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FINANCING FUTURE FARMERS OF AMERICA ACTIVITIES
IN VOCATIONAL AGRICULTURE DEPARTMENTS
IN SOUTH DAKOTA

By
Harold B. Garry

A problem submitted to the Faculty of South Dakota
State College of Agriculture and Mechanical
Arts in partial fulfillment of the
Requirements of the Degree of
Master of ~~Science~~
Education

July, 1958

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TABLE OF CONTENTS

	<u>PAGE</u>
INTRODUCTION	1
PURPOSES	3
PROCEDURES	6
REVIEW OF LITERATURE	7
RESULTS OF STUDY	11
Fund Raising Activities	24
PFA Expenditures	31
RECOMMENDATIONS	37
SUMMARY AND CONCLUSIONS	39
LITERATURE CITED	42
APPENDICES	43
A. Letter of Transmittal	44
B. Questionnaire	45

LIST OF TABLES

<u>TABLE</u>	<u>PAGE</u>
I. AWARD CLASSIFICATION AND EARNINGS OF FIFTY-NINE F.P.A. CHAPTERS IN SOUTH DAKOTA FOR 1956-57.....	11
II. AMOUNTS OF DUES ASSESSED BY FIFTY-NINE FUTURE FARMERS OF AMERICA CHAPTERS IN SOUTH DAKOTA.....	12
III. THE HANDLING OF THE BOOKKEEPING IN CONNECTION WITH THE F.P.A. ACCOUNT.....	13
IV. TYPES OF BILLS THAT CAN BE PAID WITHOUT BEING FORMALLY ALLOWED AT REGULAR MEETINGS IN TWENTY-FOUR CHAPTERS IN SOUTH DAKOTA.....	14
V. THE ACTIVITIES CARRIED ON BY THE EARNINGS AND SAVINGS COMMITTEES IN FORTY-ONE CHAPTERS IN SOUTH DAKOTA.....	15
VI. THE AMOUNT OF INCOME IN FIFTY-NINE F.P.A. CHAPTERS IN SOUTH DAKOTA FOR THE YEAR 1956-57.....	16
VII. AMOUNT OF EXPENDITURES BY FIFTY-NINE F.P.A. CHAPTERS IN SOUTH DAKOTA FOR 1956-57.....	17
VIII. AMOUNT OF INCOME NEEDED FOR ADEQUATE FINANCING OF FIFTY-NINE F.P.A. CHAPTERS IN SOUTH DAKOTA FOR 1956-57.....	18
IX. CURRENT EXPENSES OF THE F.P.A. CHAPTER ASSUMED BY THE LOCAL SCHOOL BOARDS IN SEVENTEEN SCHOOLS..	19
X. EXPENDITURES WHICH THE LOCAL SCHOOL BOARD COULD ASSUME AS SUGGESTED BY TWENTY-FOUR VOCATIONAL AGRICULTURE INSTRUCTORS.....	20
XI. ACTIVITIES WHICH CHAPTERS CANNOT PROVIDE BECAUSE OF LACK OF FUNDS.....	21
XII. METHODS EMPLOYED TO RAISE FUNDS IN F.P.A. CHAPTERS IN SOUTH DAKOTA FOR 1956-57.....	24
XIII. EVALUATION OF FUND RAISING ACTIVITIES IN FIFTY-NINE CHAPTERS IN SOUTH DAKOTA ACCORDING TO CRITERIA OTHER THAN MONETARY VALUE.....	28
XIV. ACTIVITIES ON WHICH MONEY WAS SPENT BY FIFTY-NINE F.P.A. CHAPTERS IN SOUTH DAKOTA.....	31
XV. CLASSIFICATION OF F.P.A. EXPENDITURES ACCORDING TO PURPOSE.....	32

INTRODUCTION

An active Future Farmer chapter needs money in order to carry out its program of work. A chapter will be handicapped in its activities unless plans are carefully made and carried out which include money raising activities, although money making should not be the major objective of the chapter. In addition to raising money the chapter should develop leadership, provide cooperative experience for its members, develop suitable supervised farming programs for the members and carry on activities that are of service to the community. The amount of money needed will be determined largely by the number and scope of chapter activities. In deciding upon fund raising activities the activities selected should contribute to the aims and purposes of the Future Farmers of America and should be in conformity with the customs of the community.

This research problem deals with a general study of Future Farmer Chapter financing and more specifically with methods of raising money as well as main purposes for which such money is expended. Topics to be studied and discussed are: amount of dues charged, handling of the PPA account, writing checks, audits, activities of the Earnings and Savings Committee, budgets, amount of income needed to finance chapter activities, obligations that could be assumed by the local school board and items that the local chapters would like to include but cannot because of lack of funds.

The items of income will be listed and ranked as to the amount of income as reported by the respondents. A set of criteria is included for evaluating the fund raising activities. The expenditures will be tabulated both as to amount and frequency and as to their purpose either as educational, recreational-social, or both.

PURPOSES

How much does it cost to operate a Future Farmers of America Chapter in South Dakota? How much should dues be? What activities do chapters carry out for purposes of adequate financing? These and other questions dealing with chapter financing represent the purposes of this study. In every organization one of the main problems is that of adequate financing. In our capitalistic way of life money has not only been one of the main items of concern to the individual but also to the organizations to which he belongs.

The effectiveness of most organizations is measured by the activities in which they engage. In order to participate, some sort of financing is needed. With this in mind the writer set out to determine the types of fund raising activities used by FFA chapters and the types of activities for which these funds were spent. The study also determines whether or not the methods used to finance the FFA activities are in conformity with the aims and purposes of the Future Farmers of America by setting forth criteria by which each fund-raising activity must be evaluated by the chapter advisor. A further break-down of the funds was called for by having the respondents list the expenditures and evaluate them according to a number of criteria.

It is believed that the findings will aid the writer and others in the field of Agriculture Education when this age old question of, "Where will we get the money?" presents itself at

future FFA meetings. From the data gathered many ideas for raising funds are presented. Not all the ideas presented can be used in any one locality but from the suggestions offered the reader can gain valuable knowledge of the fund raising activities which have proved to be successful in the chapters included in this research.

This study goes beyond the realm of raising and spending money. It deals with determining dues, means of handling FFA financial accounts, writing of checks, payment of bills, activities of chapter Earnings and Savings Committees, and budgeting. Presented also is a consideration of chapter activities which for lack of funds, are not carried out in some chapters.

The results reveal the relationship, if any, between chapter size and the amount of money needed for the chapter to carry out its functions. The tabulations also disclose information dealing with the relationship between the age of the chapter and the size of budget needed to be adequate. The reader will be interested in noting whether there is any association between the amount of money raised by a chapter and its award classification in the National Chapter Emblem Award competition.

The foregoing questions prompted the writer to conduct a study of actual practices relative to financing Future Farmers of America activities. The writer has served as an in-

instructor of vocational agriculture for eight years previous to the time of this study and believes that his findings will aid him and others in their work in agriculture education.

PROCEDURES

A questionnaire was developed which was used to collect information dealing with FFA finances. The questionnaire used is included in the appendix. During the Summer Session of 1957 at South Dakota State College fourteen or fifteen instructors were questioned by the writer concerning FFA financing and many of their ideas and questions are included in the questionnaire. A letter of transmittal, the questionnaire, and an addressed envelope were mailed to each vocational agriculture instructor in South Dakota who is now teaching in a department that was in operation during the 1956-57 school term. There are seventy-one such departments currently operating, all of which represent the sample used in this study. The first mailing resulted in the return of forty-eight questionnaires, or 67.7 per cent of the number sent. A second mailing increased the total number of usable responses to 83.1 per cent.

Data gathered through the procedures listed above are reported in this study. The personal experience of the writer also served as a basis for conclusions formulated in this research problem.

REVIEW OF LITERATURE

The importance of raising adequate money to finance the chapter activities was stressed in all of the literature reviewed. Activities will vary from community to community. What has proved to be highly successful and acceptable in one community might be rejected in another.

In setting up the criteria for rating the activities it was found that different groups, such as teachers, board members, superintendents and parents will place different amounts of emphasis on different fund raising and spending ideas. The superintendents rated buying shop equipment and holding banquets high in educational value. Parents felt that FFA trips and parties had educative value if they were well planned. Any fund-raising method which performs a community service, or which is concerned with the production of agricultural products would be educational to the FFA member. Pie and cake walks and donkey basketball games were felt to be of little educational value but were considered very good from a social and recreational standpoint. The operation of concession stands was felt to have value in giving members experience in buying and selling.¹

In a study in Tennessee² twenty-seven different methods

1. Jack T. Doby, Evaluating Methods of Financing Local Future Farmer Chapters, Thesis, Oklahoma A. and M. College, Stillwater, Oklahoma, 1954.

2. Wilder C. Hudson, Financing The Greenville FFA Chapter, University of Tennessee, Knoxville, Tennessee, 1954.

of raising money were cited with the main ones being concessions stands at ball games, magazine sales, popcorn machines, FFA queens, crop projects, fair exhibits, and livestock exhibits. The projects for which funds were spent and most frequently reported were varsity visits to the University, socials, state convention, basketball, chapter supplies, shop tools, FFA awards, banquets, class supplies and school projectors. The chapter that made the most money carried out more activities in using the money than did chapters with less money.

A study completed in South Carolina³ is very much in agreement with the Tennessee study in that the methods used for raising money in South Carolina included selling magazines, seed, nursery and bedded plants, conducting beauty contests, doing custom work and asking for donations. The funds were expended on FFA camps, banquets, sending delegates to meetings and contests, and pig and calf chains. Most of the chapters used the official Treasury Record Book and paid bills by check.

Having a good working budget seemed to prove the difference between failure and success in many FFA chapters. Cook emphasizes that "Future Farmer chapters should work on a pay-as-you-go basis in financing most of their activities."⁴

3. Steve A. Rochester, A Survey of Methods Used in Financing Local FFA Chapters in South Carolina with Suggestions For Improvement. Thesis, Clemson College, Clemson, South Carolina, 1954.

4. Glen C. Cook, A Handbook on Teaching Vocational Agriculture, The Interstate, Danville, Illinois, 1947, P 545.

The entire income should not be budgeted for the year as there should be a margin of safety. The chapter budget is the foundation of the entire problem of financing.

A survey made of chapters in Tennessee⁵ revealed forty-seven different methods which were being used by the chapters of that state. Many of the items listed in this study could also be classified as community service activities since they included such things as vaccinating hogs and calves, treating cotton seed for farmers, grading seed corn, pruning fruit trees, and several other items of similar nature.

From the literature cited and from personal experience it might be concluded that the school board, the superintendent, the vocational agriculture instructor and the FFA members must be the final judges as to whether to add, delete or keep the various fund raising activities in the chapter's annual program of work. Many means of raising money were presented but not all would work in any one community. In fact, it is better to have one or two large fund raising activities than to have several small ones that are in continuous operation.⁶ In addition to the one or two large activities the chapter might also carry on some self-financing activities such as livestock

5. J. Bryant Kirkland, "Raising Funds To Finance the F.F.A. Chapter," Agricultural Education Magazine, February 1944, P 145

6. Stanley Wall, A More Effective F.F.A., The Interstate, Danville, Illinois, 1956, P 123-128.

rings through which purebred animals are lent to the members and the members then return the original animal or a certain number of its offspring. From the standpoint of expenditures it must also be concluded that there are many ways of spending the money but here again the PFA members and the advisor must make the choice as to which items are worthy of a place in the program of work.

RESULTS OF THE STUDY

The National Foundation of the Future Farmers of America has set up a National Chapter Award designed to give recognition to local chapters which accomplish outstanding programs of activities and provide valuable educational experience for the entire membership. To qualify for the Standard Chapter Award the local chapter must meet nineteen requirements out of twenty-one as set forth by the National Foundation. The requirements for the Superior Chapter Award are the same as for the Standard Chapter Award plus an additional set of seventeen requirements. To achieve the National Emblem Awards (Bronze, Silver and Gold) the chapters must meet all of the requirements of the Superior Chapter. In addition they must receive the recommendation of the State Association and submit a copy of the chapter's program of work. A committee on the national level then checks the applications received and classifies the chapters into bronze, silver or gold emblem chapters.

TABLE I. AWARD CLASSIFICATION AND EARNINGS OF FIFTY-NINE F.F.A. CHAPTERS IN SOUTH DAKOTA FOR 1956-57.

AWARD	FREQUENCY	LOW	EARNINGS (IN DOLLARS)		
			MEAN	HIGH	TOTAL
1. No award	32	75	395.57	1543	10,068
2. Standard	16	175	416.50	700	6,664
3. Superior	11	336	676.28	1450	7,439
4. Bronze	1	1450	1450.00	1450	1,450
5. Silver	0				
6. Gold	2	336	772.50	1209	1,545

Earnings of the chapters increased as they progressed through the award classifications from lower to high awards, as is illustrated in Table I. The questionnaire did not ask if an award had been applied for but of those replying 54.2 per cent received no award, 27.1 per cent received the Standard Chapter Award and 16.6 per cent received the Superior Chapter Awards. One Superior Chapter qualified for the National Bronze Award and two Superior Chapters qualified for the National Gold Award.

TABLE II. AMOUNTS OF DUES ASSESSED BY FIFTY-NINE FUTURE FARMERS OF AMERICA CHAPTERS IN SOUTH DAKOTA.

AMOUNT	FREQUENCY
1. None	5
2. 10 cents to 50 cents	6
3. 51 cents to 1 dollar	30
4. \$1.01 to \$1.50	16
5. Over \$1.50	2

All but five of the chapters charge annual dues. The amount of annual dues ranged from ten cents to \$2.50 with the mean being \$1.03, the median \$1.00 and the mode \$1.00. These facts are illustrated in Table II.

Of the fifty-nine respondents thirty or just over fifty per cent have an annual budget. An annual budget is recommended in order that a chapter may have a sound method of financing and

can use the pay-as-you-go plan.⁷

TABLE III. THE HANDLING OF THE BOOKKEEPING IN CONNECTION WITH THE P.F.A. ACCOUNT

ITEM	FREQUENCY
1. Have an annual budget	30
2. FFA Account in school office	35
3. FFA Account in a bank	17
4. No FFA account	7
5. Have an annual audit	50
6. Pay bills only by check	46
7. Advisor must countersign check	11

The money in the FFA account was handled by three different methods. In seventeen chapters an account was maintained in a commercial bank. Chapters in thirty-five schools had an account in the school office with the instructor submitting a voucher and the school secretary or the superintendent writing the checks while in seven cases the money was turned into the school office and lost its identity.

The departments whose money is kept in the school office have their accounts audited at the time of the annual school audit. In addition to the annual school audit twenty-four chapters have the chapter account audited by the officers and the

⁷ Glen C. Cook, A Handbook on Teaching Vocational Agriculture, The Interstate, Danville, Illinois, 1947, p. 545.

instructor or a special committee and a faculty member. These facts are borne out in Table III.

The payment of bills by check is a safe and sure way of doing business as one has a record of the expenditures in the cancelled check. A high proportion or seventy-eight per cent of the chapters write checks in payment of all the chapter bills.

In those departments where the account was kept in the school office the advisor did not have to countersign the check but he was required to sign the voucher. Of the seventeen chapters with separate accounts in commercial banks eleven must countersign the checks.

TABLE IV. TYPES OF BILLS THAT CAN BE PAID WITHOUT BEING FORMALLY ALLOWED AT REGULAR MEETINGS IN TWENTY-FOUR CHAPTERS IN SOUTH DAKOTA.

BILLS NOT REQUIRING ACTION	FREQUENCY
1. Routine	15
2. Included in program of work	5
3. Small ones	6
4. Within budget	3
5. Postage	2
6. Current expenses	1
7. If given a cash discount	1

In the payment of bills thirty-five chapters require that all bills be allowed at a regular meeting. The other

twenty-four chapters pay some bills without action from the members. These findings are shown in Table IV. Such bills would include those stated in the budget or included in the program of work. The routine bills are those dealing with state and national dues, entry fees and for lunches at meetings.

TABLE V. THE ACTIVITIES CARRIED ON BY THE EARNINGS AND SAVINGS COMMITTEES IN FORTY-ONE CHAPTERS IN SOUTH DAKOTA.

FUNCTION	FREQUENCY	
	YES	NO
1. Originate money-making Ideas	36	5
2. Establish a thrift bank	4	37
3. Maintain the chapter account	32	9
4. Prepare the chapter budget	22	19

The Earnings and Savings Committee did not function in 30.9 per cent of the chapters studied. Of the forty-one chapters in which they did function, 60.5 per cent of them proposed the money making ideas for the chapter. Thrift banks were established by only four chapters. The members of this committee maintained the chapter accounts in thirty-two chapters and prepared the budget in twenty-two. Table V bears this out. This table presents also the figures for the forty-one chapters whose Earnings and Savings Committees operated. Some of the activities commonly outlined by the Earnings and Savings Committee are: increasing chapter investments; increasing individual

earnings; encouraging members to set up financial goals to be attained and encouraging sound investments in land and equipment.

TABLE VI. THE AMOUNTS OF INCOME IN FIFTY-FIVE F. P. A. CHAPTERS IN SOUTH DAKOTA FOR THE YEAR 1956-57.

AMOUNT (IN DOLLARS)	FREQUENCY
1. No response or not applicable	4
2. 0-99.99	6
3. 100-199.99	6
4. 200-299.99	8
5. 300-399.99	9
6. 400-499.99	8
7. 500-599.99	8
8. 600-699.99	2
9. 700-799.99	1
10. 800-899.99	1
11. 900-999.99	3
12. Over 1000	3

The average amount of earnings of fifty-five chapters for the school year 1956-57 was \$444.12 and the median was \$375. Three chapters did not indicate their earnings on the questionnaire and one chapter included the labor used in the shop and so only fifty-five chapters are represented in Table VI. It is in-

interesting to note that eighty-three per cent of the chapters earned less than \$600 and eleven per cent operated on less than \$100.

TABLE VII. AMOUNTS OF EXPENDITURES BY FIFTY-NINE P.F.A. CHAPTERS IN SOUTH DAKOTA FOR 1956-57.

AMOUNT (IN DOLLARS)	FREQUENCY
1. No response or not applicable	4
2. 0-99.99	9
3. 100-199.99	4
4. 200-299.99	8
5. 300-399.99	16
6. 400-499.99	5
7. 500-599.99	3
8. 600-699.99	3
9. 700-799.99	1
10. 800-899.99	2
11. 900-999.99	2
12. Over 1000	2

In comparing Table VI with Table VII it will be noted that the figures are comparable; that is, the chapters that made the most money spent the most money and those in the low income bracket are also in the low expenditure bracket. Here again three chapters did not answer the question on expenditures and one included the shop bills. The average total

amount of expenditures of these fifty-five chapters is \$379.80 and the median is \$346. There were about as many chapters spending over \$1000 as there were earning over \$1,000. Further study of the responses revealed only seven chapters spending more than they earned in 1956-57. Most of the chapters spent about as much as they earned and went into the 1957-58 school year with only a small reserve from the previous year's earnings. The largest reserve was \$408. The median was fifty dollars and the mean was \$86.43.

TABLE VIII. AMOUNT OF INCOME NEEDED FOR ADEQUATE FINANCING OF FIFTY-NINE P.F.A. CHAPTERS IN SOUTH DAKOTA FOR 1956-57.

AMOUNT (IN DOLLARS)	FREQUENCY
1. No reply	4
2. 0-99.99	0
3. 100-199.99	6
4. 200-299.99	9
5. 300-399.99	10
6. 400-499.99	13
7. 500-599.99	9
8. 600-699.99	3
9. 700-799.99	2
10. 800-899.99	0
11. 900-999.99	0
12. Over 1000	3

Instructors in twenty-two chapters with low incomes felt that they would need about 100 dollars more for adequately financing their activities than the actual amount of their earnings for 1956-57. It will be noted from Table VIII that none of the instructors felt that less than 100 dollars would be adequate financing, although Table VI shows that six chapters had less than 100 dollars income and in Table VII we note that nine chapters operated on less than that amount. This did not hold true in the chapters earning over \$600. Several in this income bracket indicated that they could operate on less. The average amount of income that the instructors felt they needed was \$381.71 and the median was \$400. These figures agree favorably with the average figures as gleaned from Tables VI and VII.

TABLE IX. CURRENT EXPENSES OF THE F.F.A. CHAPTER ASSUMED BY THE LOCAL SCHOOL BOARDS IN SEVENTEEN SCHOOLS.

ITEM	FREQUENCY
1. Mileage	13
2. Contest entry fee	5
3. National Convention	3
4. Films	1
5. Manuals and FFA Books	1

Instructors from eight chapters did not feel that the local FFA should be entirely self-supporting and twenty-four

felt that they would be justified in letting the local school board assume a proportion of expenditures currently assumed by the chapter. The local board assumes some of the expenditures in seventeen chapters. The mileage figure as mentioned in Table IX refers to the mileage paid to those who drive cars other than the instructor as all instructors are reimbursed for mileage. The contest entry fees are those incurred by the chapter in the state judging contests held at State College. Three schools paid all or part of the delegates expenses to the National Convention held at Kansas City each fall. Project record books and film costs are paid for by the local school board in one case each.

TABLE X. EXPENDITURES WHICH THE LOCAL SCHOOL BOARD COULD ASSUME AS SUGGESTED BY TWENTY-FOUR VOCATIONAL AGRICULTURE INSTRUCTORS.

ITEM	FREQUENCY
1. Mileage	10
2. Entry fees	10
3. National Convention	4
4. Meals and lodging on long trips	3
5. Awards	2
6. FFA manuals and books	1

Of the twenty-four respondents who felt that they would be justified in letting the local school board assume some of

the expenditures most of them had in mind the same expenditures that the board assumes as shown in Table IX. Table X presents the items that the instructors listed.

Table X is virtually a duplicate of Table IX. Several of the instructors felt that some of the expenditures currently assumed by the FFA are educational and are therefore classroom expenses.

TABLE XI. ACTIVITIES WHICH CHAPTERS CANNOT PROVIDE BECAUSE OF LACK OF FUNDS.

ITEM	FREQUENCY
1. None	29
2. Summer tours or trips	17
3. Banquets or parent's night	7
4. Student loans	4
5. Community projects	4
6. Livestock rings	10
7. Meals and lodging at state convention	1
8. Chapter equipment	4
9. Awards	3
10. Socials	3
11. School farms	2
12. National Convention	1
13. Lunches at meetings	1
14. Shop equipment	1

The activities that chapters cannot provide are not new or novel ideas. They are all included at one point or another in the expenditures of other chapters. These thirty instructors, for the most part, are in chapters with below average earnings but some of the instructors in chapters with large earnings also would like to add some activities.

The items appearing most frequently in Table XI are all very desirable activities and conform to the aims and purposes of the FFA. Those appearing most frequently are summer trips, banquets and livestock rings. Those mentioned, but by fewer instructors, are buying chapter equipment, meals and lodging on long trips, student loans, community projects, socials and awards, school farms, buying of shop equipment, lunches at meetings, and paying of delegates' expenses at the national convention.

It can be assumed from the evidence in this study that there is no relationship between the number of FFA members in a local chapter and the amount of annual income in the chapter. While most of the larger chapters did have a large income there are several small chapters with comparable incomes. The larger chapters need more income to carry out their activities on a larger scale in order that all members might participate.

There is no relationship between the age of the chapter and the amount of income or expenditures. The writer felt that some of the older chapters might continue to add fund

raising activities or increase their participation in older methods, but such did not seem to be the case. Some of the newer departments have as much or more chapter income as some of the older departments.

FUND RAISING ACTIVITIES

The respondents listed twenty-four different methods of raising money. The advisers were asked to list their money making activities in the order of amount of income. Each activity was to be rated for value by using the criteria given in the questionnaire. The methods of raising money are presented in Table XII.

TABLE XII. METHODS EMPLOYED TO RAISE FUNDS IN F.F.A. CHAPTERS IN SOUTH DAKOTA FOR 1956-57.

ACTIVITY	RANK AND FREQUENCY							
	1	2	3	4	5	6	7	
1. Sales drives	19	20	9	3		2		53
2. Concessions	16	11	6	1	1	1		36
3. Sales of shop projects	2	6	8	3	1			20
4. Dues	1	4	7	5	2			19
5. Raffles	6	2	3	1	1			13
6. Livestock sales	3	3	2	3		1	1	13
7. Prizes and awards		4	2	1				9
8. Donkey ball	2	2	1					5
9. Picking up corn	2	1						3
10. FFA farms	3							3
11. Sweetheart dances			2	1				3
12. Service	1			1	1			3
13. Machinery rent		1		1				2
14. Barn dance	1		1					2
15. Rabbit hunt		1		1				2
16. High school carnival			1	1				2
17. Skating rink	1							1
18. Pancake supper	1							1
19. Vaudeville	1							1
20. Slave auction		1						2
21. Test plot		1						1
22. Car washes				1				1
23. FFA week advertising	1	1	1	1	1	1	1	7
24. Booster Buttons				1				1

Of the twenty-four different fund raising methods sales drives were used by the most chapters. Fifty-three FFA chapters

used some sort of sales campaign to raise money. In several of the chapters more than one sales drive was used. Items that the chapters sold included: magazines, screw driver sets, rat bait boxes, Christmas cards, PFA calendars, fire extinguishers and seed corn. In the fifty-three chapters using sales drives it was the main source of income, ranking first in nineteen chapters, second in twenty, third in nine, fourth in three, and sixth in two chapters.

The operation of concession stands at school events was a ready money maker and ranked second among the twenty-four different methods. The value of concessions as a source of revenue is readily noted as concessions were used by thirty-six chapters and they ranked first, second or third in income in thirty-three instances.

The shop projects which were sold to raise money were cement hog troughs, feed bunks and saddles. The sales of shop projects ranked third in frequency.

Although dues are collected by fifty-four of the fifty-nine respondents only nineteen listed them as a source of income. One chapter used dues as the main and only source of income. Of the nineteen chapters including dues as a means of financing activities it will be noted that collection of dues ranked first, second or third in importance in twelve of these chapters.

Raffles are used in thirteen departments and the returns from this type of activity are apparently very good.

Raffles ranked first, second or third in income in the vast majority of the chapters using this method of financing.

Livestock sales are the sales that resulted from the sow and ewe rings sponsored for the benefit of the supervised farming programs of the members. Such sales are used by thirteen chapters and the gross income derived place this fund raising method in the top four rankings in most cases.

Prizes and awards ranked seventh in effectiveness and included awards from the National FFA Foundation and from the Clean-Grain Campaign. Prizes and awards ranked second four times, third twice and fourth one time. A chapter with this type of income is indicative of an active chapter because these awards come only through the activities of the individual members of the chapter.

Two very lucrative ventures but not used by many chapters were donkey ball games and picking up corn. Donkey ball games were used in five departments and ranked in the top three sources in every chapter. Picking up corn, although used by only three chapters, ranked first in two chapters and second in the other one.

Three departments have school farms and in all three cases this was the main source of income. In one department the FFA farm was the only source of revenue needed and the chapter charged no dues.

Of the twenty-four methods of raising money the first nine in Table XII could be listed as major sources with the

last fifteen items classified as minor as they were used by three or less than three chapters and only five of them were listed as the most profitable fund raising activity. Community service included soil testing, fixing fences, doing work in the community for which remuneration was received. All ideas presented for raising revenue are good ideas even though some were used by only a few chapters. There is enough variety in the items so that any chapter can get ideas to increase its income.

The vast majority of the chapters used four or less money making ideas during the year. One chapter used seven. Five chapters used six money making schemes, and six chapters used five different means. Two chapters used one item each, one had the school farm and one charged \$2.50 per member in dues as its only means of financing.

After listing their fund raising activities in the order of lucrativeness the advisors evaluated each activity according to other criteria. The criteria for evaluating the activities was given in the questionnaire sent out and is herewith submitted in its entirety:

1. Provides suitable community service and contributes to the improvement of agriculture.
2. Contributes to the development of leadership and character.
3. Provides cooperative participation for a majority of members.
4. Aids in ability development and provides experience in business transactions.
5. Is legal.
6. Provides adequate returns for time invested.

7. Can be justified from the standpoint of public relations.
8. Is of such type as to be in conformity with community customs.
9. None of the above.

The twenty-four fund raising methods as presented in Table XII are repeated in Table XIII but instead of being ranked according to monetary value they are evaluated in accordance with the nine criteria presented above. The numbers 1 through 9 immediately below the heading "Frequency of Criteria Rating" correspond to the numbers assigned to the criteria.

TABLE XIII. EVALUATION OF FUND RAISING ACTIVITIES IN FIFTY-NINE CHAPTERS IN SOUTH DAKOTA ACCORDING TO CRITERIA OTHER THAN MONETARY VALUE.

ACTIVITY	FREQUENCY OF CRITERIA RATING								
	1	2	3	4	5	6	7	8	9
1. Sales drives	17	22	41	45	48	41	21	36	
2. Concessions	4	9	19	27	31	31	12	57	
3. Sales of shop projects	19	8	11	17	17	15	17	12	
4. Dues	1	2	3		12	3	2	6	2
5. Raffles	5	6	13	8	7	14	8	9	
6. Livestock sales	12	10	8	13	13	13	13	13	
7. Prizes and awards	5	6	7	5	6	5	6	6	
8. Donkey ball		1	2	3	4	5	4	2	
9. Picking up corn	2	2	3		3	3	1	2	
10. School farm	3	3	3	3	3	3	3	3	
11. Sweetheart dance		1	2	1	2		2	1	
12. Service	3	1	1	1	1		3		
13. Machinery rent		1	1	2	1	1	1	1	
14. Barn dance			1	1	2	1	2	2	
15. Rabbit hunt	2	3	3		3	1	3	2	
16. High school carnival									2
17. Skating rink				1	1	1	1		
18. Pancake supper				1	1	1	1	1	
19. Vaudeville			1		1	1	1	1	
20. Slave auction			1			1			
21. Test plot	1	1	1	1	1	1	1	1	
22. Car washes			1	1	1	1	1	1	
23. FFA week advertising	1	1	1	1	1	1	1	1	
24. Booster Buttons				1					

In studying the methods of raising money as evaluated by the criteria it is evident that some of the most effective methods of raising money may not be those which score highest when considered in conformity with the aims and purposes of the FFA. Livestock sales, the sixth most frequently used method of raising funds scores very high using the set of criteria used in this study. School farms, used by only three chapters, would score 100 per cent as the school farm meets the needs of all of the criteria.

Sales drives, the most important money maker, scored low from the standpoint of improving agriculture, for developing leadership and character and public relations; but scored high in the other five categories as noted in the first item of Table XIII.

Concessions, a favorite of many and used by thirty-six chapters, is another activity with a high rating for monetary returns but scored low when evaluated against some of the other criteria set forth. The advisors indicated that concessions were legal, provided experience in business transactions, had merit from the standpoints of public relations and adequacy of returns for the time invested.

The making and selling of shop projects is a prime example of an activity in which FFA and class work would overlap as the projects would, in most cases, be made in the school shop during school time. The making and selling of shop projects ranked high according to all the criteria except the

being in conformity with community customs.

The collection of dues scored low in all phases. Two respondents felt that it had no classification.

Conducting raffles was used by fourteen chapters and represented a ready money maker as noted in Table XII, but had little value when scored against the criteria. Seven advisors went so far as to classify raffles as legal but in the state of South Dakota any form of lottery is illegal.

Prizes and awards received five or more check marks out of the seven on all eight of the scoring criteria. The prizes and awards are given because the chapter has improved some phase of agriculture and in order to receive such recognition the chapter must have the cooperative effort of all members.

The other seventeen items in Table XIII were used by three or less than three chapters; consequently the rating of these items against the criteria does not have a broad sampling. The test plot, as used by one department, scored 100 per cent. FFA Week publicity also scored 100 per cent, but the writer would be inclined to doubt whether the selling of advertising provides cooperation for a majority of the members or improves agriculture.

FFA EXPENDITURES

Sixteen different purposes for which F.F.A. money was spent were indicated by the advisors cooperating in this study. The activities requiring expenditures were indicated in rank order of costliness and are reported in Table XIV.

TABLE XIV. ACTIVITIES ON WHICH MONEY WAS SPENT BY FIFTY-NINE FFA CHAPTERS IN SOUTH DAKOTA.

EXPENDITURES	RANK OF EXPENDITURE									
	1	2	3	4	5	6	7	8	9	10
1. Meetings	4	12	19	3	5	4	1			1
2. Banquets	28	14	1							
3. Trips, excluding summer	8	9	7	7	2	3				
4. FFA supplies	3	2	6	4	4	3		3	1	1
5. Senior trip	6	7		1				1		
6. National	4	4	4	3	1					
7. Awards		3	4	2	3		3	1		
8. Miscellaneous	1	1	4	2	2			2	1	
9. Livestock ring	2	1	5	4	1	1				
10. Ag supplies	1	1	1	2	3					
11. Dues		1		2	3	1				
12. Basketball			1	2	1	1				
13. Float				2			1	1		
14. FFA week							2	1		
15. Fair	1	1	1							
16. Sweetheart dance		1	4	1						

The F. F. A. which is an organization affiliated with secondary public schools can classify its expenditures as: Educational, Recreational-Social or Both. Thus far this study has presented the methods of raising money. It will be interesting to note how the money is expended in meeting the aims and purposes of the F. F. A.

TABLE XV. CLASSIFICATION OF FFA EXPENDITURES ACCORDING TO PURPOSE.

EXPENDITURE	CLASSIFICATION		
	EDUCATIONAL	RECREATIONAL	SOCIAL
1. Meetings	3	25	20
2. Banquets	1	16	26
3. Trips, excluding summer trips	19		17
4. FFA supplies	22		5
5. Senior trip			15
6. National Convention	5		11
7. Awards	11	1	4
8. Miscellaneous			6
9. Livestock ring	14		
10. Ag Supplies	8		
11. Dues	2		
12. Basketball		5	2
13. Float			3
14. FFA week			1
15. Fare	3		
16. Sweetheart dance		6	

The expenses in connection with holding FFA meetings represented the item mentioned most frequently although it was not the most costly. Meetings are an integral part of any organization. It is at the business meetings, usually held monthly, that the items of business must be acted upon. Such expenses included the lunches, films, recreational activities and attendance prizes. Of the fifty-nine respondents, forty-nine included meetings in the returns and twenty-six regarded them as social, three classed meeting expenses as educational and twenty classified them as both social and educational.

Banquets, mixers and parents' nights were classified as the most costly type of activity in a majority of the chapters. The advisors who held a banquet, mixer or parents' night felt that this form of activity could be classed as both educational and recreational-social in most cases. The holding of the FFA banquet can be one of the best forms of public relations the department can use. It is educational from the standpoint of having the parents visit the classroom and shop facilities and it is social in that it provides for meeting of the people for eating, visiting and relaxing.

Trips outside the school service area, excluding the summer or senior trip, are classified as the third most frequently listed item of expenditure and the majority of the respondents listed such trips as both educational and social. Such trips would include the two-day state convention and the

many judging trips plus the FFA district meetings. Many of the districts hold several meetings per year for the transaction of district business, speech contests, talent contests and parliamentary procedure contests. Trips, by their ranking, are the most costly item for eight schools, second for nine and third for seven. It will be noted then that expenditures to attend the various FFA functions can be quite costly.

The buying of FFA supplies is an educational expenditure carried on in twenty-seven chapters. These supplies include books, jackets and meeting paraphernalia.

The senior trip or summer trip is both educational and social and is carried on by fourteen chapters in the state. At one time a much higher proportion of the chapters carried on this activity but with our modern methods of travel and more leisure time for farmers this type of activity is gradually being dropped from the program of work. It is felt that parents have the time and money to travel with their own children. At one time many of the FFA members never left the home county until they joined the armed services but today miles mean little to most of the youth of the nation. For the chapters that carry on this activity it is very costly to pay for food, lodging and transportation for several boys. The foregoing statement is substantiated by Table XIV.

Attending the National Convention at Kansas City is a high light for any FFA member. Sixteen chapters pay either all or a part of the expenses for the members who go. The

activity is both social and educational. If the chapter elects to pay all of the expenses of the members attending it can be very costly.

Awards are used in sixteen chapters to induce more participation among the members. Competition is a great motivation, and the award need not be large. The expenditures for awards do not rank high. Awards are given for attendance at meetings, high rank at judging events, supervised farming programs and other activities in which individual efforts can be measured and recognized.

The miscellaneous items of expense included public relations, contributions, pictures in the school annual, eighth grade field day and other items not belonging to a major classification. The miscellaneous items were mentioned by six of the chapters.

The operation of a livestock ring, although educational, can be costly as shown by the returns of fourteen chapters. The operation of a livestock ring is carried on by fourteen chapters and in these departments it took a high proportion of the money spent in these chapters.

The financing of shop and classroom supplies, although not necessarily a duty of the FFA, is carried on by eight chapters and all of the advisors listed this type of expenditure as educational. In some vocational agriculture departments in South Dakota the FFA chapter is a heavy spender for shop and classroom supplies.

Each chapter must pay state and national dues for its members. In this study only seven instructors listed dues as an expense, two of whom felt that such an expense was educational and five did not classify the expenditure at all.

Operating a farm is educational according to the three respondents who listed this expenditure. It is also costly as this item placed first on a cost basis in one chapter, second in one and third in the other.

The Sweetheart dance may have been a money-maker for three chapters according to Table XII; however, for six chapters it is carried as an expenditure and is classified as a social. The cost of FFA week activities was not great, nor was it classified in the majority of the replies.

Of the sixteen major methods of spending money which were listed, the FFA banquet is the most costly item in a majority of the chapters. Most of the money is expended on items which the instructors regard as social and educational. Spending money for educational activities was second in frequency. The spending of money for only recreational and social activities was used in very few instances.

RECOMMENDATIONS

Based on personal experience, informal discussions with other teachers of agriculture and data compiled for purposes of this study the following recommendations are submitted:

1. All chapters should have a budget and should try to raise the needed money and remain within the budget on expenditures. All of the money should not be budgeted every year as there should be a reserve.
2. A minimum budget of about \$450 would be sufficient for the average FFA chapter in South Dakota. Some of the smaller chapters may be able to carry out a sound program of work on less money. Those chapters that have enlarged their programs of work and have high earning potential should continue to maintain a high level of income.
3. Great care should be exercised in keeping chapter financial records. All receipts and expenditures, regardless of size, need to be included in the financial account. All bills should be paid by check, and the financial account ought to be competently audited annually.
4. Means of making money should be used which are in accord with community standards and which avoid direct competition with local merchants. The FFA is an organization within a public school and the public schools are supported by the local citizens, therefore, the activities of the FFA should not be in competition with local merchants. From time to time the FFA sees fit to ask the merchants for favors and so before an activity such as selling feed or rat poison is engaged in the merchants who sell such items locally should be asked for their approval and consent. It would be far better to eliminate some controversial fund raising activity than to draw the wrath of the local citizens upon the school and more directly upon the FFA.
5. Included in the program of work should be activities which render suitable community service. The monetary returns for some items of community service may not be high but the chapter will reap its rewards in other forms or in other money making schemes.

6. The activity should contribute to the improvement of agriculture in the community. Having a live-stock ring, test plot or a school farm are typical examples of this type of activity.
7. One of the goals of the function should be to aid in the development of leadership. The boys are not only future farmers but also future leaders.
8. A majority of the members should be given the opportunity to participate in the activity. Every boy should be given an active part so that he can feel that it is his chapter.
9. The activity should be legal. We are molding character and there should be nothing in the program of work that is not strictly legitimate. One could question the legality of the use of raffles in South Dakota. If it is not legal it should not be used.
10. Returns should be adequate for the time invested. The fund raising activity should not be too time consuming for either the advisor or the members. Concessions, high school dances or other one day or one night affairs would be examples.
11. The function or activity should be justified from the standpoint of public relations. When a member makes a contact with the public he loses his identity and becomes the "FPA" to the public. How that member reacts leaves an impression, good or bad, on the public. The type of activity the organization sponsors marks the organization.
12. Dues should be charged in order to cover the state and national dues assessments. The charge levied for dues should not be excessive.
13. Every chapter should have a program of work at least extensive enough to achieve the Standard Chapter Award. A chapter with a well rounded program of work will be more active and must, of necessity, increase its fund raising activities.
14. Too many chapters are not making full use of their Earnings and Savings Committees. The Earnings and Savings Committee should be given specific duties and made more functional.

SUMMARY AND CONCLUSIONS

In this study the writer was interested in ascertaining the many ways that are used to finance FFA activities in South Dakota and also in determining the uses made of these funds. From past experience, informal discussions with other vocational agriculture instructors and data secured by the use of the questionnaire the writer has drawn the following conclusions.

Several chapters in South Dakota do not have an adequate financial plan. There are many activities that these chapters would like to add to their program of work but cannot for lack of funds. Many of the departments are in smaller communities and even with the full cooperation of the community on such activities as sales drives, concessions at games and dances the income would not be great.

A total of twenty-four fund raising activities were reported with the major ones being sales drives, concessions, sales of shop projects, dues, raffles and livestock sales. Sixteen ways of spending the money were listed with the major ones being FFA meeting expenses, banquets, mixers or parents' nights, trips, FFA supplies and the summer or senior trip.

The majority of the instructors felt that the FFA should be self-supporting. Several of the instructors felt that they would be justified in letting the local school board assume some of their current financial obligations. If the local school board would assume some of the financial obligations of the

PYA when the PYA would not be completely self-supporting. Many of the activities of the PYA are directly related to vocational agriculture classroom and shop work. The costs that could be borne by the school would be those of an educational nature such as, judging trips, district PYA meetings, conventions and the buying of shop and classroom supplies. Judging trips are listed as expenditures by bill^s of the chapters and they make up the larger part of the expenditures of those chapters. Seventeen do receive aid from the school and in ten cases it is to pay the transportation costs on trips. The buying of shop and classroom supplies could be passed to the local school board. Seven chapters listed this in the report and all listed the buying as educational. If it is instructional then it is the feeling of the writer that it should be placed in the hands of those dealing with the education of the youth, namely, the local school board.

The amount given as an adequate annual income ranged from a low figure of \$125 to a high of \$1500. In studying those figures more closely it was found that those chapters that had a low income for the 1956-57 school term also had a low estimate for an adequate income and that those with high earnings tended to require a higher adequate income.

The instructors in half of the chapters are satisfied with activities they now carry out. The others listed items they would like to include in their programs of work. All of the items listed would be worthy additions to any chapter

that is not now utilizing its time and personnel to the utmost. Some of the chapters with the lower incomes seemed to be content with the activities they are now carrying on and have no desire to aid others.

In most cases the men are satisfied with the job they are doing in financing local FFA activities. It might be concluded then that the amount of money raised and needed depends upon the initiative of the advisor and the individual members.

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APPENDICES

APPENDIX A

Letter of Transmittal

**Parkston, South Dakota
February 3, 1958.**

Dear Vocational Agriculture Instructor:

I am making a study of the methods used in financing ~~Future Farmer~~ activities and also the types of expenditures made. The results of the questionnaire you return will be used in a study for graduate work at South Dakota State College.

The questionnaire is enclosed. Do not be hesitant in expressing your honest opinion as it will be handled in a confidential nature. You need not sign your name.

I will appreciate the time you spend on the questionnaire and returning it to me in the enclosed addressed envelope.

May I take this opportunity to thank you in advance for supplying me with the information requested.

Sincerely,

Harold B. Garry

APPENDIX B

QUESTIONNAIRE ON FINANCING FFA ACTIVITIES

- 1. How many Chapter members did you have last year? _____
- 2. Give the date that your Chapter was last chart-
ered? _____
- 3. What award classification did your chapter re-
ceive last year?
 - No award _____
 - State level _____
 - Standard _____
 - National level _____
 - Bronze _____
 - Silver _____
 - Gold _____
- 4. Do you charge FFA dues? _____
- 5. If you have annual dues, how much are they
per year? _____
- 6. Do you have an annual budget? _____
- 7. Do you have an FFA account separate from other
school accounts? _____
- 8. If the above answer is "Yes," how is your
money handled? ~~Bank~~, FFA account, FFA account
in school office, Cash in school safe or other. _____
- 9. If the answer to question No. 7 is "No," how
is your money handled? _____
- 10. Who audits your books? _____
- 11. Do you pay FFA bills only by check? _____
- 12. Must the FFA advisor countersign FFA checks? _____
- 13. Must all FFA bills be allowed at a regular
meeting? _____
- 14. If the above answer is "No," which ones are
not? Explain. _____

APPENDIX B (continued)

15. Is the Earnings and Savings Committee Functional? _____
 If yes-
 Do the members originate money making ideas? _____
 Have the members established a thrift bank? _____
 Do the members maintain the chapter account? _____
 Do the members prepare the chapter budget? _____
16. How much money did your chapter spend last year? _____
17. How much money did your chapter raise last year? _____
18. Do you feel that your program was handicapped by lack of finances? _____
19. What do you feel would be an adequate annual income for your chapter? _____
20. Do you feel that the FFA should be self-supporting? _____
21. Would you be justified in letting the local school board assume a proportion of expenditures currently assumed by your chapter? _____
22. If you answered "Yes," which ones would you suggest? _____
23. Does the local school board assume some of your current FFA expenses? _____
24. If you answered "Yes," which one? _____
25. What are some FFA activities that you would like to provide but cannot do so for lack of funds? _____

APPENDIX B (continued)

FUND RAISING ACTIVITIES

Here I would like to have you rate your fund raising activities for 1956-57. Please list below the activity which nets the most money for you first, the second most important, financially, second, and so on. Then on each line on the right hand side rate each activity for value by using the numbers indicated by the following criteria.

1. Provides suitable community service and contributes to the improvement of agriculture.
2. Contributes to the development of leadership and character.
3. Provides cooperative participation for a majority of members.
4. Aids in abilities development and provides experience in business transactions.
5. Is legal.
6. Provides adequate returns for time invested.
7. Can be justified from the standpoint of public relations.
8. Is of such type as to be in conformity with community customs.
9. None of the above.

EXAMPLE: -

- | | |
|------------------------------|-----------------|
| 1. Concessions at Ball Games | 4,5,6,8 |
| 2. Purebred Boar Sales | 1,2,3,4,5,6,7,8 |

For example, in rating a concession stand at athletic events, although a favorite and ready money maker, it ranks low in educational value and community service. The raising and selling of purebred boars would rank high on the basis of the criteria for evaluating. How do the same for your fund raising activities.

Activities (List in order of financial value)	Rating
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____

APPENDIX B (continued)

FFA EXPENDITURES:

List the approximate order of expenditures, i. e., FFA Senior Trip, FFA Banquet, etc., and then classify the activity as to educational, social and recreational or both. A and B are given as examples.

How is your money spent?	Educational	Recreation-Social	Both
A. Senior Trip	_____	_____	X
B. FFA Banquet	_____	X	_____
1. _____	_____	_____	_____
2. _____	_____	_____	_____
3. _____	_____	_____	_____
4. _____	_____	_____	_____
5. _____	_____	_____	_____
6. _____	_____	_____	_____
7. _____	_____	_____	_____
8. _____	_____	_____	_____
9. _____	_____	_____	_____
10. _____	_____	_____	_____