

# FFA Career Development Events



**Nursery & Landscape and Floriculture**  
**March 2026 \* Florida State Fairgrounds, Tampa**



## **Floriculture – Tuesday, March 10**

### ***Identification of Plants and Equipment***

Thirty-five (35) live plants and fifteen (15) actual equipment/supplies will be displayed to identify.

**RESOURCES:** Florida FFA Floriculture specimen lists, FNGLA website, National FFA Floriculture Plant list.

### ***Salesmanship (High School only)***

Students will receive an informational flyer describing the plants, products or services they will “sell” to the judge who will serve as a customer. The student will be judged on their first impression, ability to determine the customer’s wants and needs, how well they explain the features and benefits as well as their listening skills.

**RESOURCES:** Floral Merchandising, FCHP Business Practices and Brian Tracy Body Language in Sales

### ***Greenhouse Operations***

Part hands-on and part written activity with samples, scenarios and questions on greenhouse operations, including types of greenhouses, benches, temperature, light and methods of fertilization.

**RESOURCES:** Portions of the Plant Propagation and Production chapters from “The Horticulture Professional”

### ***Production (High School only)***

Part hands-on and part written on production methods for floriculture plants in the greenhouse and in the nursery. May include soils, lighting, amendments, etc.

**RESOURCES:** Portions of the Plant Production, Interior Plant and Soils chapters from the FCHP textbook

### ***Floral***

Participants will create a bud vase according to instructions given onsite.

**RESOURCES:** Variety of videos on creating floral products

## **Nursery & Landscape – Wednesday, March 11**

### ***Identification of Plants and Pests and Environmental Hazards***

Thirty (30) live plants and fifteen (15) photos of pests and environmental hazards will be displayed to identify.

**RESOURCES:** FFA Nursery & Landscape Specimen lists, FNGLA’s website and Common Names of Insects

### ***Quality Control (High School only)***

Part hands-on and part written activity on tree grading and proper pruning of landscape plants.

**RESOURCES:** Florida Grades and Standards, Ed Gilman powerpoints and FCHP Pruning Chapter

### ***Salesmanship (High School only)***

Students will receive an informational flyer describing the plants, products or services they will “sell” to the judge who will serve as a customer. The student will be judged on their first impression, ability to determine the customer’s wants and needs, how well they explain the features and benefits as well as their listening skills.

**RESOURCES:** FCHP Business Practices, Lawn & Landscape Magazine article and Brian Tracy YouTube

### ***Production***

Part hands-on/part written on production methods for nursery plants. May include soils, pH, amendments, etc.

**RESOURCES:** Portions of Production and Soils Chapter of “The Horticulture Professional” textbook

### ***Chemical Handling***

Part hands-on/part written activity with scenarios and questions on fertilizer use, chemical safety, spill management, reading a label and understanding the hazard communication system.

**RESOURCES:** Portions of Safety, IPM and Fertilization chapters from “The Horticulture Professional”