

**Situation:** You are a student that has an interest in raising a breeding beef heifer to show. You will invest time and money to potentially earn money and awards

## Developing Heifer SAE Scenario in AET Entrepreneurship



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

- Select Experience Manager and "Add New"
- Enter your SAE name, select level of involvement, SAE type, and select "Market/Replacement Manager"
- Hit "Save" (see box to your right for details)



Name: Market Heifer 2017  
Level: Individual  
Type: Entrepreneurship  
Area: Animal Systems



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

- Complete each tab using the help in the heading of each section
- Time may include researching cattle care, feeding/daily care, showing, etc.
- Financial information may include inventory(pen/feeders), estimated expenses and source of income (parents/loan/labor exchange)
- Potential Learning Outcomes from your SAE:



In this SAE I hope to learn more responsibility, time management, and how to raise a market beef 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- Items owned prior to the 1<sup>st</sup> day of Ag

- Current Items- feed, shavings, supplies on hand, market animals bought before 1<sup>st</sup> day
- Non-Current Items- breeding animals, trailers, land, etc
- Liabilities- Loans for your SAE Project
- Cash on Hand- Cash/savings account value from SAE prior to 1<sup>st</sup> day of Ag



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

- Use the mobile version or desktop to make journal entries
- Enter the date, choose your SAE, and related activity
- Activity Description should include: decisions made and results/learning outcomes



On 9/1/17 – 3 hrs/week/Feed to Manage Nutrition  
On 9/15/17 – 2 hrs county show/2<sup>nd</sup> place in class five



### Step 5 Record SAE Related Expenses

#### A. Cash SAE Expenses-

- a. FINANCE, Cash Entries, Cash Expense
- b. Record date, vendor, SAE and type of expense
- c. Enter feed, animals, etc in by weight; i:e 200 lbs of feed



#### Cash Expenses

9/1/17 – Inventory for Resale/heifer/\$1500/AET Cattle  
**Non-Cash Expenses**  
9/1/17 – Labor exchange \$10 barn rent for the year.

#### B. SAE Labor Exchange-

- a. FINANCE tab, Non-Cash Entries, "SAE Labor Exchange" and complete entry
- b. Record in your JOURNAL to show the labor done for the exchange (IMPORTANT)





## Step 6 Record SAE Related Income

- FINANCE tab, Cash Entries and Cash Income
- Record date, vendor, SAE and type of cash income (selling an animal is Cash/Market Sale, getting a premium is Awards/Premium)

### Cash Income

11/1/17 – Cash/Market  
Sale/County Fair/ \$3800



## Step 7 Record and Manage Non-Current Items

- FINANCE tab, Non-Current Items
- Choose "Add New" for items purchased while enrolled in Ag classes
- Record "Usage" for each item to link it to SAE(s)
- If you sell non-current items, choose "sale" and complete page

## Step 8 Capture Photos of your SAE

- Use your phone to capture photos and upload directly using m.theaet.com
- Desktop version: choose, Portfolio, use the dropdown to choose SAE, and upload



2017: This is the first year I raised a market heifer SAE. I learned about animal care, feeding and importance daily exercise. I created a profit that I plan on reinvesting in my project.



## Step 9 Annual Review

- Develop a summary by year of your SAE
- Describe the start of the year/key outcomes
- Skills and Responsibilities obtained
- Have information flow from year to year showing growth.



## Step 10 Determine Project Status

- In most cases heifer SAEs will be on-going and remain active; other market animal projects like terminal animals (steers, pigs, lambs, goats) would become inactive after sale
- Once the heifer becomes a cow then you will need to setup a new SAE, "Breeding Cattle" See Market Manager guide for transfer information



## Step 11 Key SAE Reports

- "Single SAE Experience Report"- summarizes THIS SAE project in one report
- "Profit/Loss Report"- summarizes annual income and expenses
- "Complete Record Book Report"- summarizes all of your records into one report



## Review all of "Student Help" sections for additional videos and resources:

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