

# VAAE 2023

# SUMMER CONFERENCE



JULY 17-21, 2023  
BLACKSBURG, VA



After several years of adjustment and confusion, I feel that 2022-23 found us back to our “normal” state of being. I say “normal” loosely as we all know the life of agriculture educators is far from what others perceive as normal. We spend many nights away from home with other people’s children. Most work many hours beyond contractual hours to help students achieve their goals. As a whole, agriculture educators view their subject area much differently than those teaching core area subjects. Why are we so dedicated? I feel that dedication comes from knowing that agriculture education is important for sustainable food production, economic growth, environmental preservation, innovation, career opportunities, and food security. The students we teach are responsible for our future existence and sustainability.

One of our biggest challenges as an organization is membership and recruitment. As agriculture teachers we expect our students to join FFA and question how some could possibly not want to. What example are we setting if we too don’t join our own professional organization. I know I put some on the spot at State FFA Convention when I asked those that are members to stand, and that was my intention. If you couldn’t stand as a member that night, why not? Thank you to those that pay their dues yearly without question or hesitation. For that group, I encourage you to find ways this week to take your membership further in our organization. That might be as simple as encouraging others to join or taking on an officer position for your area. It could even be as simple as being an active participant in your workshops. For those that aren’t members I encourage you to really evaluate your “why not” this week.

Joining our professional organization is important for various reasons. This week I encourage you to take full advantage of the networking opportunities, professional development, and provided resources. Agriculture is a multifaceted industry that changes daily. It is important to take advantage of every opportunity to stay up to date.

Finally, I encourage you to be involved and not just a seat warmer. Help us in our advocacy efforts with our legislators. Don’t sit back and assume others will take care of it. There is strength in numbers and we all know that squeaky wheel gets the oil every single time. Join me in being that squeaky wheel so that we as agriculture educators may get the compensation deserved.

I hope you enjoy our conference and each other this week. My favorite part of our conference is the networking opportunity and the ability to have fellowship with other agriculture teachers. If you have questions on how you can become more involved or have ideas for future conference please reach out to any officer.

Sincerely,

*Melessa Suder*  
Melessa Suder  
VAAE President

# VAAE LEADERSHIP

VAAE President  
Melessa Suder  
Eastern View High

VAAE Past-President  
Christy Huffman-Kerr  
Fort Defiance High

VAAE President-Elect  
Sarah Jo Jones  
Carroll County High

VAAE Secretary  
Thomas Davis  
Dinwiddie High

VACTE Representative  
Teresa Lindberg  
E.W. Wyatt Middle

Executive Directors  
Andy Seibel and Alison Jones  
Virginia Tech

Appalachian Vice President  
Lawrence Cox  
Holston High

Blue Ridge Vice President  
Janae Pettit  
Broadway High

Central Vice President  
Renee Hypes  
Gloucester High

Appalachian Secretary  
Mary Katherine Rhudy  
Damascus Middle

Blue Ridge Secretary/Treasurer  
Paryce Black  
J. Frank Hillyard Middle

Central Secretary/Treasurer  
Cindy Green  
Mechanicsville High

Appalachian Treasurer  
Kelsey Davidson  
Holston High

Southeast Vice President  
Melissa Sease  
Amelia County High

South Ridge Vice President  
Lindsay Tomlinson  
Liberty High

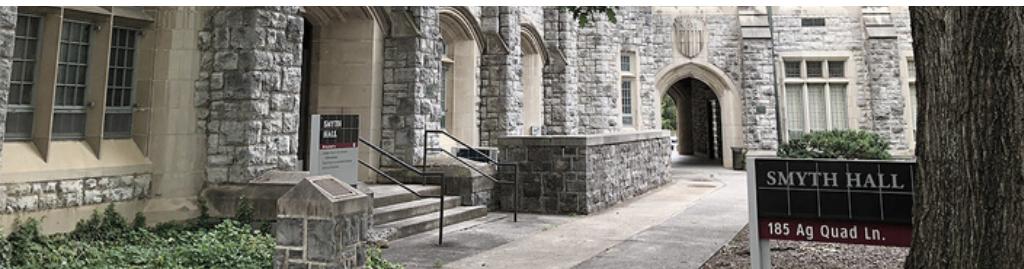
Northern Vice President  
Miranda Locuratolo  
C.L. Payne

Southeast Secretary/Treasurer  
Calli Claybrook  
Randolph Henry High

South Ridge Secretary  
Alysha Lawless  
Bassett High

Northern Secretary  
Ambrosia Church  
Peter Muhlenburg Middle

South Ridge Treasurer  
Stuart Byrd  
Lord Botetourt High



# BUSINESS AGENDA

## OPENING SESSION

Call to Order	Melessa Suder, VAAE President
In Memoriam, Invocation	Sarah Jo Jones, VAAE President-Elect
VAAE Minutes	Thomas Davis, VAAE Secretary
VAAE Financial Report	Andy Seibel, VAAE Executive Director
VAAE Proposed Budget (2023-2024)	Sarah Jo Jones, VAAE President-Elect
Virginia Youth Livestock Update	Katherine Carter, Youth Livestock Specialist, VCE
VACTE Update	Teresa Lindberg, VACTE Representative
Virginia/National FFA Update	Andy Seibel, Virginia FFA Executive Secretary
Adjournment	Melessa Suder, VAAE President

## CLOSING SESSION

Call to Order	Melessa Suder, VAAE President
VDOE Update	LaVeta Nutter, VDOE Ag Ed & Related Clusters Specialist
Advisory Council Update	Brain Alexander, Council Chair
Foundation Report	Jennifer Armstrong, Virginia FFA Foundation Exec. Director
President Report	Melessa Suder, VAAE President
President-Elect Report	Sarah Jo Jones, VAAE President-Elect
Introduction of New Teachers	LaVeta Nutter, VDOE
New Business	Melessa Suder, VAAE President
• Proposed area nominations for VAAE President-Elect, VAAE Secretary, FFA Camp, etc.	
Virginia Tech Admissions	Molly Wilson, CALS Director of Recruitment
Announcements	Melessa Suder, VAAE President
Adjournment	Melessa Suder, VAAE President

# CONFERENCE SCHEDULE

## Monday, July 17th

10:00 AM - 6:30 PM - XLR8/Early Career Teacher Conference  
*Graduate Life Center, Auditorium*

## Tuesday, July 18th

8:00 AM - XLR8/Early Career Teacher Conference  
*Graduate Life Center, Auditorium*

10:00 AM - Registration Begins  
*Graduate Life Center, Multipurpose Room*

11:00 AM - Vendor Set Up  
*Graduate Life Center, Multipurpose Room*

12:00 PM - Lunch (*on your own*)

1:30 PM - Business Meeting  
*Graduate Life Center, Auditorium*

2:30 PM - Above Suspicion Training  
*Graduate Life Center, Auditorium*

3:30 PM - Area Meetings  
*Graduate Life Center - Various Locations, TBA @ Business Meeting*

# CONFERENCE SCHEDULE

4:00 PM - Break/Time with Vendors

*Graduate Life Center - Multipurpose Room*

4:30 PM - Round Tables

*Graduate Life Center, Various Locations*

6:30 PM - Trivia Night @ Rising Silo

*Hosts: Cindy Green and Dr. John Hillison*

## **Wednesday, July 19th**

8:00-12:00 PM - Tours (Kentland Farms, Meat and Food Science Centers, Turf Grass Facilities and Hahn Gardens, Vet School and Equine Facilities)

\*Meet at Graduate Life Center to ride state transportation to each destination

12:00 PM - Lunch

*Graduate Life Center, Multipurpose Room*

1:00 PM - CDE Fair

*Graduate Life Center, as directed from lunch*

5:30 PM - Retired Teachers Reception

*German Club Manor - 711 Southgate Drive*

6:30 PM - Retired Teacher Dinner (all registered conference attendees are encouraged to attend)

*German Club Manor*

# CONFERENCE SCHEDULE

## Thursday, July 20th

8:00 AM - Business Meeting

*Graduate Life Center, Auditorium*

9:00 AM - Morning Workshops

*Graduate Life Center, Various Locations*

12:00 PM - Lunch

*Graduate Life Center Multipurpose Room*

1:00 PM - Afternoon Workshops

*Graduate Life Center, Various Locations*

6:00 PM - VAAE Awards Banquet

*The Inn at Virginia Tech*

## Friday, July 21st

9:00 AM - VT Admissions - How to Ace Your Essay, Helping Your Students with Their Virginia Tech Application

*Graduate Life Center, Auditorium*

9:45 AM - Make it Take it Workshops (*Virginia Tech Meat*

*Center, Woodworking*)

12:00 PM - Lunch (*on your own*)

1:00 PM - Livestock Judging Clinic

*Alphin-Stuart Arena*

# WEDNESDAY TOUR DESCRIPTIONS

*Van Transportation Provided.*

**Track 1: Kentland Farms** - Travel to Virginia Tech's research farm to tour the dairy and swine facilities and learn about the amazing research being conducted and learn what resources there are available to you and your students.

**Track 2: Meat and Food Science Centers** - See the on campus meat and food science labs on the Virginia Tech campus. Participants on this tour will focus on meat and food science resources available to teachers and students.

**Track 3: Turf Grass Facilities and Hahn Gardens** - Dr. Dan Sandor of the Turf Grass Management program will be taking participants to various turf facilities on the Virginia Tech campus. The turf portion winds down at the Virginia Tech baseball field and transitions to the Hahn Horticulture Gardens. Participants will be led on a guided tour of the gardens and also have time for self-exploration.

**Track 4: Vet School and Equine Facilities** - If you have an interest in animal and vet science, then you'll enjoy seeing the Virginia Tech veterinary school. Learn about the admissions process and see what information your students might need to know for their future application. Katherine Carter will take participants on a tour of the Equine facilities and answer questions related to youth animal science programming.

# THURSDAY WORKSHOP DESCRIPTIONS

**10:00-10:45 Hydroponics Made Easy - Lynne Phillips** Hydroponics can feel a little overwhelming. How do you start? What is an easy set up? We will explore all of these and how to do it on the cheap! Hands on demonstration. Bring a clean 1 to 2 liter plastic soda/water to be used in an experiment you can take back to your classroom and teach your students about the circle of life. How our food can be grown in the future and in places we never thought of! Lynne Phillips is a new Agriscience teacher at Warren County Middle School in Front Royal Virginia. She also owns and operates Natural Art Garden Center in Toms Brook, Virginia with her better half, Scott.

**10:00-11:35 BQA Certification/Recertification - Katherine Carter**

This workshop is for teachers who wish to offer the BQA High School Credential and/or the required BQA Training for Youth Cattle Working Participants. In addition to certification/re-certification, we cover the logistics and details of the BQA HS Credential Curriculum and the requirements for accessing that curriculum; talk about the testing requirements handled by Safety First; and participate in some of the hands-on activities that are provided to support the curriculum. Anyone interested in the BQA program is encouraged to attend.

**10:00-11:35 Planning and Assessing SAEs for WBL - Natalie Ferand**

SAE For All is in the process of a re-rollout, but you might need help with SAEs now! Learn about and discuss options for assessing SAEs and techniques for incorporating SAEs into your regular classroom routine, ensuring there is truly an SAE for everyone.

**10:50-11:35 Boating Safety** Want to learn more about teaching Boating Safety in your classroom? This session will explore the Department of Wildlife Resources Boating Safety Education Course, the certification process and how to implement the course in your Agriculture Classroom. The session will also cover updates and other information for those Ag teachers who are already teaching the course.

**10:50-11:35 CTE Resource Center on Canvas - Kevin Reilly** Where did Verso go and how do I get the information for my courses? If you are asking yourself this question, this workshop is for you. Learn how to navigate the new CTE Resource Center on Canvas and find needed information and resources for your courses.

**1:00-1:45 Online Masters Options - Dixie Watts Dalton**

Would you like an opportunity to enhance your skills via a fully online graduate program? Would you enjoy engaging discussions with your faculty and classmates on topics of interest via Canvas discussion boards and optional synchronous Zoom sessions (recorded for those who prefer learning on their own schedule)? Come and hear about the range of options available for earning online master's degrees (30 credit hours) or four-course (12 credit hour) certificates within Virginia Tech's College of Agriculture and Life Sciences. The college has offered an online master's in ag and life sciences (OMALS) for a number of years, but just recently added an agribusiness concentration, bringing the total number of available concentrations to eight. The Ag Econ Department has recently launched its online master's degree in data analytics and also offers online certificates in agribusiness fundamentals, applied economic analytics, and (expected to be available in the fall semester) ag and applied economics. No matter your interest, there's likely an online opportunity for you. Come and explore the options.

**1:00-1:45 PM Hunters Education - Department of Wildlife Resources**

Looking for a fun way to teach outdoor safety? Ever wanted to learn more about the Virginia Hunter's Safety program? Join us to see how you can get involved as a volunteer instructor for your school! This workshop describes the requirements for becoming a New Instructor along with DWR classroom education, teaching techniques, hands-on exercises as well as department policies and procedures.

**1:00-1:45 PM Plant Sale Tips and Tricks - Liz and John Borst**

Liz and John Borst both have well over 20 years experience in running plant sales at their respective schools. In this workshop, we will discuss a timeline for a successful spring plant sale, vendors for plants and supplies, how to give student's ownership of the sale and lastly how to generate interest and that interest into sales. We will also discuss other plant sales outside of the traditional spring sale. We hope all participants can bring plant ideas, vendors and other information to share with the group.



**1:00-2:40 Building a Turf Science Program from the Ground Up**

Turf Science is one of the most visible forms of agriculture to the non-agriculture community. Every sporting event you see on TV, at the local ballpark or little league field is an agricultural product. Horse racing? You see Secretariat but we see a turf race track that requires the proper water, nutrients and management. This workshop is designed to strengthen the existing turf program, expand a horticulture program or maybe kickstart a new pathway in a traditional agriculture program. We will discuss work-based learning opportunities as well as a way to build a program and have other stakeholders pay for it. This will be a lecture presentation as well as big Q/A and hopefully a hands-on workshop on the BHS athletic fields.

**1:00-2:40 Balloon Bonanza - Tiffany Anderson and Alysha Lawless**

Learn the basic skills and techniques to build beautiful balloon bouquets, arches, columns and sculptures. Learn how to blow up balloons without having to huff and puff. Incorporate these techniques into your program and expand the decor for weddings, birthdays, trade shows, grand openings, bar/bat mitzvahs, sweet sixteen, anniversaries, quinceaneras, proms, sporting events, concerts, corporate events and many others.

**1:55-2:40 PM K'Nex Tractors and 3D Printing in the Ag Room - Teresa Lindberg**

Middle school teachers, have you ever struggled to get students interested in SAEs or record keeping? During this workshop I will show you how I use KNEX, Tinkercad, and a 3D printer to teach my students the fundamentals of foundational SAE's and record keeping (not AET). You will need to bring your laptop if you want to access the Tinkercad application.

**1:55-2:40 PM National FFA Resources - National FFA Teacher Ambassadors**

Come join Virginia's National Teacher Ambassadors for FFA and learn about various educational resources and experiences offered by the National FFA Organization. Ambassadors will also be sharing the process of becoming a National Teacher Ambassador for FFA and the impact made on Agriculture Education and FFA.

**1:55-3:30 Diving into Knowledge Center Resources - Sarah Scyphers**

Take some time to learn about all the resources that the Knowledge Center with Farm Credit of the Virginias has to offer. The team will be interacting with participants as they go through the soft skills curriculum, business development tools, commodity information and SO MUCH MORE! Be ready to be interactive as they discuss ways to implement their tools and maximize the website and free, on demand learning resources.

**2:45-3:30 PM Planning and Pacing for a Balanced Ag Ed Program -**

**Natalie Ferand** Walk through the process of planning a class across the semester or year. We will also discuss the importance of incorporating school events, the FFA calendar, and your personal responsibilities into your course planning calendar.

**2:45-3:30 PM Advising and Managing an Effective Middle School Agricultural Education Program - Dakota Stroud** Learn to strategically plan the direction of your program, while identifying tasks you can delegate, boost membership, create community partnerships, and make a meaningful impact on the lives of students.**2:45-3:30 PM Meats Evaluation - Jacob Lewis** Learn the ins and outs of the Meats Evaluation CDE including study and practice materials for your students. Topics to include meat identification, meat judging, yield and quality grading and test materials.**2:45-4:30 Beyond Just "Tinkering": Small Engine Repair Labs and Projects - Mandy Curry** If you are looking for hands-on activities to incorporate in small engine repair that go beyond engine disassembly and reassembly, this is the workshop for you. Participants will have the chance to take part in different small engine labs that help to reinforce concepts learned in the classroom. Lab activities will include hands-on skills from completing engine inspections, precision measurement, oil and lubrication, carburetor tear down/demonstrations and more. Participants will also build a model cardboard engine that works. Participants will receive access to classroom-ready materials to take home at the end of the workshop. All skill levels are welcome.**3:45-4:30 PM Creating a Sensory Trail - Carley Pavan-Ballard**

Learn how to design and construct an outdoor educational space accessible for everyone following the Americans with Disabilities Act guidelines. The design and construction is student driven and covers many competencies in various agriculture education courses. I would like to share how I have taught using the Sensory Trail for the past three years and how I got started, implemented all of the projects and provide teachers with resources so they can do something like it.

**3:45-4:30 PM Using Miller OpenBook for Welding Classes - Miranda Locuratolo**

OpenBook™ is a software application or Web-based technology used to plan, implement, and assess learning processes. OpenBook™ provides Welding instructors with an easy tool to assign and deliver welding content, create quizzes, download welding labs, monitor student participation, assess and report student progress and performance. Participants in this workshop will need to create an account prior to the workshop.

# FRIDAY HANDS-ON WORKSHOPS

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## Carcass Fabrication and Meat Evaluation Coach's Clinic

**9:00–12:00 PM at the VT Meats Lab** Learn the parameters involved in the evaluation of carcasses and view the fabrication of a carcass as it relates to the identification of wholesale and retail cuts and where they originate in the carcass. Discuss topics relevant to the FFA Meat Evaluation CDE including judging retail cut classes and identification of retail cuts from the three major species.

## Traditional Woodworking in a High Tech Way with John Carpenter

**9:00-12:00 PM at Christiansburg High School**

John Carpenter teaches middle school agriculture at Carroll County Middle School and is a master carpenter on his own. He will be bringing a ShopBot to demonstrate programming and creating projects for beginner woodworkers. Participants will be making a custom sign or wind chime to take home.

## Livestock Judging Coach's Clinic

**1:30–4:30 PM at Alphin-Stuart Arena**

Engage in interactive discussion and learning as we view live classes of the four major species included in today's livestock evaluation contests (Beef Cattle, Sheep, Swine, Meat Goats). Learn how to evaluate and prioritize the compositional and structural characteristics of livestock, while receiving tips on communicating that information to youth of various ages and stages of learning and development. Receive instruction in note taking and reasons delivery that is accurate and relevant to today's livestock evaluation contests.



# LETTER FROM PRESIDENT-ELECT

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Dear VAAE Members,

I want to begin by expressing my heartfelt appreciation to the outgoing President and the Executive Board for their dedication and hard work over the past year. They have set the bar high, and I am committed to building upon their successes as we move forward. With such a supportive team backing me up, I can't help but feel lucky and eager to learn from their guidance and wisdom throughout my term.

As we embark on this exciting journey together, I want to emphasize the importance of our collective efforts in promoting agricultural education. What we do as agricultural educators is not only crucial in equipping the next generation with necessary skills and knowledge for success, but it also plays a vital role in cultivating a deep appreciation and understanding of the agricultural industry.

In order to achieve our goals, collaboration and communication will be key. I encourage each and every one of you to actively engage in the association's activities, attend workshops and conferences, and participate in professional development opportunities. By sharing our experiences and best practices, we can inspire one another and enhance the quality of agricultural education across the state.

Additionally, it is essential that we advocate for our profession and the students we serve. Together, we possess a powerful voice that can raise awareness about the importance of agricultural education. Let's foster partnerships with policymakers, community leaders, and industry stakeholders to ensure that agricultural education remains a priority and receives the necessary support and resources.

Over the next few months, I will be working closely with the Executive Board to develop a strategic plan that addresses the needs and aspirations of our membership. Your input is incredibly valuable to me, and I welcome any ideas, suggestions, and concerns you may have. Your perspectives will shape the direction of our association, and I am committed to representing your interests to the best of my ability.

Lastly, I want to express my sincere gratitude to each and every one of you for your dedication to agricultural education. The impact we have reaches far beyond the confines of a classroom, as we shape the future leaders and innovators of the agricultural industry. Your commitment to excellence is truly commendable, and I am honored to serve as your President-Elect.

I encourage you to reach out to me at any time. Your thoughts and feedback are always welcome. Together, let's embark on this exciting journey to empower and inspire the agricultural educators of Virginia.

Wishing you all a fruitful and successful year ahead!

*Sarah Jo Jones*

Sarah Jo Jones

<https://www.vaffa.org/VAAE>

# 2022-2023 VAAE AWARD WINNERS

## **Outstanding Early Career Teacher:**

Joshua Fleenor, Cumberland High School

## **Outstanding Agricultural Education Teacher:**

Melessa Suder, Eastern View High School

## **Outstanding Program:**

Eastern View High School

## **Teachers Turn the Key Scholarship:**

Bethany Grooms, Nelson County Middle School

## **Ideas Unlimited:**

Sherry Heishman, Central High School

## **Teacher Mentor:**

Jessica Jones, Tunstall High School

## **Retiring Teachers:**

Kevin Thayer, Patrick-Henry High School

Jay Jarrett, Stonewall Jackson High School

Dr. Phil Fravel, Strasburg High School

# VAAE PRESIDENTS

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Term	President	Area Represented
1941-43	R.R. Tolbert	Culpeper
1943-45	H.F. Adams	Montross
1945-46	H.D. Seal	Ashland
1946-47	S.W. Lee	Courtland
1947-49	L.L. Beazley	Disputanta
1949-51	R.A. Wall	Luray
1951-53	L.E. Kent	South Hill
1953-55	J.E. Peters	Andrew Lewis
1955-57	J.E. Peters	Spring Garden
1957-59	A.T. Poole	Stoney Creek
1959-60	J.H. Copenhagen	Wytheville
1960-61	J.L. Givens	Winchester
1961-62	J.R. Cardwell	Halifax
1962-63	E.M. Pennington	Louisa
1963-64	E.J. Richardson	Galax
1964-65	Sherman Davis	Montross
1965-66	E.F. Wilson	Wytheville
1966-67	H.A. Hawkins	Fishersville
1967-68	R.B. Carter	Appomattox
1968-69	George Lancaster	Louisa
1969-70	Jack Rudolph	Grayson
1970-71	John Parker	Windsor
1971-72	D.D. Oliver	Abingdon
1972-73	Boyd Roller	Strasburg
1973-74	Dennis Torrence	Appomattox
1974-75	Roy Loving	Fluvanna
1975-76	Tulley Larew	Narrows
1976-77	William Gwathmey	King and Queen
1977-78	Dean Sutphin	Carroll
1978-79	Tom Burgess	Rockingham
1979-80	Lewis Williamson, Jr.	Nottoway
1980-81	Grayson Balderson	Mechanicsville
1981-82	James Huffman	Botetourt
1982-83	James Wright	Southampton
1983-84	Rudolph Haden	Christiansburg
1984-85	Bobby Waddell	Appomattox
1985-86	W.W. Cupp	Penn Laird
1986-87	John Roberts	Nelson
1987-88	John Downing	Northampton
1988-89	Mark Layne	Wythe
1989-90	Albert Carter	Appomattox
1990-91	A.W. Mitchell	Keezletown
1991-92	Bobby Orrock	Spotsylvania
1992-93	Ron Daughtrey	Suffolk
1993-94	Mike Cox	Pulaski
1994-95	Gary Thomas	Pittsylvania
1995-96	Tonja Cupp	Shenandoah

Term	President	Area Represented
1996-98	Dan Swafford	Montgomery
1998-99	Jimmy Burcher	Appomattox
1999-00	Andy Seibel	Augusta
2000-01	Robert Noblitt	Madison
2001-02	John Hennessee	Prince George
2002-03	Bob Moss	Tazwell
2003-04	Jimmy Craddock	Pittsylvania
2004-05	Mike Wagner	Rockingham
2005-06	David Balderson	Hanover
2006-07	Howard Hill	King William
2007-08	Brian Alexander	Wythe
2008-09	Darryl Holland	Henry
2009-10	Jeff Wilt	Frederick
2010-11	Russell Jennings	Louisa
2011-12	Teresa Lindberg	Greenville
2012-13	Sarah Scyphers	Washington
2013-14	Jessica M. Jones	Pittsylvania
2014-15	Brian Fisher	Shenandoah
2015-16	Katie Reams	Culpeper
2016-17	Howard Hill	King William
2017-18	Jonathan Grimes	Wythe
2018-19	Jessica M. Jones	Pittsylvania
2019-20	Teresa Lindberg	Greenville
2020-21	Susan Hilleary	Fauquier
2021-22	Christy H. Kerr	Augusta
2022-23	Melessa Suder	Culpeper



# VAAE PROFIT AND LOSS STATEMENT - JULY '22 - JUNE '23

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8:59 AM  
07/05/23  
Cash Basis

## VAAE Profit & Loss

July 1, 2022 through June 15, 2023

Jul 1, '22 - Jun 15, 23

Ordinary Income/Expense	
<b>Income</b>	
Conference Registration	25,855.00
Dues Received	19,440.00
Fruit Rebate	1,070.97
Indirect Public Support	8,000.00
Investments	
Interest-Savings, Short-term CD	11.21
Total Investments	11.21
Program Income	
Membership Dues	4,125.07
Program Service Fees	8,931.30
Total Program Income	13,056.37
Retired Teachers Reception	160.00
Winter In-Service Registration	10,780.03
<b>Total Income</b>	<b>78,373.58</b>
<b>Gross Profit</b>	<b>78,373.58</b>
<b>Expense</b>	
Accounting Fees	1,084.00
Ag Teachers Conference Expense	12,705.77
Bank Fees	-241.11
Insurance - Liability, D and O	190.00
Merchant deposit fees	960.58
NAAE Convention	9,700.20
Other Types of Expenses	
Memberships and Dues	12,081.50
Other Costs	5,211.88
Other Types of Expenses - Other	460.00
Total Other Types of Expenses	17,753.38
Postage, Mailing Service	48.00
Reconciliation Discrepancies	71.86
Star Grant	3,035.15
Supplies	-98.42
Travel and Meetings	
Conference, Convention, Meeting	1,651.96
Travel	-11.12
VACTE Conference Expense	1,469.50
Travel and Meetings - Other	1,898.83
Total Travel and Meetings	5,009.17
Winter In-Service	4,162.13
<b>Total Expense</b>	<b>54,380.71</b>
<b>Net Ordinary Income</b>	<b>23,992.87</b>
<b>Net Income</b>	<b>23,992.87</b>

		Budget
<b>Anticipated Revenue 2023 -2024</b>		<b>Total</b>
Dues		\$22,000.00
Sponsorship/Support		\$8,000.00
Conference Exhibitor Fees		\$600.00
Conference Registration		\$32,000.00
50/50 Silent and Regular Auction		\$1,650.00
Winter School Conference		\$8,000.00
Program Income		\$5,000.00
Interest/Investment		\$200.00
Misc		
Fruit Rebate		\$700.00
<b>Total Revenue</b>		<b>\$78,150.00</b>
<b>Anticipated Expenses - 2023 -2024</b>		<b>Total</b>
Accounting		\$1,100.00
Banking/Merchant Fees		\$1,000.00
Insurance Expense		\$200.00
Total Dues Paid Out		\$12,000.00
NAAE Region VI Conference		\$1,200.00
National Policy Seminar		\$2,500.00
Conference Expenses-Name		\$2,000.00
VAAE Winter School Conference		\$4,000.00
VAAE Summer Conference		\$20,000.00
Contributions to FFA Foundation		\$500.00
Office		\$500.00
Ag Business Council		\$1,200.00
VACTE Legislative Conference		\$1,500.00
Dues Gift		\$450.00
Executive Director Salary		\$5,000.00
Travel		\$5,000.00
NAAE Convention		\$12,000.00
Star		\$8,000.00
Grant		
<b>Total Expense</b>		<b>\$78,150.00</b>
<b>Net</b>		<b>\$0.00</b>



