? Where do you see yourself in the next 5 years? 	<ul style="list-style-type: none"> BONUS: Would you hire this person? 	11-15 points	6-10 points	0-5 points	
Personality					
<ul style="list-style-type: none"> Confidence Enthusiasm 	<ul style="list-style-type: none"> Appearance 	11-15 points	6-10 points	0-5 points	
Poise					
<ul style="list-style-type: none"> Posture Closure ("Thank you.") 	<ul style="list-style-type: none"> Asks for the job or a decision date 	11-15 points	6-10 points	0-5 points	
TOTAL SCORE (100 POINTS POSSIBLE): 100					

One-on-One Practicum Rubric

75 POINTS

Name	Member Number	Chapter/State	Team Number	
Judge Name	Judge's Signature	Date		
	Excellent	Good	Needs Improvement	Member Score
Took initiative	9-11 points Student started dialogue, greeting and/or introduction given	5-8 points Dialogue required prompting by judge	0-4 points No introduction given, no dialogue started by student	
Communicated effectively	9-11 points Modeled active listening skills and asked appropriate questions	5-8 points Did not ask enough questions or had to be prompted by judge	0-4 points Student did not ask any questions	
Exhibited ambition and efficiency	9-11 points Student able to gauge customer service and move further with the sale	5-8 points Judge had to help, offer suggestions to accomplish the sale	0-4 points Low energy and judge had to pull information from student	
Diplomatic and courteous	9-11 points Displayed proper customer service, used polite terminology	5-8 points Sometimes displayed proper customer service skills	0-4 points Did not display proper customer service or polite terminology	
Knew merchandise, prices and policies	9-11 points Explain accurately what options were available while using correct terminology	5-8 points Was able to explain partial information/options to judge	0-4 points Did not give correct information about selling options	
Accuracy of information collected	9-11 points Order form filled out correctly with all required information	5-8 points Missing some information or some information listed incorrectly on order form	0-4 points Order form not filled out or filled out incorrectly	
Closed sale properly	7-9 points Student tried to increase the sale, displayed proper customer service, offered a thank you	4-6 points Did not increase sales or did not say thank you	0-3 points Did neither up sale or offer thank you	
TOTAL SCORE (75 POINTS POSSIBLE)				

Making a Mixed Combination Planter Rubric

75 POINTS

Name	Member Number	Chapter/State	Team Number	
Judge Name	Judge's Signature	Date		
	Excellent	Good	Needs Improvement	Member Score
Selection of products	6–8 points Plants selected correctly to match scenario given and pot size	3–5 points Some of the plant selected match pot size and given scenario	0–2 points Plants selected do not match pot size or scenario	
Preparation of plant materials	6–7 points Soil is filled to the correct level, plants are planted at correct depth, and soil firmed after planting	3–5 points Some of the items for correct planting are missing or incorrectly demonstrated	0–2 points Plants were not prepared properly and/or soil was not prepared properly	
Labeling of combo	7–10 points Labeled with date planted, plant names, and cultivars	4–6 points Labeled with some but not all information required	0–3 points no label present or labeled incorrectly	
Balance	9–12 points Plants are evenly spaced within the pot, plants are physically and visually balanced with container size	5–8 points Plants are slightly off balance, placement of plants does not align with physical or visual display	0–4 points Plants are not balanced visually or physically	
Design	11–15 points Principles of design are followed while completing the mixed planter	6–10 points Some of the principles of design are followed	0–5 points None or few of the principles of design we followed when completing the planter	
Attractiveness	10–13 points Mixed Planter is presented in a sellable fashion, no broken pieces/part, pot clean, and plants faced in pot	5–9 points Mixed Planted is presented in a somewhat sellable condition	0–4 points Mixed Planter is presented in poor, unfinished, or non-sellable condition	
Pricing	7–10 points Price sheet has each plant used identified correctly with correct quantity used. Sheet includes no or minor calculation errors and within +/- \$0.50 of \$35	4–6 points Price sheet has 1 or 2 missing plants. Sheet also includes errors on quantity used or totaled incorrectly	0–3 points Price sheet is incomplete and/or totaled inaccurately	
TOTAL SCORE (75 POINTS POSSIBLE)				

Making and Packing a Corsage Rubric

75 POINTS

Name	Member Number	Chapter/State	Team Number	
Judge Name	Judge's Signature		Date	
	Excellent	Good	Needs Improvement	Member Score
Mechanical Application	11-15 points Techniques used to keep floral material secure and stable are hidden or done neatly	6-10 points Techniques used to keep floral material secure and stable are somewhat hidden or done neatly	0-5 points Techniques used to keep floral material secure and stable are not hidden or done neatly	
Color	7-10 points Color is used evenly/harmoniously throughout	4-6 points Color is used somewhat correctly	0-3 points Color is not used correctly	
Creativity	11-15 points Design expresses a high level of creative ability and advanced design techniques.	6-10 points Design expresses some creative ability and minimal advanced design techniques	0-3 points Design lacks creative ability and demonstrated limited design techniques	
Balance	7-10 points Design is physically and visually balanced	4-6 points Design is slightly off balance	0-3 points Design does not follow the principles of design regarding balance	
Design & Category Interpretation	4-5 points Design follows scenario given for an overall cohesive design	2-3 points Design somewhat follows scenario given and overall design is somewhat cohesive	0-1 points Design does not follow given scenario	
Bill of Sale Completion	7-10 points Bill of Sale is completed entirely with a complete list of all items used	5-8 points Bill of Sale is not entirely complete or missing some items used in the design	0-4 points Bill of Sale is missing a lot of detail and/or missing several items used in the design	
Pricing Accuracy (accuracy of pricing identification)	7-10 points All items used in the design are listed with correct price, totally accurately, labor calculated corrected, within 50 cents up or down of \$25.00	4-6 points Some items added incorrectly and/or final price slightly off target goal of \$25.00	0-3 points Significant number of items added incorrectly or way off target goal of \$25.00.	
TOTAL SCORE (75 POINTS POSSIBLE)				

Disorder Practicum Scorecard

75 POINTS

Name Member Number Chapter/State Team Number

		Member Answer	Possible Points	Member Score
1.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
2.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
3.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
4.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
5.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
6.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
7.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
8.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	

		Member Answer	Possible Points	Member Score
9.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
10.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
11.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
12.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
13.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
14.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
15.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
TOTAL POINTS			75	

CLASSIFICATION

- 1 Diseases
- 2 Insects/Pests/Mites
- 3 Nutritional/Environmental

IDENTIFICATION

- 01 Aphids
- 02 Black Leaf Spot
- 03 Botrytis – Grey Mold
- 04 Cold Temperature (freeze)
- 05 Cold Water Damage
- 06 Damping-off
- 07 Downy Mildew
- 08 Ethylene Damage
- 09 Fungus Gnats
- 10 Insufficient Watering
- 11 Iron Deficiency
- 12 Leaf Miner
- 13 Leafhopper
- 14 Mealybugs
- 15 Nitrogen Deficiency
- 16 Phosphorus Deficiency
- 17 Powdery Mildew
- 18 Root Rot
- 19 Rust
- 20 Scale
- 21 Shore Flies
- 22 Snails/ Slugs
- 23 Spider Mites
- 24 Stem Rot
- 25 Thrips
- 26 Tospovirus (INSV and TSWV)
- 27 Whiteflies

CHEMICAL CONTROL

- 1 Fungicide
- 2 Insecticide
- 3 Miticide
- 4 Mulluscicide
- 5 No Treatment Listed

CULTURAL CONTROL

- 1 Apply Complete Fertilizer
- 2 Correct/Adjust Temperature
- 3 Correct/Adjust Watering
- 4 Ladybird Beetles
- 5 Nematodes
- 6 Parasitic Wasps
- 7 Predatory Mites
- 8 Reduce Relative Humidity
- 9 No Treatment Listed

Hazardous Situation Practicum Rubric

75 POINTS

Name	Member Number	Chapter/State	Team Number
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Judge Name	Judge's Signature	Date
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	Excellent 4-5 points	Good 2-3 points	Needs Improvement 0-1 point	Weight	Member Score
Utilize proper personal safety precautions	Was able to identify/demonstrate all proper PPE	Missing only 1 piece of PPE	Did not know or excluded much of the PPE	X 4	
Utilize proper safety procedure in clearing up the situation	All necessary safety hazards including appropriate handling of materials and equipment discussed	Most necessary safety hazards including appropriate handling of materials and equipment discussed	Safety hazards and handling considerations not addressed	X 5	
Proper disposal of problem materials	Understood and demonstrated the procedures for disposal of the contaminant	Understood and demonstrated most of the necessary procedures for disposal	Disposal procedures lacked completeness	X 4	
Utilize proper follow-up procedures	Provided follow-up procedures for contaminant and to address prevention	Provided some follow-up procedures for contaminant and some to address prevention	Follow up procedures and prevention were missing	X 2	
Total Score (75 Possible Points): 75					

