

2025 Kansas State Degree

KS KS0252 603731336 1



Date

Applicant Name Chapter Name Ethan Kneisler Lyndon FFA I have maintained records to substantiate my supervised agricultural experience program which exhibit comprehensive planning, managerial and financial expertise and will provide these records to my local and state FFA advisors and staff, or their designated representatives, on demand. I have prepared this application and certify that the records are true, complete and accurate, and that I hereby premit for publicity purposes the use of any information included in the application. 3/16/2025 8:51:00 PM Ethan Kneisler Candidate's Signature Date **Advisor Approval** I have reviewed this applicant's supervised agricultural experience (SAE) records and verify they exist and exhibit comprehensive planning, managerial and financial expertise. I have verified the application and find that the statements contained herein match the applicants SAE records and are such that I am able to recommend the applicant for the Degree/Award. Furthermore, I verify that the applicant has conducted him/herself in a manner to be a credit to the organization, chapter, school and community. Chapter Advisor Signature Date **Parent/Guardian Approval** I have examined this application and find that the records are true, accurate and complete. We hereby permit for publicity purposes the use of any information included in this application. 3/16/2025 6:51:00 PM Kristin Kneisler kneislerk@usd421.org Date Parent/Guardian Signature **Principal or Superintendent Approval** I hereby certify this applicant has achieved a high school record of "C" or better and has a satisfactory record of scholarship and participation in school activities. 3/17/2025 8:04:00 AM Paul Dorathy dorathyp@usd421.org

School Principal or Superintendent



I. Application Dates

X Entrepreneurship

Began Agricultural Education Application Ending Date 8/15/2019 12/31/2024

II. SAE Types

Exploratory, Supplemental, or Improvement
Research

Number 1

Number 1

Research Placement

III. Assets

| 1. Current/Operating Assets | Value at Beginning Date | Value at Ending Date |
|---|-------------------------|-------------------------------------|
| a. Cash on hand, checking and savings | \$0 | \$37,760 |
| b. Cash value - bonds, stocks, life insurance | \$0 | \$0 |
| c. Notes & Accounts Receivable | \$0 | \$0 |
| d. Current Inventory (Entrepreneurship Experiences) | | |
| 1. Investment in harvesting and growing crops | \$0 | Itemized ending |
| 2. Investment in feed, seed, fertilizer, chemical, supplies, prepaid expenses, and other current assets | \$0 | inventory values are reported on |
| 3. Investment in merchandise, crops and animals purchased for resale | \$0 | "Ending Current Inventory" page. |
| 4. Investment in raised market livestock & poultry | \$0 | inventory page. |

| 2. Non-Current Inventory | nventory Value at Beginning Date | |
|---|----------------------------------|-------------------------|
| a. Investment in non-depreciable draft, pleasure, and breeding animals | \$0 | Itemized ending |
| b. Investment in depreciable draft, pleasure, and breeding animals | \$5,850 | inventory values |
| c. Investment in depreciable machinery, equipment, and fixtures | \$2,000 | are reported on |
| d. Investment in depreciable land improvements, buildings, and fixtures | \$0 | "Ending Non- Current |
| e. Investment in land | \$0 | Inventory" page. |

| IV. Liabilites | Value at Beginning Date | Value at Ending Date |
|--|-------------------------|----------------------|
| a. Accounts and notes payable | \$0 | \$0 |
| b. Current portion of non-current debt (the portion of non-current debt during this calendar year) | \$0 | \$2,930 |
| c. Real Estate Mortgages (total real estate mortgages minus current portions) | \$0 | \$0 |
| d. Other non-current liabilities (total other non-current liabilities minus current portions) | \$0 | \$11,720 |

V. Personal Cash Income & Expense

Total Value

| a. Sources of cash gifts | \$1,000 |
|--|----------|
| b. Sources of cash from Ag related (non-SAE) and personal earnings | \$13,640 |
| c. (Deduct) Total Personal Expense/Draw | \$22,590 |
| d. (Deduct) Education Expenses Taken Out | \$50 |

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| Pathway | Employer or Project Name Job Title, Responsibilites, or Project Description | Unpaid Hours | Paid Hours | Total Hours | Gross Earnings | Current Expenses |
|----------------------|---|-----------------|---------------|----------------|-------------------|---------------------|
| Agribusiness Systems | Kneisler Farms Feed, Twine, Supply LLC Helped customers by answering questions and loading their items. Delivered items to customers. Stocked and organized feed and supplies. Priced store supplies. Cleaned feed area/supply areas as needed. | 54 | | 54 | | |
| | TOTAL | 54 | | 54 | | |

2020

| Pathway | Employer or Project Name Job Title, Responsibilites, or Project Description | Unpaid Hours | Paid Hours | Total Hours | Gross Earnings | Current Expenses |
|----------------------|---|-----------------|---------------|----------------|-------------------|---------------------|
| Agribusiness Systems | Kneisler Farms Feed, Twine, Supply LLC Helped customers by answering questions and loading their items. Delivered items to customers. Stocked and organized feed and supplies. Priced store supplies. Cleaned feed area/supply areas as needed. | 138 | | 138 | | |
| | TOTAL | 138 | | 138 | | |

2021

| Pathway | Employer or Project Name Job Title, Responsibilites, or Project Description | Unpaid Hours | Paid Hours | Total Hours | Gross Earnings | Current Expenses |
|----------------------|--|-----------------|---------------|----------------|-------------------|---------------------|
| Agribusiness Systems | Kneisler Farms Feed, Twine, Supply LLC Picked up feed/supplies from the distributors. Helped customers by answering questions and loading their items. Delivered items to customers. Stocked and organized feed and supplies. Priced store supplies. Cleaned feed area/supply areas as needed. | 120 | | 120 | | |
| | TOTAL | 120 | | 120 | | |

2022

| Pathway | Employer or Project Name Job Title, Responsibilites, or Project Description | Unpaid Hours | Paid Hours | Total Hours | Gross Earnings | Current Expenses |
|----------------------|---|-----------------|---------------|----------------|-------------------|---------------------|
| Agribusiness Systems | Kneisler Farms Feed, Twine, Supply LLC Picked up feed/supplies from the distributors. Helped customers by answering questions and loading their items. Delivered items to customers. Stocked and organized feed and supplies. Priced store supplies. Cleaned feed area/supply areas as needed. Processed customer payments. | 150 | | 150 | | |
| | TOTAL | 150 | | 150 | | |

2023

| Pathway | Employer or Project Name Job Title, Responsibilites, or Project Description | Unpaid Hours | Paid Hours | Total Hours | Gross Earnings | Current Expenses |
|----------------------|---|-----------------|---------------|----------------|-------------------|---------------------|
| Agribusiness Systems | Kneisler Farms Feed, Twine, Supply LLC Picked up feed/supplies from the distributors. Helped customers by answering questions and loading their items. Delivered items to customers. Stocked and organized feed and supplies. Priced store supplies. Cleaned feed area/supply areas as needed. Processed customer payments. | 155 | | 155 | | |
| | TOTAL | 155 | | 155 | | |

| Pathway | Employer or Project Name Job Title, Responsibilites, or Project Description | Unpaid Hours | Paid Hours | Total Hours | Gross Earnings | Current Expenses |
|----------------------|---|-----------------|---------------|----------------|-------------------|---------------------|
| Agribusiness Systems | Kneisler Farms Feed, Twine, Supply LLC Picked up feed/supplies from the distributors. Helped customers by answering questions and loading their items. Delivered items to customers. Stocked and organized feed and supplies. Priced store supplies. Cleaned feed area/supply areas as needed. Processed customer payments. | 160 | | 160 | | |
| | TOTAL | 160 | | 160 | | |





| Pathway | Name & Description | Size/Scope of Enterprise |
|----------------|---|-----------------------------|
| Animal Systems | Ethan's - Cow Herd Beef Production Entrepreneurship - Cow Herd Registered Angus Cows - 3 Commercial Cows - 4 Value Calves Sold - \$4110 Perform all activities to maintain herd health, such as administering vaccinations, antibiotics, and internal and external pest control. Monitor and provide quality feedstuffs at optimum levels. Tracking records on calf production, herd health, breeding and registration, herd inventory, and income/expense for my herd. Make marketing decisions on all sales/purchases. | 7 Head Com. & Reg. Cows |

2020

| Pathway | Name & Description | Size/Scope of Enterprise |
|----------------|---|-----------------------------|
| Animal Systems | Ethan's - Cow Herd Beef Production Entrepreneurship - Cow Herd Registered Angus Cows - 4 Commercial Cows - 5 Value Calves Sold - \$4900 Perform all activities to maintain herd health, such as administering vaccinations, antibiotics, and internal and external pest control. Monitor and provide quality feedstuffs at optimum levels. Tracking records on calf production, herd health, breeding and registration, herd inventory, and income/expense for my herd. Make marketing decisions on all sales/purchases. | 9 Head Com. & Reg. Cows |

2021

| Pathway | Name & Description | Size/Scope of Enterprise |
|----------------------|--|-----------------------------|
| Animal Systems | Ethan's - Cow Herd Beef Production Entrepreneurship - Cow Herd Registered Angus Cows - 8 Commercial Cows - 3 Value Calves Sold - \$3,890 Perform all activities to maintain herd health, such as administering vaccinations, antibiotics, and internal and external pest control. Monitor and provide quality feedstuffs at optimum levels. Tracking records on calf production, herd health, breeding and registration, herd inventory, and income/expense for my herd. Make marketing decisions on all sales/purchases. | 11 Head Com. & Reg. Cows |
| Agribusiness Systems | Jimmy's Custom Wrapping Agricultural Services Entrepreneurship - Custom Forage Wrapping 4 Customers - Cash Sales \$2,700 Safely operate and maintain equipment. Order consumable supplies and parts as needed. Communicate with potential and current customers about my business and educate about the benefits of wrapping forages. Track records related to inventory, customer schedules, income and expenses. | 375 Bales Wrapped |

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| Agribusiness Systems | Kneisler Cattle Services Agricultural Services Entrepreneurship - Cattle Clipping/Fitting | | |
|----------------------|---|--------------------|--|
| | 24 Head Clipped - Cash Sales \$1,320 4 Head Fitted - Cash Sales \$260 | 28 Cattle Serviced | |
| | Clipping and fitting cattle for youth for county, state or national level shows. | | |

| Pathway | Name & Description | Size/Scope of Enterprise |
|----------------------|---|-----------------------------|
| Animal Systems | Ethan's - Cow Herd Beef Production Entrepreneurship - Cow Herd Registered Angus Cows - 10 Commercial Cows - 3 Value Calves Sold - \$6,765 Perform all activities to maintain herd health, such as administering vaccinations, antibiotics, and internal and external pest control. Monitor and provide quality feedstuffs at optimum levels. Tracking records on calf production, herd health, breeding and registration, herd inventory, and income/expense for my herd. Make marketing decisions on all sales/purchases. | 13 Head Com. & Reg. Cows |
| Agribusiness Systems | Jimmy's Custom Wrapping Agricultural Services Entrepreneurship - Custom Forage Wrapping 6 Customers - Cash Sales \$5,714 Operate and maintain equipment. Order consumable supplies and parts as needed. Communicate with potential and current customers about my business and educate about the benefits of wrapping forages. Track records related to inventory, customer schedules, income and expenses. | 473 Bales Wrapped |
| Agribusiness Systems | Kneisler Cattle Services Agricultural Services Entrepreneurship - Cattle Clipping/Fitting 31 Head Clipped - Cash Sales \$1,080 5 Head Fitted - Cash Sales \$325 Clipping and fitting youth and breeders' cattle for county, state or national level shows. | 36 Cattle Serviced |
| Animal Systems | Kneisler Replacement Heifers Beef Production Entrepreneurship - Replacement Heifers Value Heifers Sold - No sales Raise/purchase replacement females to sell. Synchronize heifers using CIDRS. Breed heifers using artificial insemination. Track records on vaccinations and expected time of calving Evaluate heifers for condition scores and feed accordingly. Select Al sires based on phenotypes and genotypes of heifers. | 0 Head Sold |

| Pathway | Name & Description | Size/Scope of Enterprise |
|----------------|--|-----------------------------|
| Animal Systems | Ethan's - Cow Herd Beef Production Entrepreneurship - Cow Herd Registered Angus Cows - 13 Commercial Cows - 3 Value Calves Sold - \$12,203 Perform all activities to maintain herd health, such as administering vaccinations, antibiotics, and internal and external pest control. Monitor and provide quality feedstuffs at optimum levels. Tracking records on calf production, herd health, breeding and registration, herd inventory, and income/expense for my herd. Make marketing decisions on all sales/purchases. | 16 Head Com. & Reg. Cows |

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| Agribusiness Systems | Jimmy's Custom Wrapping Agricultural Services Entrepreneurship - Custom Forage Wrapping | |
|----------------------|--|--------------------|
| | 5 Customers - Cash Sales \$4,064 | |
| | Operate and maintain equipment. Order consumable supplies and parts as needed. Communicate with potential and current customers about my business and educate about the benefits of wrapping forages. Track records related to inventory, customer schedules, income and expense. | 360 Bales Wrapped |
| Agribusiness Systems | Kneisler Cattle Services Agricultural Services Entrepreneurship - Cattle Clipping/Fitting and Artificial Insemination 47 Head Clipped - Cash Sales \$2,030 3 Head Fitted - Cash Sales \$195 4 Head Artificially Inseminated - Cash Sales - \$60 Clipping and fitting youth and breeders' cattle for county, state, or national level shows/sales. Artificial inseminating cattle for local farmers and ranchers. | 54 Cattle Serviced |
| Animal Systems | Kneisler Replacement Heifers Beef Production Entrepreneurship - Replacement Heifers Value Heifers Sold - \$12,500 Raise/purchase replacement females to sell. Synchronize heifers using CIDRS. Breed heifers using artificial insemination. Track records on vaccinations and expected time of calving Evaluate heifers for condition scores and feed accordingly. Select Al sires based on phenotypes and genotypes of heifers. | 5 Head Sold |

| Pathway | Name & Description | Size/Scope of Enterprise |
|----------------------|---|-----------------------------|
| Animal Systems | Ethan's - Cow Herd Beef Production Entrepreneurship - Cow Herd Registered Angus Cows - 12 Commercial Cows- 3 Value Calves Sold - \$16,920 Perform all activities to maintain herd health, such as administering vaccinations, antibiotics, and internal and external pest control. Monitor and provide quality feedstuffs at optimum levels. Tracking records on calf production, herd health, breeding and registration, herd inventory, and income/expense for my herd. Make marketing decisions on all sales/purchases. | 15 Head Com. & Reg. Cows |
| Agribusiness Systems | Jimmy's Custom Wrapping Agricultural Services Entrepreneurship - Custom Forage Wrapping 5 Customers - Cash Sales \$5,675 Operate and maintain equipment. Order consumable supplies and parts as needed. Communicate with potential and current customers about my business and educate about the benefits of wrapping forages. Track records related to inventory, customer schedules, income and expense. | 411 Bales Wrapped |
| Agribusiness Systems | Kneisler Cattle Services Agricultural Services Entrepreneurship - Cattle Clipping/Fitting and Artificial Insemination 60 Head Clipped - Cash Sales \$3,160 13 Head Fitted - Cash Sales \$1,155 29 Head Artificially Inseminated - Cash Sales \$1,090 Clipping and fitting youth and breeders' cattle for county, state or national level shows/sales. Artificial inseminating cattle for local farmers and ranchers. | 102 Cattle Serviced |
| Animal Systems | Kneisler Replacement Heifers Beef Production Entrepreneurship - Replacement Heifers Value Heifers Sold - \$15,000 Raise/purchase replacement females to sell. Synchronize heifers using CIDRS. Breed heifers using artificial insemination. Track records on vaccinations and expected time of calving Evaluate heifers for condition scores and feed accordingly. Select AI sires based on phenotypes and genotypes of heifers. | 6 Head Sold |

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A. Harvested and Growing Crops/Plants on 12/31/2024

| Description | Quantity | Value |
|-------------|----------|-------|
| | TOTAL | |

B. Feed, Seed, Fertilizer, Chemicals, Supplies, Prepaid Expenses, and other Current Assets on 12/31/2024

| Description | Quantity | Value |
|--|----------|-------|
| Al Supplies - Coveralls, latex gloves, OB sleeves, Al gun sheaths, OB lube (Kneisler Cattle Services | 1 | \$175 |
| Clipping Supplies - Clipper lube/grease (Kneisler Cattle Services) | 1 | \$20 |
| | TOTAL | \$195 |

C. Merchandise, Crops, and Animals Purchased for Resale on 12/31/2024

| Description | Quantity | Value |
|-------------|----------|-------|
| | TOTAL | |

D. Raised Market Animals on 12/31/2024

| Description | Quantity | Value |
|-------------|----------|-------|
| | TOTAL | |

E. Non-Depreciable Draft, Pleasure, or Breeding Animals on 12/31/2024

| Description | Quantity | Ending Total Value |
|-------------|----------|--------------------|
| | TOTAL | |

F. Depreciable Draft, Pleasure, or Breeding Animals on 12/31/2024

| | | | • • | |
|---------------------------------|----------|---------------------|-------------------------|----------|
| Description | Quantity | Acquisition Cost | Depreciation Claimed | Value |
| Sankeys Gal Heifer (Reg. Angus) | 1.00 | \$2,000 | \$720 | \$1,280 |
| 12 (Reg. Angus) | 1.00 | \$2,500 | \$900 | \$1,600 |
| Socks (Commercial) | 1.00 | \$800 | \$180 | \$620 |
| 025 (Reg. Angus) | 1.00 | \$2,500 | \$750 | \$1,750 |
| 96 (Commercial-Maine) | 1.00 | \$2,700 | \$750 | \$1,950 |
| 17 (Reg. Angus) | 1.00 | \$2,000 | \$400 | \$1,600 |
| 027 (Reg. Angus) | 1.00 | \$2,700 | \$450 | \$2,250 |
| 919 (Reg. Angus) | 1.00 | \$2,300 | \$520 | \$1,780 |
| 2109 (Reg. Angus) | 1.00 | \$3,000 | \$600 | \$2,400 |
| 1002 (Reg. Angus) | 1.00 | \$2,000 | \$480 | \$1,520 |
| 022 (Reg. Angus) | 1.00 | \$2,500 | \$750 | \$1,750 |
| 234 (Reg. Angus) | 1.00 | \$5,000 | \$600 | \$4,400 |
| 7 (Reg. Angus) | 1.00 | \$4,000 | \$400 | \$3,600 |
| 7X (Reg. Angus) | 1.00 | \$3,000 | \$300 | \$2,700 |
| 13 (Commercial) | 1.00 | \$1,850 | \$690 | \$1,160 |
| | TOTAL | \$38,850 | \$8,490 | \$30,360 |

G. Depreciable Machinery, Equipment, and Fixtures on 12/31/2024

| Description | Acquisition Cost | Depreciation Claimed | Value |
|---|---------------------|-------------------------|----------|
| Vermeer Model 3500 Bale Wrapper | \$6,000 | \$600 | \$5,400 |
| 2016 Ram 2500 Pick Up (Total Cost 29,300) 50% SAE | \$14,650 | \$865 | \$13,785 |
| Artificial Insemination Equipment | \$1,200 | \$80 | \$1,120 |
| Andis Clippers, clipper blades, fitting combs | \$650 | \$113 | \$538 |
| TOTAL | \$22,500 | \$1,658 | \$20,843 |

H. Depreciable Land Improvements, Buildings, and Fences on 12/31/2024

| Description | Acquisition Cost | Depreciation Claimed | Value |
|-------------|---------------------|-------------------------|-------|
| TOTAL | | | |

I. Land on 12/31/2024

| Description | Quantity | Acquisition Cost |
|-------------|----------|---------------------|
| | TOTAL | |



2025 Kansas State DegreeIncome and Expense Summary of SAE Program

| | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
|--|------------|------------|----------|----------|----------|----------|
| 1. Revenues from Operations | | | | | | |
| a. Closing Current Inventory | \$0 | \$0 | \$1,689 | \$59 | \$819 | \$195 |
| b. Beginning Current Inventory | \$0 | \$0 | \$0 | \$1,689 | \$59 | \$819 |
| c. Change in Current Inventory | \$0 | \$0 | \$1,689 | -\$1,630 | \$760 | -\$624 |
| d. Cash Sales | \$4,110 | \$4,900 | \$8,170 | \$23,597 | \$41,621 | \$54,891 |
| e. Value Used at Home (Non-cash) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| f. Value of Production Transferred to other enterprise, Transferred to Non-Current, Bartered or Labor Exchanged (Non-cash) | \$645 | \$1,656 | \$1,456 | \$3,672 | \$2,015 | \$1,920 |
| g. Gross Revenues (Change in Current Inventory and Total Sales) | \$4,755 | \$6,556 | \$11,315 | \$25,639 | \$44,395 | \$56,188 |
| 2. Expenses from Operations | | | | | | |
| a. Inventory Purchased for Resale (Cash) | \$0 | \$0 | \$0 | \$2,400 | \$9,650 | \$12,300 |
| b. Inventory Purchased for Resale (Non-Cash | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Transfers) | · | · | | | · | |
| c. Cash Expenses (all other types) d. Non-Cash Expenses (Transferred, Bartered, | \$0 | \$12 | \$2,882 | \$5,587 | \$8,842 | \$7,755 |
| or SAE Labor Exchange) | \$645 | \$1,656 | \$1,456 | \$3,672 | \$2,015 | \$1,920 |
| e. Contributed Non-Cash Expenses (Gift or non- SAE Labor Exchange) | \$0 | \$0 | \$150 | \$0 | \$0 | \$0 |
| F. Total Operating Expenses | \$645 | \$1,668 | \$4,488 | \$11,659 | \$20,507 | \$21,975 |
| 3. Net Income from Operations | \$4,110 | \$4,888 | \$6,827 | \$13,980 | \$23,888 | \$34,212 |
| | | | | | | |
| 4. Non-Current Inventory | | | ı | | | |
| a. Closing Inventory | \$10,573 | \$17,873 | \$29,713 | \$35,443 | \$44,583 | \$51,203 |
| b. Transfer in from Operations (Non-Cash Transfers of non-current assets) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| c. Contributed Inventory (Outside contribution of non-current assets - gift) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| d. Purchases | \$3,300 | \$8,350 | \$15,300 | \$7,700 | \$11,700 | \$14,650 |
| e. Beginning Inventory | \$7,850 | \$10,573 | \$17,873 | \$29,713 | \$35,443 | \$44,583 |
| f. Sales | \$0 | \$0 | \$1,650 | \$0 | \$0 | \$2,600 |
| g. Non-Cash Sales | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| h. Net Non-Current Transactions | -\$578 | -\$1,050 | -\$1,810 | -\$1,970 | -\$2,560 | -\$5,430 |
| 5. Net Income From Operations & Net Non- | | | | | | |
| Current Transactions | \$3,533 | \$3,838 | \$5,017 | \$12,010 | \$21,328 | \$28,782 |
| 6. Annual Profitability Measures | | | | | | |
| a. Operating Profit Margin (OPM) Net Operating Income/Totals Sales = % of sales related to profit | 86% | 75% | 60% | 55% | 54% | 61% |
| b. % of Total Returns from Net Non-Current Gains (Net Non-Current Gains/Total Gains) | | | | | | |
| c. Review Non-Current Ending Inv. Value | | | | | | |
| 7. Non-Cash Transfer/Exchange Review | | | | | | |
| , | | | | | | |
| a. Check if Non-Cash Transactions are Balanced | YES | YES | YES | YES | YES | YES |

| | Total |
|---|------------|
| 1. Bayanyaa fuam Onayahiana | iotai |
| Revenues from Operations Closing Current Inventory | \$195 |
| b. Beginning Current Inventory | \$193 |
| c. Change in Current Inventory | \$195 |
| d. Cash Sales | \$137,288 |
| e. Value Used at Home (Non-cash) | \$0 |
| f. Value of Production Transferred to other | φU |
| enterprise, Transferred to Non-Current, Bartered or Labor Exchanged (Non-cash) | \$11,364 |
| g. Gross Revenues (Change in Current Inventory and Total Sales) | \$148,847 |
| 2. Expenses from Operations | |
| a. Inventory Purchased for Resale (Cash) | \$24,350 |
| b. Inventory Purchased for Resale (Non-Cash Transfers) | \$0 |
| c. Cash Expenses (all other types) | \$25,078 |
| d. Non-Cash Expenses (Transferred, Bartered, or SAE Labor Exchange) | \$11,364 |
| e. Contributed Non-Cash Expenses (Gift or non-SAE Labor Exchange) | \$150 |
| f. Total Operating Expenses | \$60,942 |
| 3. Net Income from Operations | \$87,905 |
| 4. Non-Current Inventory | |
| a. Closing Inventory | \$51,203 |
| b. Transfer in from Operations (Non-Cash Transfers of non-current assets) | \$0 |
| c. Contributed Inventory (Outside contribution of non-current assets - gift) | \$0 |
| d. Purchases | \$61,000 |
| e. Beginning Inventory | \$7,850 |
| f. Sales | \$4,250 |
| g. Non-Cash Sales | \$0 |
| h. Net Non-Current Transactions | -\$13,398 |
| 5. Net Income From Operations & Net Non- Current Transactions | \$74,507 |
| 6. Annual Profitability Measures | |
| a. Operating Profit Margin (OPM) Net Operating Income/Totals Sales = % of sales related to profit | 59% |
| b. % of Total Returns from Net Non-Current Gains (Net Non-Current Gains/Total Gains) | |
| c. Review Non-Current Ending Inv. Value | |
| 7. Non-Cash Transfer/Exchange Review | |
| • | |
| a. Check if Non-Cash Transactions are Balanced | YES |



Beginning Ending A. Assets Value Value 1. Current Assets \$37,760 a. Cash on hand, checking and savings \$0 b. Cash Value - Bonds, stocks, life insurance c. Notes & Accounts Receivable \$0 \$0 d. Current Inventory (Entrepreneurship Experiences) \$0 1. Investment in harvesting and growing crops/plants \$0 2. Investment in feed, seed, fertilizer, chemical, supplies, prepaid expenses, and other current assets \$0 \$195 3. Investment in merchandise, crops, and animals purchased for resale \$0 \$0 4. Investment in raised market animals \$0 \$0 \$195 e. Total Current Inventory \$0 f. Total Current Assets \$37,955 \$0 2. Non-Current Assets a. Non-Current Inventory 1. Investment in non-depreciable draft, pleasure, and breeding animals \$0 \$0 \$30,360 2. Investment in depreciable draft, pleasure, and breeding animals \$5,850 3. Investment in depreciable machinery, equipment, and fixtures \$2,000 \$20,843 4. Investment in depreciable land improvements, buildings, and fences \$0 \$0 5. Investment in land \$0 \$0 b. Total Non-Current Assets \$7,850 \$51,203 3. Total Assets \$7,850 \$89,157 **B.** Liabilities 1. Current Liabilites a. Accounts and Notes Payable \$0 \$0 b. Current Portion of Non-Current Debt (the portion of non-current debt during this calendar year) \$2,930 \$0 c. Total Current Liabilites \$2,930 \$0 2. Non-Current Liabilites a. Real Estate Mortgages \$0 b. Other Non-Current Liabilities \$11,720 \$0 c. Total Non-Current Liabilities \$0 \$11,720



3. Total Liabilities



\$14,650

\$0



2025 Kansas State DegreeFinancial Balance Sheet Information - Personal Contribution & Net Worth

| C. Summary of Contributed Capital (Personal Finances in Balance Sheet) | |
|--|----------|
| 1. Beginning Value | \$7,850 |
| 2. Sources of Cash Gifts | \$1,000 |
| 3. Sources of Cash from Ag Related (non-SAE) and personal earnings | \$13,640 |
| 4. Sources of Non-Cash Contributions (Current and Non-Current) | \$150 |
| 5. (Deduct) Non-Cash Sales for "Used at Home" | \$0 |
| 6. (Deduct) Total Personal Draw | \$22,590 |
| 7. (Deduct) Education Expenses Taken Out | \$50 |
| 8. Net Personal Contribution | \$0 |

| D. Net Worth | Beginning Value | Ending Value |
|--|--------------------|-----------------|
| 1. Contributed Capital (Represents the value of personal contribution) | \$7,850 | \$0 |
| 2. Retained Earnings (Represents the value of SAE net income, entrepreneurship, placement, research) | | \$74,507 |
| 3. Total Net Worth | \$7,850 | \$74,507 |
| 4. Total Liabilities & Net Worth | \$7,850 | \$89,157 |
| E. Accuracy Check for the Balance Sheet (Assets = Liabilities + Equity) & Growth | | |
| 1. Beginning Value | MET | |
| 2. Ending Value | | MET |
| 3. Difference (met = \$0) | \$0 | \$0 |
| 4. Total Growth in Equity | | \$66,657 |
| F. Financial Management Ratios | | |
| 1. Current Ratio (Measure of Liquidity) (Current Assets/Current Liabilities) | | 12.95 |
| 2. Working Capital (Measure of Liquidity) (Total Current Assets minus Total Current Liabilities) | \$0 | \$35,025 |



2025 Kansas State DegreeFinancial Balance Sheet Statement - Earnings & Productively Invested

| G. SAE Earnings | |
|--|----------|
| 1. Placement SAE Earnings (Cash) | \$0 |
| 2. Entrepreneurship SAE Earnings (Cash & Non-Cash) | \$74,507 |
| 3. Total SAE Earnings (Retained Earnings) | \$74,507 |

| H. Productively Invested | |
|--|----------|
| 1. Change in Net Worth (Productively Invested from Operations) | \$66,657 |
| 2. (Add) Total Educational Expenses (Personal Use) | \$50 |
| 3. (Deduct) Net Sources of Assets from Gifts or Non-SAE | \$0 |
| 4. Total Growth in Productively Invested | \$66,707 |

| I. Unpaid Hours | |
|--|-------|
| 1. Total Unpaid Hours | 777 |
| 2. Factor Per Hour | 3.56 |
| 3. Unpaid hours allowance (hours x rate) | 2,766 |

| J. Qualification Check | Your Value | Condition |
|---|------------|-----------|
| Qualified under at least one option (Details of each option are listed below) | | Met |
| | | |
| Option 1 Conditions - Qualification on Finances | | |
| a. Productively Invested at least \$2000 | \$66,707 | Met |
| b. SAE Earnings at least \$2000 | \$74,507 | Met |
| Option 2 Conditions - Qualification on Unpaid Hours | | |
| a. Unpaid Hours at least 600 | 777 | Met |
| Option 3 Conditions - Qualification on Combination | | |
| a. Unpaid Hours/600 + Productively Invested/\$2000 is at least 100% | 3,465% | Met |
| b. Unpaid Hours/600 + SAE Earnings/\$2000 is at least 100% | 3,855% | Met |

■ Version # 1997264



A. Skills, Competencies, Knowledge

| | AFNR Performance Indicator | Contributions to Success |
|---|--|---|
| 1 | ABS.04.02 Develop production and operational plans for an AFNR business. | When running my wrapper, I would develop a production and operation plan every spring. I would plan how the machines will be running and plan out how many bales I might produce in the busy spring and summer months. Throughout the winter months, I would contact established customers to discuss what they wanted to be wrapped in the upcoming year. |
| 2 | AS.02.01 Demonstrate management techniques that ensure animal welfare. | Cattle management and welfare are extremely vital for my operation. I took many steps to ensure that they had a safe and calm environment. Every day, I walked through all the pens and checked for any sign of sicknesses or problems. On days with extreme temperatures, I made sure that every animal had access to water and was comfortable. When calving cows, I made nightly checks and made sure to bed the cows and calves down with straw. I also built extra wind breaks for cattle to avoid high winds. |
| 3 | AS.04.01 Evaluate animals for breeding readiness and soundness. | When I would buy cattle, whether that is bred cows or yearling heifers, I put all of them on a strict diet to keep their body condition score up. I made sure that each cow met their nutritional needs year-round. When I would buy yearling replacement females, I took many steps to make sure their nutritional levels were met. I would feed them a grain-based diet that consisted of 14% heifer developer, protein tubs, and Vitaferm Concept Aid mineral. |
| 4 | AS.03.02 Analyze feed rations and assess if they meet the nutritional needs of animals. | I spent many hours evaluating my replacement females and monitoring their diets. If I thought something needed to be added to their diet, I would change the ration of the next load of feed I got. If my cattle were at a lighter weight than I wanted, I would push them on feed by giving them more or change their diet by adding more protein to gain weight. I wanted the cattle to be at a certain weight before I sold them, so I had to evaluate the cattle and their diets to achieve the desired weight. |
| 5 | ABS.03.01 Develop, assess and manage cash budgets to achieve AFNR business goals. | Before bringing cattle home from summer pasture in the fall, I planned out a budget for the upcoming year. This helped me keep track of my expenditures for things like feed, hay, vet bills, and any other expense that might come up. I created a budget so that I knew how much I had already spent and what amount was left over. This helped me know how much I could spend on buying replacement females to resell in the fall. |
| 6 | AS.02.02 Analyze procedures to ensure that animal products are safe for consumption (e.g., use in food system, etc.). | Every year, I keep a couple of yearling calves to feed out and send to the locker plant and sell the meat in quarters, halves, and whole beef. I put the calves in a separate pen away from other calves to monitor what they are getting fed. I am also able to watch if they get sick and administer the proper vaccines if needed. I make sure to closely follow withdrawal dates to make sure that everything is out of their system and that the meat is safe for consumers to eat. |
| 7 | ABS.05.01 Analyze the role of markets, trade, competition and price in relation to an AFNR business sales and marketing plans. | I am buying and selling cattle year-round, so it is very helpful to know if the cattle market is at a high or low. The markets help me decide when the best times to buy and sell cattle are. When I am buying heifers, I aim to buy quality cattle at the best price. When I sell yearling calves in January, I try to get the best price that I can get for my cattle. Closely watching the cattle markets helps me successfully run my business and get the most out of my money to put towards the next year. |

| 8 | AS.04.03 Apply scientific principles to breed animals. | In the spring of 2024, I went to an artificial insemination school to learn how to AI cows. I now AI all of my cows, and I also hire out my services to help other producers get the advantages of artificial insemination. Having this skill helps me to improve the quality of my cattle by being able to outsource the best genetics for my registered Angus cow herd. |
|----|---|--|
| 9 | AS.08.02 Evaluate the effects of environmental conditions on animals and create plans to ensure favorable environments for animals. | I take great pride in keeping my cattle comfortable during extreme weather conditions. I spend a lot of time building wind breaks out of big round hay bales to help block high winds from the cattle. I spread straw out in front of those wind breaks so the cattle have something warm to lie on during the winter, especially during snow storms. Laying straw and building a wind break helps when the cows are calving, as well as keeping the calves warm and protected from weather conditions. |
| 10 | ABS.05.02 Assess and apply sales principles and skills to accomplish AFNR business objectives. | When wrapping bales for my customers, I make sure to communicate with them about what they want their end product to be and what they are expecting from the service that I am providing them. When trying to sell my wrapping services to farmers and ranchers, I have to use sales principles to show them the positives of this forage preservation product. I try to sell them on the product so that they can reap the benefits of forage bales that will last longer and improve their operations. |



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|--|---|-----------|--------------------------|-------|---------------------------------|----------|
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| Chapter Fundraiser 19,20,21,23 Chapter Kickoff 19 Chapter meeting 19 Concession Stand - HSBB 22 Concession Stand - HSFB 21 Concession Stand - Track 22 District Officer Application 21 ECD Banquet - Delegate 22,23 ECD Greenhand Conference 19 | Chapter Banquet | 21.22.23 | | | | |
| Chapter Kickoff 19 Chapter meeting 19 Concession Stand - HSBB 22 Concession Stand - HSFB 21 Concession Stand - Track 22 District Officer Application 21 ECD Banquet - Delegate 22,23 ECD Greenhand Conference 19 | Chapter Fundraiser | | | | | |
| Chapter meeting 19 Concession Stand - HSBB 22 Concession Stand - HSFB 21 Concession Stand - Track 22 District Officer Application 21 ECD Banquet - Delegate 22,23 ECD Greenhand Conference 19 | Chapter Kickoff | -, -, , - | 19 | | | |
| Concession Stand - HSBB 22 Concession Stand - HSFB 21 Concession Stand - Track 22 District Officer Application 21 ECD Banquet - Delegate 22,23 ECD Greenhand Conference 19 | Chapter meeting | 19 | | | | |
| Concession Stand - HSFB 21 Concession Stand - Track 22 District Officer Application 21 ECD Banquet - Delegate 22,23 ECD Greenhand Conference 19 | Concession Stand - HSBB | | | | | |
| Concession Stand - Track 22 District Officer Application 21 ECD Banquet - Delegate 22,23 ECD Greenhand Conference 19 | Concession Stand - HSFB | | | | | |
| District Officer Application 21 ECD Banquet - Delegate 22,23 ECD Greenhand Conference 19 | Concession Stand - Track | | | | | |
| ECD Banquet - Delegate 22,23 ECD Greenhand Conference 19 | | | 21 | | | |
| ECD Greenhand Conference 19 | | | | | | |
| | | | | | | |
| 22 | | | | | | |
| FFA Chapter Meeting 21 | FFA Chapter Meeting | 24 | 22 | | | |

| Fundraiser Meeting | 19 | | |
|--------------------------------------|-------|----|-------|
| Kansas Junior Livestock Show | | 21 | |
| National FFA Convention | | | 21,23 |
| National FFA Scholarship | | | 23 |
| National FFA Week - Fun Night | 22 | | |
| National SAE Grant Application | | | 21 |
| Office: President | 21,22 | | |
| Office: Student Advisor | 19 | | |
| Office: Vice President | 20 | | |
| Seitz Fundraiser Starts | 21 | | |
| State Conference for Chapter Leaders | | 21 | |
| State Convention - Delegate | | 22 | |

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| Individual / Group / Organization to whom service was PROVIDED | Service performed and whom you performed the service with if applicable | Hours |
|--|--|--------|
| Lyndon Community | I handed out candy to kids in our community at the Trunk or Treat Event. | 2.00 |
| | TOTA | L 2.00 |

| Individual / Group / Organization to whom service was PROVIDED | Service performed and whom you performed the service with if applicable | Hours |
|--|---|-------|
| Lyndon Community | I volunteered to read books and bring goats to my local community library. I read to the kids and they got to pet the goats afterwards. | 3.00 |
| Osage County Livestock Kids | I helped with a livestock camp where I taught kids how to show their livestock animals as well as daily general care. | 5.00 |
| | TOTAL | 8.00 |

| Individual / Group / Organization to whom service was PROVIDED | Service performed and whom you performed the service with if applicable | Hours |
|--|---|-------|
| Elderly and Disabled Residents of Lyndon | I delivered meals to elderly and disabled residents who are unable to leave their houses to get food. | 2.00 |
| Lyndon Community | Helped distribute food at November Harvesters in Jones Park | 1.50 |
| Lyndon Community | Helped distribute food with Harvesters for the month of August in Jones Park | 1.50 |
| Lyndon Community | Set-up, served, and cleaned-up for our chapter's community breakfast during National FFA Week | 3.00 |
| Osage County Livestock Kids | I helped with a livestock camp where I taught kids how to show their livestock animals as well as daily general care. | 5.00 |
| | TOTAL | 13.00 |

| Individual / Group / Organization to whom service was PROVIDED | Service performed and whom you performed the service with if applicable | Hours |
|--|--|-------|
| Butler County Livestock Kids | I helped with the Butler Community College Livestock Camp. I taught kids about the goat project and gave them tips and tricks on what to do. | 6.00 |
| Lyndon Community | Helped distribute food at February Harvesters in Jones Park | 1.50 |
| Lyndon Community | Helped distribute food with Harvesters in Jones Park | 1.50 |
| | TOTAL | 9.00 |

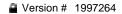
| Individual / Group / Organization to whom service was PROVIDED | Service performed and whom you performed the service with if applicable | Hours |
|--|--|-------|
| Osage County Fair | I helped set up pens for animals at my county fair, checked in animals for the show, helped kids keep their animals moving in the show ring, and cleaned up the fairgrounds after the week was over. | 14.00 |
| | TOTAL | 14.00 |

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Qualification Check

| | Your Value | Condition |
|---------------------------------|------------|-----------|
| At least 2 different activities | 12 | MET |
| At least 25 hours | 46.0 | MET |







| Item | Value |
|---|-------------------|
| Candidate has been an active FFA member for at least 24 months. | MET |
| Candidate has the Chapter and Greenhand FFA Degree. | MET |
| Applicant must have completed at least 2 full years (360 hours) of agriculture, or all of the agriculture offered at the school last attended. | MET |
| Non-cash income and expense is balanced each year on the Income/Expense Report. | MET |
| Accuracy Check for the Balance Sheet (Assets = Liabilities + Equity) & Growth | MET |
| Candidate has recorded of at least 25 hours community service and at least 2 different activities. (Organizations and activities must be manually reviewed in records.) | PENDING REVIEW |
| Student qualifies for the Degree with earnings, productively invested, and hours. | MET |
| Student has done at least 8 activities above the chapter level. Activities must be manually reviewed in records. | PENDING REVIEW |
| Candidate has obtained the required electronic signatures and approvals. | MET |



2025 Kansas State DegreeState Degree Manual Review Sheet of Qualifications

| Circle | Initial |
|--------|---------|
| ΥN | |

| Circle | | Initial | | |
|--------|----------|--------------------------------------|-----------------------------|---|
| Υ | N | | | |
| 1. Ha | as the o | candidate been | a chapter officer or serve | on a major committee as listed below. |
| | | Chapter FFA (| Officer: | |
| | | FFA Committe | e Chairman: | |
| | | FFA Committe | e Member: | |
| Cir | rcle | Initial | | |
| Υ | N | | | |
| 2. Ha | as the o | candidate perfo | rmed at least 10 Parliame | ntary Procedure abilities? |
| | 1 | | | 6 |
| | 2 | | | 7 |
| | 3 | | | 8 |
| | 4 | | | 9 |
| | 5 | | | 10 |
| Cir | rcle | Initial | | |
| | N | IIIIII | | |
| 3. Ha | | candidate given | a six-minute agricultural r | elated speech or demonstration? Please provide details |
| | 1. (Titl | e) | | (Length) |
| Cir | rcle | Initial | | |
| Υ | | | | |
| | | candidate attach this application | | nts (or SAE plans) for all SAEs listed in the application? |
| Cir | rcle | Initial | | |
| Υ | N | | | |
| | | e Skills, Compe kperiences. | tency, and Knowledge list | red in the application complete and accurately represents the |

| Circle | Initial |
|--------|---------|
| ΥN | |

6. As the advisor, I have reviewed the complete application and information listed in this manual review sheet and confirms the candidate's information is accurate and meets all qualifications.

| I information is accurate and represents the work of the student. | |
|---|------|
| | |
| Signature of FFA Advisor | Date |







Applicant Information

Candidate Name

Ethan Kneisler

FFA Chapter Name

Lyndon FFA

Star Type

Application Type

Star in Agribusiness

Application Level

State

Primary Pathway

Agribusiness Systems

Submission Order

Organize and print your entire application in the following order:

- 1. FFA Degree Application
- 2. FFA Star Application
- 3. Additional Application Attachments

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1. Describe the SAE project(s) included in this application as completely and specifically as possible in the space allowed.

My supervised agricultural experience program includes two businesses I run. The first is Jimmy's Custom Wrapping, a forage wrapping business I started in January of 2021. The name comes from my nickname, "Jimmy," and I bought a Vermeer Model 3500 bale wrapper from a local farm auction to get it started. My dad encouraged me to start this business because of how much impact having a business had on him when he was younger. After brainstorming ideas, we decided on bale wrapping. We thought it would work well in our community since we were already interested in wrapping our own hay, and with some education and promotion, it could catch on. I primarily wrap high moisture forages known as baleage, which is similar to haylage, but instead of being chopped, it's baled. The second business is Kneisler Cattle Service, which I started in October of 2020. I got the idea after being hired to help clip and fit show cattle for a local breeders sale. After spending many hours in my own barn practicing, I decided to offer my services to others to make extra money and improve my skills. I started by working with one family and after a couple of years, I gained more customers. Over time, I also added Artificial Insemination to my services to help cattle producers improve genetics. My businesses have slowly grown from the great support of my parents, which have provided me with a lot of guidance and also financial support through which I exchange labor with their ag supply business.

2. Briefly explain how your roles, responsibilities, and/or management decisions related to this award area changed.

When I started my SAE during my sophomore year, I had developed foundational skills like a strong work ethic, the ability to follow directions, and building trust with my parents through farm tasks and caring for my 4-H animals. These skills helped me as I started my businesses. At first, I relied on my dad to help with planning and managing daily tasks for my forage wrapping business. After gaining experience in my first year, I became more independent, taking responsibility for things like record-keeping and equipment maintenance. With my cattle service business, it was entirely up to me to build and grow the business. By the second year, my skills in management and marketing improved significantly. I made most decisions and handled tasks without help. For example, I created educational brochures and flyers about the benefits of high moisture forage wrapping and shared them through my cattle services. I also worked with a local company to design business cards, shirts, and hats to promote my business in the community. These efforts allowed me to increase my customer base from year one to year five and significantly expand my business.

3. Briefly explain what is the single greatest challenge you faced in this award area and how did you overcome that challenge?

The greatest challenge I've faced was learning how to efficiently operate and troubleshoot problems with my bale wrapper. Neither my dad nor I had any prior experience with it, so the learning curve was steep before my first wrapping season. I spent countless hours studying the operator's manual, trying to understand the ins and outs of the machine. My dad was a huge help at first, showing me how to operate the wrapper, and his guidance was essential in getting my business started. During my first season, I ran into a problem with the controller inside the tractor. My dad couldn't figure it out, so I decided to call Vermeer for help. After multiple phone conversations with their technicians, I still couldn't get the issue resolved. I eventually sent the controller to a company that specializes in the technology, and after reprogramming and fixing a few other issues, they finally figured it out. Although the process was frustrating, these challenges helped me learn how to operate and troubleshoot the wrapper much faster than I would have otherwise. I now feel much more confident in dealing with technical issues and running the business smoothly.

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Briefly explain your two greatest accomplishments or findings in this award area.

Accomplishment/Finding #1

One of my greatest accomplishments with my wrapping business is the improvement of my communication skills. Through 4-H and FFA, I became more confident in speaking, but it was the numerous conversations with potential and current customers that really helped me grow. I've learned to effectively explain the benefits of forage wrapping and, more importantly, listen to customers' needs and concerns. This has allowed me to provide better service and build stronger relationships. My ability to communicate has been key to growing my business from the beginning to the present.

Accomplishment/Finding #2

One of my greatest accomplishments in my cattle service business is the customer service skills I developed by working with both potential and current customers. Growing up, I admired producers and learned a lot from watching their work ethic. When I first started clipping, I worked with just one family and clipped a few calves each year. As my reputation grew, more customers started reaching out. The same happened with Artificial Insemination (AI); within two years, my name spread, and my customer base grew quickly. My ability to provide quality services for my producers has helped me make a name for myself in the industry.

Name one issue, trend, technology or public policy that has impacted your SAE project or the industry your SAE project falls in and describe the specific impact on your SAE project.

One issue that has impacted my SAE project is the advancement of technology in the agriculture industry, specifically the integration of new tractor and wrapper technologies. In my business, I had to learn how to operate my bale wrapper with different tractors and set up the computer systems to work with each one. This required me to become proficient in troubleshooting and adapting to new technology. As my business grew, I also had to keep up with advancements to meet customer needs and stay competitive. The ability to work independently and adapt to these technological changes has been crucial in improving my business over the last few years.

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Specify your career objective and describe the career exploration and research steps you performed to select this career.

My career objective is to graduate from Kansas State University with a degree in animal science and pursue a career in the agriculture industry, specifically in the cattle industry or ruminant nutrition. I aim to run my own farming operation, raising cattle while working another job. My forage wrapping business has influenced my career path, as I enjoy the nutritional side of cattle and how different forages benefit them. It will also help me produce forage for my own herd. Additionally, my artificial insemination business allows me to select top sires, improving my herd and enabling me to sell high-quality cattle.

Describe two experiences, activities, or opportunities provided by this SAE project and explain how they have helped you explore this career choice.

Experience/Activity/Opportunity #1

After purchasing my bale wrapper, I was eager to try wrapping a bale on the farm. However, I struggled to make all the functions work correctly, which left me frustrated and doubting my business. My dad encouraged me to read through the operating manual before trying again. I took his advice, stepped back, and a few days later successfully wrapped my first bale. This experience taught me patience and the importance of approaching problems systematically rather than jumping to conclusions. It also helped me develop problem-solving skills that will be valuable as I continue my education and pursue a career in agriculture.

Experience/Activity/Opportunity #2

When I began clipping, I practiced on my own cattle along with helping with one other family to gain experience. After building confidence, I was eager to offer my services, but people already had others they preferred. It took a couple of years of hard work before my name got out there, and I began working on more cattle. To prepare for starting an AI business, I bred my own cows to gain experience. The breakthrough came when people began contacting me that December for AI services. This taught me patience and reinforced that opportunities come when people are ready, helping me realize this is the career path I want to pursue.

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State Star in Agribusiness

Learning Outcomes & Efficiency Factors

| | Learning Outcome or Efficiency Factor | Beginning Level | Level Attained | Description |
|---|---------------------------------------|--|---|--|
| 1 | Customers Service and Communication | <u>2021</u> Novice | 2024 Competent | I successfully increased my customer base from year one to year four by implementing improved marketing strategies and expanding my education in customer service. Moving forward, I plan to further grow my customer base by utilizing customer reviews and recommendations to gain new customers. |
| 2 | Improved Operational Efficiency | 2021 8 Bales Wrapped per Hour | 2024 30 Bales Wrapped per Hour | Through my experience running the wrapper over the past four years, I have learned how to more effectively wrap bales using various tractors and have also developed strategies that have dramatically improved my efficiency in moving around in the fields. |
| 3 | Learning and Applying Al Techniques | 2023 100% Conception Rate | 2024 69% Conception Rate | Completing an AI course provided me with valuable hands on experience and the knowledge I needed to handle the technical aspects of artificial insemination. My conception rate dropped from year one to two mostly due to the number of cattle I Aled, but 69% is at the upper end of the industry average. |
| 4 | Problem Solving and Troubleshooting | <u>2021</u> Novice | 2024 Competent | In year one of bale wrapping, I encountered frequent issues with the controller and hydraulics systems, which required my Dad to help. I have now learned to diagnose problems, communicate effectively with the manufacturer, and troubleshoot issues on site by myself to improve my efficiency. |
| 5 | Time Management and Organization | 2023 12 Minutes per Head to Al | 2024 7 Minutes per Head to Al | When I first started to AI cattle it would take me about 40% longer to complete the AI procedure. With more experience and organization of my equipment/supplies I have been able to minimize the time and potential stress for the cattle to be in the restraining chute. |

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A. Five Primary Skills, Competencies, and Knowledge within your Pathway

| | AFNR Pathway Standard | Description of Activity |
|---|---|--|
| 1 | ABS.04.02 Develop production and operational plans for an AFNR business. | Running my wrapper, I developed production and operational skills by creating a plan each spring. I would organize how the machines would operate and estimate how many bales I could produce during the busy spring and summer months. In the winter, I contacted established customers to discuss their wrapping needs for the upcoming year. This helped me improve my planning, communication, and organizational skills, ensuring the smooth operation of my business. |
| 2 | ABS.05.02 Assess and apply sales principles and skills to accomplish AFNR business objectives. | When wrapping bales for customers, I communicate clearly about their expectations and the end product they want. To sell my wrapping services, I apply sales principles by highlighting the benefits of forage preservation. I focus on explaining how wrapping improves the quality and longevity of forage bales, showing farmers and ranchers how it can enhance their operations. This helps me effectively sell the service and build strong relationships with customers. |
| 3 | ABS.02.01 Apply fundamental accounting principles, systems, tools and applicable laws and regulations to record, track and audit AFNR business transactions (e.g., accounts, debits, credits, assets, liabilities, equity, etc.). | Record keeping is a key part of my business. I apply fundamental accounting principles by accurately tracking inventory, expenses, and cash sales. This helps me maintain clear financial records, which are essential for understanding the business's profitability and ensuring it runs smoothly. By keeping detailed records, I can make informed decisions, monitor cash flow, and plan for future growth in my wrapping business. |
| 4 | ABS.01.03 Devise and apply management skills to organize and run an AFNR business in an efficient, legal and ethical manner. | In my forage wrapping and cattle service businesses, I apply management skills by planning and organizing my work efficiently. I schedule wrapping sessions to optimize productivity and manage breeding schedules for AI services. I ensure I track each cow's progress and handle customer requests in an organized way. This helps me provide quality service, meet legal and ethical standards, and reduce mistakes, ensuring smooth operations and customer satisfaction. |
| 5 | ABS.03.01 Develop, assess and manage cash budgets to achieve AFNR business goals. | In running my forage wrapping and cattle service businesses, I develop and manage budgets to ensure smooth operations. I track expenses like equipment maintenance, fuel, supplies, and customer-related costs. I plan my budget at the start of each season to estimate costs and set financial goals. By regularly assessing my spending, I can adjust to ensure I stay within my budget, allowing me to reinvest in my business, purchase new equipment, and maintain a profitable operation. |

B. Two Supporting Skills, Competencies, and Knowledge from any Pathway

| | AFNR Pathway Standard | Description of Activity |
|---|---|--|
| 6 | CRP.04.01 Speak using strategies that ensure clarity, logic, purpose and professionalism in formal and informal settings. | Since starting my business, my ability to communicate effectively has greatly improved. I successfully secured a loan for my bale wrapper by clearly explaining my business vision to the local bank's loan officer. I also learned that many farmers prefer face-to-face communication, so I adapted my approach. I now confidently explain my services to potential customers and gather valuable feedback from current clients, ensuring professionalism and clarity in every conversation. |

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| effectively. | 7 | AS.04.03 Apply scientific principles to breed animals. | Before attending Ag Tech International's 3-day Al course, my knowledge of artificial insemination came from ag classes and observing local breeders. This hands-on training gave me the skills and confidence to breed my own and my family's cattle. More importantly, it allowed me to offer Al services to local producers who trust me to handle the process professionally and |
|--------------|---|--|---|
|--------------|---|--|---|

C. Three Career Ready Practice and/or Cluster Skills standards

| | AFNR Pathway Standard | Description of Activity |
|----|--|--|
| 8 | CRP.02.02 Use strategic thinking to connect and apply technical concepts to solve problems in the workplace and community. | When I first started wrapping bales, I struggled with troubleshooting the monitor's technology. Using strategic thinking, I applied technical concepts to diagnose the problem and realized it was with the monitor itself. I sent it off for repairs, and once it was returned, the machine worked properly. This experience taught me how to approach problems logically, apply technical knowledge, and find effective solutions to keep my business running smoothly. |
| 9 | CRP.03.02 Design and implement a personal financial management plan. | In my forage wrapping and cattle service businesses, I design and implement a financial plan to manage costs and revenue. For my wrapping business, I plan for expenses like fuel, equipment maintenance, and supplies. I also estimate income based on the number of bales I plan to wrap. For AI services, I track costs for breeding supplies and equipment, then create a plan for pricing my services. This helps me ensure I stay within budget and generate profit while maintaining financial stability. |
| 10 | CRP.04.02 Produce clear, reasoned and coherent written and visual communication in formal and informal settings. | I focus on clear and effective communication through promotional materials in my wrapping and cattle service businesses. I created an educational brochure highlighting key benefits of my services to share with potential customers. I also designed business cards and flyers to post in the community and started a Facebook page to showcase pictures and updates. These efforts significantly increased customer awareness, helping grow my business by 50% from year one to year two. |

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Objective

As an Animal Science student, I'm dedicated to expanding my knowledge in cattle nutrition and reproduction. I aim to apply my education to grow my businesses and eventually run my own cattle operation. With hands-on experience as my foundation, I plan to use my expertise to improve my herd and drive future success in the industry.

Agricultural Classes/Coursework

Agriscience - (2019 - 2020) Natural Resources Management - (2020 - 2021) Animal Science - (2020 -2021) Plant and Soil Science - (2021 - 2022) Agricultural Leadership and Communications - (2021 - 2022) Agricultural Leadership and Communications - (2022 - 2023) Advanced Animal Science - (2022 -2023)

SAE

Animal Systems - Entrepreneurship - Ethan's Cow Herd Agribusiness Systems - Entrepreneurship - Jimmy's Custom Wrapping Agribusiness Systems - Entrepreneurship - Kneisler Cattle Service Animal Systems - Entrepreneurship - Ethan's Replacement Heifers/Market Beef Agribusiness Systems - Unpaid Placement - Kneisler Farms Feed, Twine, Supply LLC

FFA Leadership

Office: Student Advisor (2019-2020) Office: Vice President (2020-2021) Office: President (2021-2023) ECD Officer Candidate (2022) State Convention - Delegate (2022) ECD Banquet - Delegate (2022, 2023) State Conference for Chapter Leaders (2021) District Officer Candidate (2021)

Opening and Closing Ceremonies - ECD Leadership School (2022)

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FFA Activities

Chapter Fundraiser (2019-2023)

Chapter Banquet (2021-2023)

ECD Greenhand Conference (2019)

CDE: Livestock Judging Beef Expo (2019)

CDE: Employment Skills (2021-2023)

CDE: Discussion Meet (2021-2023)

CDE: Livestock ECD Livestock (2021)

CDE: Livestock Hutch Livestock (2021)

CDE: Livestock - State CDE (2021-2023)

National SAE Grant Application (2021)

National FFA Convention (2021,2023)

National FFA Scholarship (2023)

95th Kansas FFA Convention (2021-2023)

CDE: Meat Evaluation (2022-2023)

CDE: Dairy Cattle Judging (2021)

Kansas Junior Livestock Show (2021)

CDE: Livestock Judging Miami County Aggie Days (2023)

CDE: Extemporaneous Speaking (2022)

CDE: Agricultural Communications (2022)

CDE: Agronomy ECD (2021)

Community Service

Trunk or Treat Lyndon 4-H - (2019)

Local Library Reading - (2021)

Osage County Livestock Camp - (2021)

Meals on Wheels - (2022)

Harvesters - (2022-2023)

National FFA Week Community Clean Up - (2022)

Osage County Livestock Camp - (2022)

Butler County Livestock Showmanship Camp - (2023)

Osage County Fair - (2024)

School and Extracurricular Involvement

Future Farmers of America - (FFA) - (2019-Present)

FBLA - (Future Business Leaders Of America) - (2019 - 2023)

National Honor Society - (2021-2023)

4-H

4-H County Council

Basketball

Butler Community College Collegiate Farm Bureau (2023-2024)

Kansas State University Block and Bridle (2024-2025)

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Awards and Honors

Lyndon Leaders 4-H Club Officer (2017-2022)
Osage County 4-H Council President (2018-2023)
National FFA SAE Grant recipient (2021-2022)
Lyndon FFA Leadership Team (2020-2021)
National Honor Society (2020-2022)
Osage County 4-H Ambassador (2019-2022)
Lyndon FFA Chapter President (2021-2023)
Lyndon FFA Junior Advisor (2019-2020)
District Beef Qualifier (2021-2022)
SAE Podcast (2021-2022)
National FFA Scholarship Recipient (2023)
National 4-H Scholarship Recipient (2023)
District Proficiency Winner (2023)
State Proficiency Winner (2023)
Butler Presidential Scholarship (2023)

Certifications

Hunter Safety - (2014) Tractor Safety - (2017) Artificial Insemination Certified - (2023) Youth for the Quality Care of Animals - (2015-2023)

Skills

Tend to cattle
Sort and evaluate livestock
Maintain and run equipment.
Market and Sell Livestock
Artificial Insemination
Clipping/Fitting
Effective Communicator
Creative Thinker
Goal Oriented

References

Tim Kilgore Agriculture Instructor, USD 421 421 E. 6th St. Lyndon, KS 66451 620-382-0381 kilgoret@usd421.org

Caleb McNally
District Sales Manager, WinField United
3980 E 277th St.
Quenomeo, KS 66528
620-794-2122
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Jessica Flory
4-H Youth Development Agent, Frontier Extension District
1418 South Main, Suite 2
Ottawa, KS 66067
jrflory@ksu.edu

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Provide a narrative story of your personal achievements. Work within the character count and review your PDF to limit your final report to a maximum length of 3 pages.

I have been involved in agriculture since I was six, when I first visited the farm with my grandpa and dad. That early exposure sparked a passion for farming and ranching that has only grown. By age seven, I received my first cow and began raising calves. At nine, I started a lawn-mowing business, mowing twelve yards that eventually expanded throughout my community. By high school, lawn mowing became a full-time summer job, although due to my interests in agriculture changing I later scaled back and now mow only a few yards each year.

At twelve, my parents moved our family to the farm, where I became more immersed in agriculture and began raising pigs for 4-H. This experience sparked a deeper interest in farming. I became actively involved in my 4-H club, eventually holding leadership positions as treasurer and president. Through this, I also took on roles in the Osage County Council, where I served as treasurer and president. Around this time, my family started a feed and ag supply business, which allowed me to gain invaluable experience in business operations.

On the farm, we purchased yearlings, grazed them, and put up hay to sell. I also began breeding cattle, which deepened my interest in the cattle lifecycle. Over the years, I bred and calved out cows, buying show heifers and using the funds from each year's calf crop to purchase more. After showing my calves, I would breed them for the next season and evaluate which ones to break and sell as show calves.

In high school, I launched a custom forage wrapping business. I purchased a Vermeer 3500 bale wrapper at a local farm auction which I started using to help preserve forage for local farmers. The first year was challenging, especially when the machine malfunctioned. But after consulting with a Vermeer dealer and sending the monitor for upgrades, the machine worked properly. By the third year, I had built a solid customer base. Alongside this, I started clipping cattle during the winter, having first gained experience in 2019 working for a show calf producer. Over time, my reputation grew, and I began clipping cattle for multiple families.

In 2023, I took my involvement in cattle breeding to the next level by attending AI school to become certified in artificial insemination (AI). This three-day course gave me the skills to AI my cattle and improve herd genetics. After practicing on my own cattle, I began offering AI services to other producers, which helped expand my business and customer base. In 2022, I further grew my cattle operation by purchasing five heifers, had them preg-checked, and sold them as bred replacement females to local producers.

Additionally, I became involved in the goat industry, helping my sister show goats. This experience led me to purchase a doe for her and eventually expand my interest in goat breeding. This new venture allowed me to diversify and grow my skill set further.

After high school, I attended Butler Community College, where I earned an associate's degree in agricultural business. During this time, I continued to run my businesses, working both independently and with my parents to help fund my education. Afterward, I transferred to Kansas State University to study animal science, where I plan to further develop my agricultural businesses. The knowledge and skills I gain will help me improve my existing ventures and create new opportunities in the future.

Looking ahead, I aim to expand my cattle herd, improve genetics through AI, and grow my agricultural businesses. As I work toward my degree at Kansas State University, I will continue developing my leadership skills and deepening my understanding of animal science and agricultural business practices. I am committed to growing my businesses, helping fellow producers, and contributing to the agricultural community.

The experiences I've gained over the years have shaped who I am today, and I am excited about the future and the opportunities it holds.

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State Star in Agribusiness Safety Photo #1



Ensuring my equipment is well-serviced before and during the wrapping season is key to efficiency and safety. Here, I'm adjusting the bale arm to accommodate different bale sizes, ensuring smooth operation when I arrive at a customer's field.

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Upgrading to a safer cattle chute for AI work has greatly improved both my comfort and the safety of the cattle. The new chute allows me to securely manage the breeding process, reducing the risk of injury to both me and the animals.

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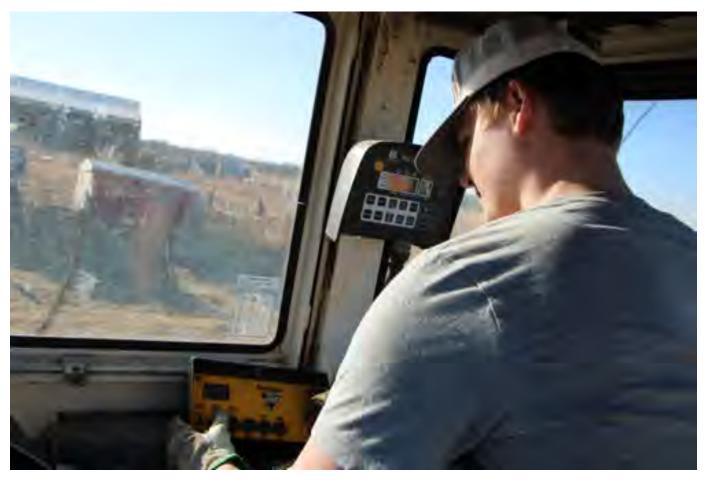
Before purchasing the wrapper, I researched the ideal moisture contents for different types of baleage. I was gifted a moisture tester, which has become an invaluable tool for ensuring bales are wrapped at the correct moisture level. This helps me provide high-quality feed for my customers, as wrapping bales outside the ideal moisture range can result in poor or inedible feed.

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When I first started AIing, I attended a three-day course to learn the technique. I then applied those skills to my own cattle and began offering the service to other producers. Over time, I've become faster and more efficient at breeding, which has allowed me to improve my herd's genetics without relying on outside help.

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Before I first started wrapping hay, I had to thoroughly read the owner's manual so that I could operate the controller correctly and avoid having issues. The controller is the "brain" of the machine and the most technical part of the wrapper to understand and operate. One of the greatest challenges up to this point in my SAE involved issues I had with the controller before my first wrapping season. Working with the company to solve this problem served as a great learning experience for me.

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- Missing, Error, or Not Met indicates a condition causing the candidate not to qualify for the degree.
- Review indicates a condition that will require additional explanation or documentation.
- Only computer-generated checks are shown here. The PDF application includes additional manual checks.
- Regardless of the qualifications shown here, FFA staff and reviewers may contact the advisor or applicant for additional information and evidence, including, but not limited to, SAE agreements and record books.

| Item | Value |
|---|-------|
| Candidate has chosen a Star Type and Primary Pathway. | MET |
| Candidate has fully described and selected one to five Learning Outcomes or Efficiency Factors. | MET |
| Candidate has fully described all ten Skills, Competencies, and Knowledge. | MET |
| All pictures include captions. | MET |
| All pictures include a digital upload. | MET |
| Required attachments have been uploaded. | MET |

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The following are attachments to include at the end of your application.

Attachment 1 - SAE Agreements

Attach a copy of your most recent SAE partnership, rental, Family Corporation or occupational training agreement.

Attachment 2 - Student Recommendations

Attach three one-page recommendations

- 1. Agriculture instructor recommendation
- 2. Two other recommendations (if your SAEs include placement, please include at least one employer recommendation)

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KS -Lyndon FFA Ethno Kneisler 803731336

SAE Agreement - Jimmy's Custom Wrapping

SAE Information

SAE Plan - Jimmy's Custom Wiapping

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| Skill Area | Planned Activities | Results or Outcome |
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Signatures

| Ethan Kneisler | 3/2/2025 9:47:00 PM | James D Kneisler | 3/2/2025 10:00:00 PM |
|--------------------|---------------------|-------------------|----------------------|
| Student | Date | Parent / Guardian | Date |
| Tim Kilgore | 3/3/2025 6:33:00 AM | | |
| Ag Science Teacher | Date | | |

The school, individuals or businesses participating in this educational program will not discriminate against participating students with regards to race, sex, creed, color, national origin, age or handicap as defined by law.



Frontier Extension District

frontierdistrict.k-state.edu

Garnett Office

County Annex, 411 South Oak P.O. Box 423 Garnett, KS 66032–0423 785-448-6826 fax: 785-448-6153

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Ottawa Office

1418 South Main, Suite 2 Ottawa, KS 66067–3543 785-229-3520 fax: 785-229-3527

Kansas State University Agricultural Experiment Station and Cooperative Extension Service

Kansas State University, County Extension Councils, Extension Districts, and U.S. Department of Agriculture Cooperating.

K-State Research and Extension is an equal opportunity provider and employer.

March 10, 2025

Dear Star Farmer Selection Committee,

I wholeheartedly recommend Ethan Kneisler for the Kansas Star Farmer in Agribusiness Award. I have had the pleasure of knowing Ethan through the Frontier Extension District 4-H program, and I have watched him grow from a young boy into the remarkable man he is today. Ethan stands out among his peers due to his passion for agriculture, entrepreneurial spirit, strong work ethic, and commitment to community service. These traits make him an excellent candidate for this award and promise a bright future as a leader in the agricultural community.

From a young age, Ethan has demonstrated an entrepreneurial spirit. His determination and responsibility were evident when he successfully raised \$2,000 for his Citizenship Washington Focus trip. Rather than relying on others, Ethan skillfully leveraged his agricultural knowledge by baling hay, selling sweet corn, and taking on various jobs. Not only did he meet his goal, but he exceeded it in record time. Today, this endeavor catalyzed his business, inspiring him to establish a full-time venture wrapping hay for local farmers. This showcases his innovative thinking and passion for agriculture; watching him develop this business further has been a joy.

Ethan's contributions extend beyond his individual accomplishments; he has played a vital role in his community. He was instrumental in helping his parents establish the Lyndon Leaders 4-H Club in Lyndon, Kansas. Through his leadership, the club has engaged in numerous community service projects, including cleaning up a vacant lot and creating a flower bed with a bench. His efforts have strengthened community ties and made a lasting positive impact on those around him.

In addition to his contributions to 4-H, Ethan is a recognized leader in the Frontier District 4-H Program. He consistently uplifts younger members by offering encouragement and support, exemplifying the spirit of mentorship. His leadership was pivotal in creating the Osage Ambassador Program, where he served as the 4-H Council President. Under his guidance, the program has flourished, including 12 ambassadors, and it provides valuable experiences for participants while fostering a strong sense of community among 4-H members. It is inspiring to consider Ethan's lasting impact on this program, and I anticipate the positive influence he will continue to have on the future of his community.

Ethan Kneisler embodies the qualities of an outstanding candidate for the Kansas Star Farmer in Agribusiness Award. His entrepreneurial mindset, commitment to service, and leadership skills make him an exemplary representative of our agricultural community. Ethan is pursuing his posthigh school education at Kansas State University in the College of Agriculture and is on track to graduate. The world needs more individuals like Ethan Kneisler willing to roll up their sleeves and get to work. He is a shining example of someone who believes in the future of agriculture and is committed to positively influencing his environment.

Thank you for considering Ethan for this prestigious award. Undoubtedly, he will continue to excel and positively impact agriculture and his community.

Sincerely,

Jessica Flory

4-H Youth Development Agent Frontier Extension District