

**Situation:** The following steps are a student interested in raising broilers/turkeys to sell, which requires the investment of time and money to potentially create income in 2017

## Market Broiler SAE Scenario in AET Entrepreneurship SAE



### Step 1 Set Up the SAE- AET Profile

- Choose "Experience Manager" and "Add New"
- Setup your SAE with the information in the box to the right



**Name:** Market Broilers 2017  
**Level:** Individual  
**Type:** Entrepreneurship  
**Area:** Animal Systems



### Step 2 Develop Your SAE Plan(Experience Manager)

- Use each "tab" for a complete plan
- Be sure to complete each section's help text to develop your plan
- "Review SAE Competencies" to connect your project to agriculture education:



In this SAE I hope to learn more about market broilers, responsibility, time management, and how to raise an animal project on my own. Some of the AFNR competencies I will learn about from this project are:

- AS.04.01.02.a Explain the importance of a balanced ration for animals
- AS.04.01.01.a Compare and contrast common types of feedstuffs and the roles they play in the diets of animals



### Step 3 Enter Beginning Values- SAE related items and cash on hand prior to 1<sup>st</sup> day in Ag

- Choose FINANCES section of AET and "Beginning Values"
- Current Items- any items on hand that you would use on your Market Broiler SAE
- Non-Current Items- potential show equipment (trailer, pens)
- Liabilities- potentially a loan on equipment or other items
- Cash on Hand- cash value prior to 1<sup>st</sup> day in Ag



On 9/1/16 – 5 hours for weekly care; feed to manage nutrition  
On 1/15/17 – 2 hrs County Show; placed 2nd



### Step 4 Record Your SAE Time- SAE JOURNAL

- Choose JOURNAL section of AET (daily/weekly)
- Record the date, your SAE related activity and a description
- Each time entry represents key learning experiences such as:
  - Time spent on care of animals, decisions made in project w/ results, safety skills used, results of project shows (success/failures), etc.



### Step 5 Record SAE Related Expenses

#### A. Cash SAE Expenses- funds used from your own money to support your SAE

- Choose FINANCES, Cash Entries and "Cash Expenses"
- Record a related date, vendor, SAE and expense type
- Entry types could be inventory for resale(broilers), feed, supplies, etc

#### B. SAE Labor Exchange- funds you work for in exchange for the items needed in your SAE

- Choose FINANCES section of AET and Non-Cash Entries and "SAE Labor Exchange"
- Record a related date and choose your Market Broiler SAE for both sections
- Record journal entries of time that validate your labor exchange as show in Step 4



#### Cash Expenses

9/1/17 – Feed Store for supplies of \$45 for feed

#### Non-Cash Expenses

11/10/17 – Labor exchange \$10 barn rent for the year.





**Step 6 Record SAE Related Income** – money earned from your SAE (cash/market sale or awards/premiums)

- Choose FINANCE, Cash Entries and “Cash Income”
- Record a related date, who provided the money (vendor), your SAE and the amount

**Cash Income**

1/1/17 – Cash/Market Sale \$1800  
County Stock Show

**Non-Cash Income**

2/1/17 – Used at Home, \$100,  
butchered chicken for family  
consumption



**Step 7 Record and Manage Non-Current Items-** high value and long term assets

- Examples are trailers, pens and other equipment
- Choose FINANCE and Non-Current Item
- Two Common Entries:
  - Add new items you purchased after your 1<sup>st</sup> day in Ag
  - Record Items you have sold
  - Record the “usage” of items each year under Capital Item Manager

**Step 8 Capture Photos of your SAE**

- Choose Portfolio on the far left your screen and select your SAE
- Add a caption and try to identify skills and responsibilities show in your photo



**Step 9 Annual Review-** A summary of skills & responsibilities

- Choose your “Experience Manager”
- Define (1) the start of your project, (2) skills responsibilities and (3) key annual outcomes
- Be sure to have the information from year-to-year, which summarizes your entire SAE and shows growth

2017: This is the first year I raised a pen of market broilers. I learned about animal care, feeding, and importance of lights and movement of birds. I created a profit and plan to reinvest for next year.



**Step 10 Determine Project Status**

- If your project is ongoing, leave the project “active”
- If your project is complete, choose the “green button”
- Your SAE is a market SAE; so once broilers are SOLD the project needs to become “Inactive”
- This will make your project “Inactive”



**Step 11 Key SAE Reports**

- Choose “Single Experience SAE Report” and “Complete Report” which summarizes your project
- Choose “Profit and Loss Report” to view annual financial records
- Choose “Complete Record Book Report” to view how all your records align with this one SAE



**Review all of “Student Help” sections for additional videos and resources:**

- ✓ [Getting Students Started](#)
- ✓ [SAE/FFA Award Video Series](#)
- ✓ [Best Management Practices for SAEs\(plans, managing records, and more\)](#)