

2022 National FFA Floriculture CDE

Team Activity

School greenhouse plant sales are a great way to demonstrate the skills students have learned in class as well as create additional products that can be sold as a fundraiser. Greenhouse plant sales are a huge money maker for many FFA chapters. Plant sales are also a great way for the local community to support the horticulture program. Customers are always looking for unique items to add to their landscapes, porches, and inside their homes.

Your Floriculture teams are all members of the greenhouse plant sale committee, and you are getting ready for a Fall Plant Sale to be held in conjunction with your local community fall festival. Your goal is to have three options for your customers at three separate retail price points: one ranging from \$10-\$15, one ranging from \$25-\$30, and one ranging over \$40.

Assignments for your team

- ✓ Create Three (3) unique items for customers to purchase at the Fall Plant Sale
 - 1 Hanging Basket option
 - 1 Mixed Planter option
 - 1 Single Potted Plant option
- ✓ As a committee determine which plants you want to include in each design. You are welcome to use all or some of the plants provided in your designs.
 - See the plant descriptions on the following page
- ✓ Determine the wholesale cost of each design
 - Plant, Pots, and Soil prices are included on the following pages.
 - Soil charts are provided in your team packet
- ✓ Determine the retail cost of each design counting for a x3 markup

Aster Purple Dome (Dwarf Aster) Growth Type: Mounding habit Light Requirements Full Sun/Partial Shade Mature Height 12" tall , 14-18" wide Bloom Time Late summer to fall Advantages Attract pollinators, low maintenance, wildlife resistant Wholesale Cost \$3.00	Ceratostigma plumbaginoides (Plumbago) Growth Type Ground Cover Light Requirements Full Sun Mature Height 6-8" tall , 18" wide Bloom Time Early to Mid fall Advantages Attract pollinators, great for containers, deer resistant Wholesale Cost \$3.00
Sedum Sunsparkler Dazzleberry (Sedum) Growth Type: Neat, mounding ground cover Light Requirements Full Sun Mature Height 6-8" tall , 18" wide Bloom Time Late summer Advantages Fast growing, spreading, showy flowers Wholesale Cost \$2.00	Echinacea Cheyenne Spirit (Coneflower) Growth Type: Upright Perennial Light Requirements Full Sun/Partial Shade Mature Height 3-4' tall , 24" wide Bloom Time Late summer to fall Advantages Birds, Butterflies, Pollinators, Hummingbirds, Deer Resistant Wholesale Cost \$5.00
Heuchera Palace Purple (Coral Bells) Growth Type: Clump forming perennial Light Requirements Full Sun/Partial Shade Mature Height 8-12" tall , 16" wide Bloom Time Late summer to fall Advantages Easy to grow, little maintenance, and pest and disease free Wholesale Cost \$5.00	Lysimachia Aurea (Creeping Jenny) Growth Type: ground cover Light Requirements Full Sun Mature Height 2-6" tall , 12-18" wide Bloom Time no significant flowers Advantages Naturalizing, Fast Growing, Mass Planting, Evergreen Wholesale Cost \$2.00
Carex Evergold (Ornamental Kale) Growth Type: clumping evergreen Light Requirements Full Sun Mature Height 8-18" tall , 12-16" wide Bloom Time no significant flowers Advantages In temperate areas, retain color all the way to Spring, Does great in containers Wholesale Cost \$2.00	Capsicum annuum (Ornamental Pepper) Growth Type: mounded Light Requirements Full Sun Mature Height 4-5" tall , 6-8" wide Bloom Time Late summer to fall Advantages Easy to grow, heat tolerant Wholesale Cost \$3.00



Centabella Hanging Basket + Hanger

**Case of 50
\$89.99**



10 Inch Decorative Pots

**Case of 100
\$200.00**



6 in Round Pots

**Pack of 10
\$6.40**



Sungro Professional Growing Mix

**3.8 cu.ft. bale
\$24.99**

Ribbon and Wooden Pick to make 1 bow

\$1.00

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Product Pricing

Design One – Hanging Basket	
Plants Used	Cost
Pots and Soil	
Hanging Basket	Individual Price -
Soil	Price for one pot -
Optional Bow	\$1.00 x number used -

Total Wholesale Cost _____

X3 markup

Retail Cost _____

Potential Profit per Item _____

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Product Pricing

Design Two – 10-inch Decorative Pot	
Plants Used	Cost
Pots and Soil	
10in Decorative Pot	Individual Price -
Soil	Price for one pot -
Optional Bow	\$1.00 x number used -

Total Wholesale Cost _____

X3 markup

Retail Cost _____

Potential Profit per Item _____

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Product Pricing

Design Three – 6 inch Round Pot	
Plants Used	Cost
Pots and Soil	
6 in Round Pot	Individual Price -
Soil	Price for one pot -
Optional Bow	\$1.00 x number used -

Total Wholesale Cost _____

X3 markup

Retail Cost _____

Potential Profit per Item _____