

# Cash, Non-Cash, Gift....

*Helping the Teacher and Student Understand How Resources are Secured in Entrepreneur SAE's and Degrees*

AET Office Hours

12.2.2025



# Topics:

- Common myths about the use of CASH in Entrepreneur SAE's
- Setting up students for success using a variety of entrepreneurial expenses
- Differences between CASH, NON-CASH, and GIFT
- Impact on records and awards
- Records vs. Awards



# Common myths about the use of CASH in Entrepreneur SAE's

*Myths and myth busters about the use of Cash Only*



# Common Entrepreneur SAE Myths

- Entrepreneur SAE's are cash expenses only
- Degrees and Proficiencies are only successful with cash entries
- I only know how to do cash expenses
- Non-Cash, Gifts, and Loans are too hard
- Kids only need to understand how cash works



# Myth Busters

- Entrepreneur SAE's can encompass all expense types:  
*Cash, Non-Cash, Gift, Loans - and AET can facilitate all for student use*
- Degrees are usually a benchmark of productively invested targets that can be generated from all income and expense types
- Many students have achieved national-level success with non-cash, labor exchange, gifts or loans as part of their financials
- There are resources & workshops for teachers to develop SAE management skills [Managing All Types of Entrepreneur Expenses](#)
- Students should leave the aged program with the skills necessary for adult financial literacy

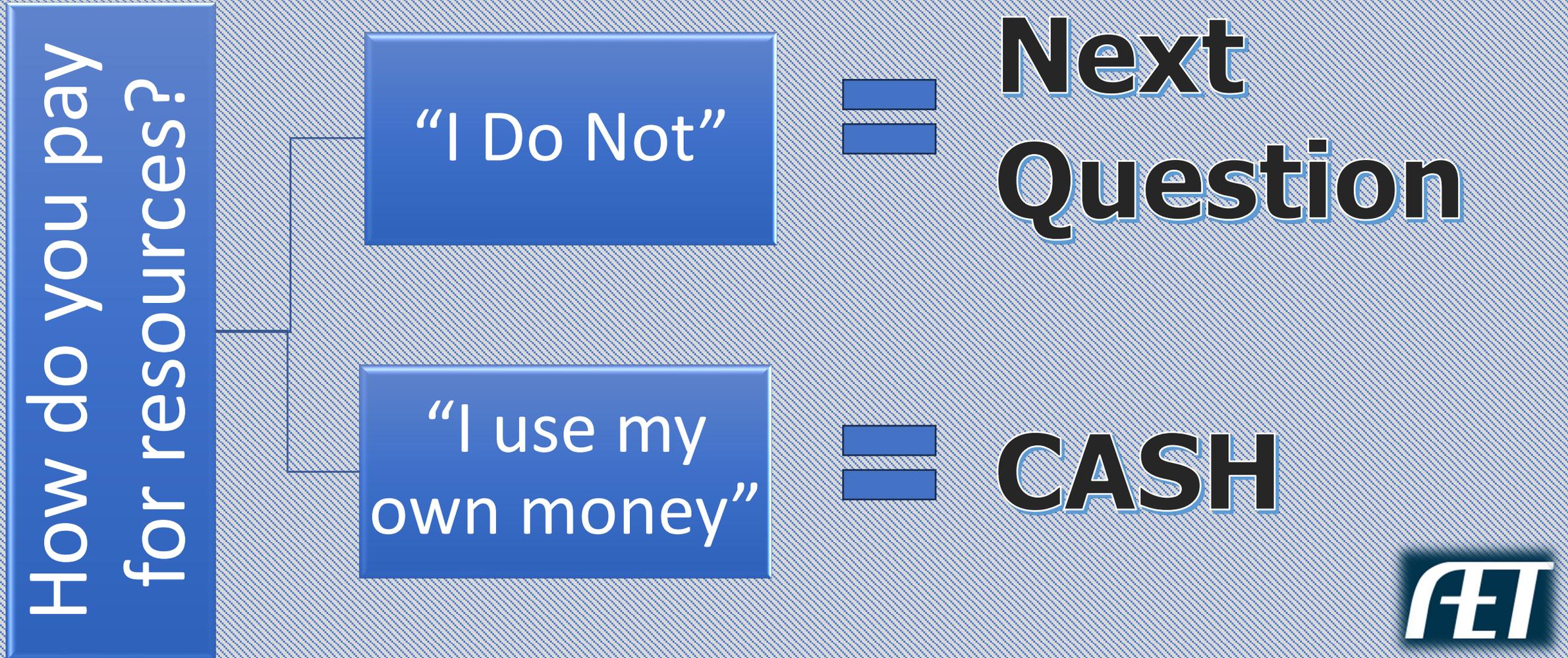


# Setting up students for success using a variety of entrepreneurial expenses

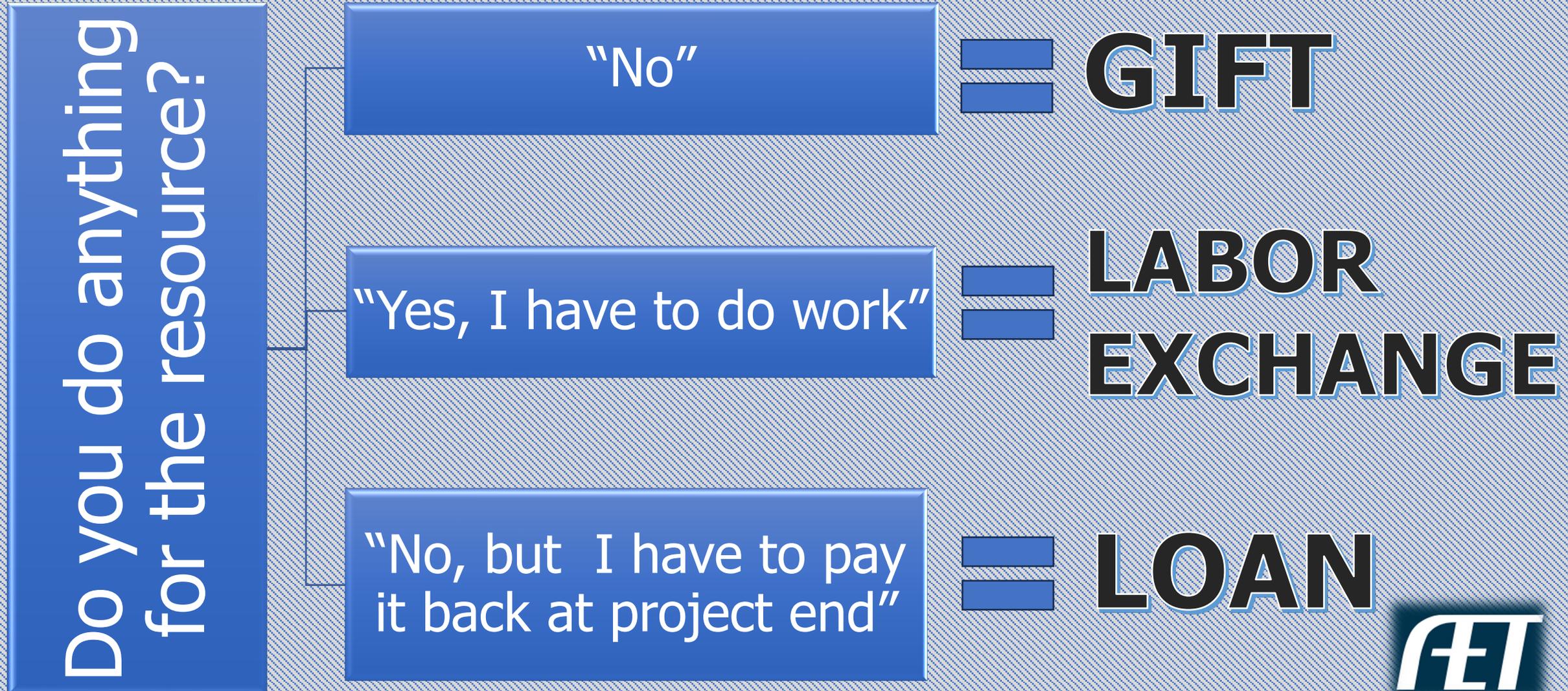
*How can we extract the way in which students have access to resources in their SAE?*



# Venn Diagram to Identify Expense Type



# Venn Diagram to Identify Expense Type



# Differences between CASH, NON-CASH, and GIFT

*Expense types by definition and use in SAE's*



# CASH

Cash Expenses and Sources of Cash



# CASH EXPENSE



Cash Income & Expenses

- Cash expenses are costs paid immediately in cash or cash equivalents.
- They include everyday operational costs like feed/seed, rent, and supplies.
- Cash expenses are recorded in the accounting period they occur.
- They differ from credit expenses, which are paid later.
- Tracking cash expenses helps manage cash flow effectively.

**NOTE:** Students must HAVE CASH in order to SPEND CASH

# Sources of Cash for Students in AET

## 1. Beginning CASH on Hand

= The cash amount the student has in savings/checking on the 1<sup>st</sup> day of Ag Ed available for use in their SAE's

**Records:** Finance TAB



### Beginning Values

Beginning Date | Current Projects | Non-Current | Liabilities/Loans | **Cash/Checking**

You can specify Beginning Cash-on-Hand to reflect the balance in your checking or savings account that is available for your Ag Projects on the first day of class.

Save

Exit

Beginning Inventory (Experiences):	<b>\$0.00</b>
Beginning Inventory (Non-Current/Capital):	<b>\$0.00</b>
Beginning Liabilities/Loans:	<b>\$0.00</b>
Beginning Cash on Hand:	\$ <input type="text" value="5000.00"/>



# Beginning CASH Rules

1. This value is self-disclosed by the student/parents to conduct SAE's
2. The beginning value has NO IMPACT on productively invested in awards
3. A student CANNOT SPEND CASH if they do not have CASH  
**\*NO CASH available = Student should use Non-Cash transactions**
4. This value needs no bank account verification unless extreme, and then can be supported with documentation in the student portfolio



# Beginning CASH – AET RECORDS

Records - Student Dashboard

Profile	Journal	Finances	Reports	
 <b>AET Finances</b>				
Cash on Hand <b>\$5,000</b>	Current <b>\$0</b>	Non-Current <b>\$0</b>	Liabilities <b>\$0</b>	Active Projects <b>2</b>
<a href="#">Scoreboard</a>				

- Shows the amount of available cash for use in SAE's
- Fluctuates with income and expenses that are CASH
- Non-cash expenses do not move Cash on Hand, but will appear as Current (= an investment with no return to date)

 <b>AET Finances</b>				
Cash on Hand <b>\$5,000</b>	Current <b>\$1,000</b>	Non-Current <b>\$0</b>	Liabilities <b>\$0</b>	Active Projects <b>2</b>
<a href="#">Scoreboard</a>				



# Beginning CASH Records - AWARDS

**PRODUCTIVELY INVESTED** = generally means that money, time, or other resources are put into something in a way that creates value,

improves future outcomes, or generates a positive return

Beginning Cash = \$5000

- DOES NOT APPEAR in Productively Invested

- Degree Condition = 0 Value
- **NOT MET**



<p>SAE - Entrepreneurship</p> <p>Income/Expen. Summary</p> <p>Ending Current Inventory</p> <p>Ending Non-Current Inv.</p> <p>Assets</p> <p>Liabilities</p> <p>Net Worth</p> <p><b>Earned &amp; Prod. Invested</b></p> <p>Community Service</p> <p>Checklist</p> <p>Supporting Recordbook</p> <p>Electronic Signatures</p> <p>Save a New Version #</p> <p>&lt;-- Chapter Account</p> <p>Go to FFA.org</p> <p>Go to AET</p> <p>Student Help</p> <p>Teacher Help</p> <p>AET Classroom</p> <p>Ask FFA a Question</p> <p>Ask AET a Question</p> <p>Sign Off</p>	<table border="1"> <thead> <tr> <th colspan="2">H. PRODUCTIVELY INVESTED ?</th> <th>Value</th> </tr> </thead> <tbody> <tr> <td>1. Change in Net Worth (Productively Invested from operations) ?</td> <td></td> <td>\$0</td> </tr> <tr> <td>2. (Add) Total Educational Expenses (Personal Use) ?</td> <td></td> <td>\$0</td> </tr> <tr> <td>3. (Deduct) Net Sources of Assets from Gifts or Non-SAE ?</td> <td></td> <td>\$0</td> </tr> <tr> <td><b>4. Total Growth in Productively Invested ?</b></td> <td></td> <td><b>\$0</b></td> </tr> </tbody> </table> <table border="1"> <thead> <tr> <th colspan="2">I. UNPAID HOURS ?</th> <th>Value</th> </tr> </thead> <tbody> <tr> <td>1. Total Unpaid Hours ?</td> <td></td> <td>0</td> </tr> <tr> <td>2. Factor per Hour ?</td> <td></td> <td>3.56</td> </tr> <tr> <td>3. Total unpaid hours factor (hours X rate) ?</td> <td></td> <td>0</td> </tr> </tbody> </table> <table border="1"> <thead> <tr> <th>J. QUALIFICATION CHECK ?</th> <th>Your Value</th> <th>Condition</th> </tr> </thead> <tbody> <tr> <td><b>QUALIFIED UNDER AT LEAST ONE OPTION ?</b></td> <td></td> <td><b>NOT MET</b></td> </tr> <tr> <td><b>Option 1 Conditions ?</b></td> <td></td> <td></td> </tr> <tr> <td>a. Productively Invested at least \$7,500 (LINE H4) ?</td> <td>\$0</td> <td>NOT MET</td> </tr> <tr> <td>b. SAE Earnings at least \$10,000 (LINE G3) ?</td> <td>\$0</td> <td>NOT MET</td> </tr> <tr> <td><b>Option 2 Conditions ?</b></td> <td></td> <td></td> </tr> <tr> <td>a. Productively Invested at least \$2,000 (LINE H4) ?</td> <td>\$0</td> <td>NOT MET</td> </tr> <tr> <td>b. SAE Earnings at least \$2,000 (LINE G3) ?</td> <td>\$0</td> <td>NOT MET</td> </tr> <tr> <td>c. Unpaid hours at least 2,250 (LINE I1) ?</td> <td>0</td> <td>NOT MET</td> </tr> <tr> <td><b>Option 3 Conditions ?</b></td> <td></td> <td></td> </tr> <tr> <td>a. Productively Invested at least \$2,000 (LINE H4) ?</td> <td>\$0</td> <td>NOT MET</td> </tr> <tr> <td>b. SAE Earnings at least \$2,000 (LINE G3) ?</td> <td>\$0</td> <td>NOT MET</td> </tr> <tr> <td>c. Unpaid hours factor + Productively Invested at least 10,000 (LINES I3+H4) ?</td> <td>0</td> <td>NOT MET</td> </tr> <tr> <td>d. Unpaid hours factor + SAE Earnings at least 10,000 (LINES I3+G3) ?</td> <td>0</td> <td>NOT MET</td> </tr> </tbody> </table>	H. PRODUCTIVELY INVESTED ?		Value	1. Change in Net Worth (Productively Invested from operations) ?		\$0	2. (Add) Total Educational Expenses (Personal Use) ?		\$0	3. (Deduct) Net Sources of Assets from Gifts or Non-SAE ?		\$0	<b>4. Total Growth in Productively Invested ?</b>		<b>\$0</b>	I. UNPAID HOURS ?		Value	1. Total Unpaid Hours ?		0	2. Factor per Hour ?		3.56	3. Total unpaid hours factor (hours X rate) ?		0	J. QUALIFICATION CHECK ?	Your Value	Condition	<b>QUALIFIED UNDER AT LEAST ONE OPTION ?</b>		<b>NOT MET</b>	<b>Option 1 Conditions ?</b>			a. Productively Invested at least \$7,500 (LINE H4) ?	\$0	NOT MET	b. SAE Earnings at least \$10,000 (LINE G3) ?	\$0	NOT MET	<b>Option 2 Conditions ?</b>			a. Productively Invested at least \$2,000 (LINE H4) ?	\$0	NOT MET	b. SAE Earnings at least \$2,000 (LINE G3) ?	\$0	NOT MET	c. Unpaid hours at least 2,250 (LINE I1) ?	0	NOT MET	<b>Option 3 Conditions ?</b>			a. Productively Invested at least \$2,000 (LINE H4) ?	\$0	NOT MET	b. SAE Earnings at least \$2,000 (LINE G3) ?	\$0	NOT MET	c. Unpaid hours factor + Productively Invested at least 10,000 (LINES I3+H4) ?	0	NOT MET	d. Unpaid hours factor + SAE Earnings at least 10,000 (LINES I3+G3) ?	0	NOT MET
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# Beginning CASH Records - AWARDS

**NET WORTH = Total Assets – Total Liabilities**

## Assets include:

- Cash
- Savings and investments
- Livestock, equipment, land, vehicles (in an ag context)
- Property or anything of value

## Liabilities include:

- Loans
- Credit card debt
- Mortgages
- Money owed on equipment, livestock, etc.

## **What Net Worth Shows**

\*Your net worth tells you your **overall financial standing.**

- ✓ If assets > liabilities → **Positive net worth**
- ✓ If liabilities > assets → **Negative net worth**



# Beginning CASH Records - AWARDS

- Membership Check
- Basic Setup
- SAE - Placement
- SAE - Entrepreneurship
- Income/Expen. Summary
- Ending Current Inventory
- Ending Non-Current Inv.
- Assets**
- Liabilities
- Net Worth**
- Earned & Prod. Invested
- Community Service
- Checklist
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- Electronic Signatures
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C. SUMMARY OF CONTRIBUTED CAPITAL (PERSONAL FINANCES IN BALANCE SHEET) ?	Total for all Years Beginning to Ending	
1. Beginning Value ?		\$5,000
2. Sources of cash gifts ?		\$0
3. Sources of Cash from Ag related (non-SAE) and personal earnings ?		\$0
4. Sources of non-cash contributions (current and non-current) ?		\$0
5. (Deduct) Non-cash sales for "used at home" ?		\$0
6. (Deduct) Total Personal Draw ?		\$0
7. (Deduct) Education Expenses taken out ?		\$0
8. Net Personal Contribution ?		\$5,000

Link reveals the \$5000 on the Assets  
Page as CASH ON HAND (line 1a)

D. NET WORTH ?	Value at Beginning Date 7/1/2025	Value at Ending Date 12/31/2025
1. Contributed Capital (Represents the value of personal contribution) ?		\$5,000
2. Retained Earnings (Represents the value of SAE net income, entrepreneurship, placement, research) ?	-----	\$0
<b>3. Total Net Worth ?</b>	\$5,000	\$5,000
<b>4. Total Liabilities &amp; Net Worth ?</b>		\$5,000

E. ACCURACY CHECK FOR THE BALANCE SHEET (ASSETS = LIABILITIES + EQUITY) & GROWTH ?	Value at Beginning Date 7/1/2025	Value at Ending Date 12/31/2025
1. Beginning Value ?	MET	-----
2. Ending Value ?	-----	MET
3. Difference (met=\$0) ?	\$0	\$0
<b>4. Total Growth in Equity ?</b>	-----	<b>\$0</b>



# Sources of Cash for Students in AET

## 2. Non-SAE Earnings



### a. Non-SAE, Ag Related Earnings (Cash)

= Earnings that are not part of your SAE but are related to Ag

Examples: 4H exhibition projects sold, hay/straw seasons, show supply trailers, farm labor, extension education work

### b. Non-Ag Earnings

= Earnings in any other career field

Examples: Food service, hospitality, transportation, etc.

**NOTE: If claimed as earnings, it CANNOT be used in labor exchange values for SAE expenses**



# Non-SAE Earnings – AET RECORDS

Add/Edit Non-Experience Income/Expense		
<b>Date:</b> 9/3/2025	<b>Vendor or Payee:</b> Sullivan Co Jr Fair	<b>Amount/Value:</b> 1500.00
<b>Transaction Type:</b>	<b>Memo:</b>	
<input type="radio"/> Personal Expenses <input type="radio"/> Educational Expenses <input checked="" type="radio"/> Non-SAE Ag-related Earnings (cash) ← <input type="radio"/> Non-Ag Earnings <input type="radio"/> Unearned Income/Gift <input type="radio"/> Buy Bonds, Stocks, and Life Insurance <input type="radio"/> Sell Bonds, Stocks, and Life Insurance <input type="radio"/> Buy Current Non-productive Personal Asset <input type="radio"/> Sell Current Non-productive Personal Asset	Reserve Champion 4H Lam →	

AET Finances				
Cash on Hand	Current	Non-Current	Liabilities	Active Projects
\$6,500	\$0	\$0	\$0	2

[Scoreboard](#)

- Identify Vendor/Payee
- USE MEMO to define earnings
- WILL contribute to the student's available cash



# Non-SAE Earnings - AWARDS

SAE - Entrepreneurship  
 Income/Expen. Summary  
 Ending Current Inventory  
 Ending Non-Current Inv.  
 Assets  
 Liabilities  
 Net Worth  
**Earned & Prod. Invested**  
 Community Service  
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 Ask AET a Question  
 Sign Off

H. PRODUCTIVELY INVESTED ?	Value
1. Change in Net Worth (Productively Invested from operations) ?	\$1,500
2. (Add) Total Educational Expenses (Personal Use) ?	\$0
3. (Deduct) Net Sources of Assets from Gifts or Non-SAE ?	\$1,500
<b>4. Total Growth in Productively Invested ?</b>	<b>\$0</b>

I. UNPAID HOURS ?	Value
1. Total Unpaid Hours ?	0
2. Factor per Hour ?	3.56
3. Total unpaid hours factor (hours X rate) ?	0

J. QUALIFICATION CHECK ?	Your Value	Condition
<b>QUALIFIED UNDER AT LEAST ONE OPTION ?</b>		<b>NOT MET</b>
<b>Option 1 Conditions ?</b>		
a. Productively Invested at least \$7,500 (LINE H4) ?	\$0	NOT MET
b. SAE Earnings at least \$10,000 (LINE G3) ?	\$0	NOT MET
<b>Option 2 Conditions ?</b>		
a. Productively Invested at least \$2,000 (LINE H4) ?	\$0	NOT MET
b. SAE Earnings at least \$2,000 (LINE G3) ?	\$0	NOT MET
c. Unpaid hours at least 2,250 (LINE I1) ?	0	NOT MET
<b>Option 3 Conditions ?</b>		
a. Productively Invested at least \$2,000 (LINE H4) ?	\$0	NOT MET
b. SAE Earnings at least \$2,000 (LINE G3) ?	\$0	NOT MET
c. Unpaid hours factor + Productively Invested at least 10,000 (LINES I3+H4) ?	0	NOT MET
d. Unpaid hours factor + SAE Earnings at least 10,000 (LINES I3+G3) ?	0	NOT MET

**H. Prod Invested:**  
 + Change in Net Worth  
 - Gifts and Non-SAE  
 = 0 Prod Invested

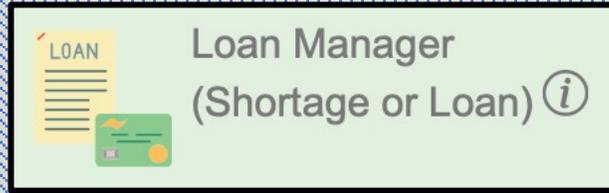
**J. Qualification Check**

- No contribution
- Not part of SAE, which is a measure of degrees or proficiency awards in Ag Ed 3 circle model
- BUT, it does give the student available cash



# Sources of Cash for Students in AET

## 3. Loans



= A **short-term loan** is a loan that must be **repaid within one year or less**

- Many students have parents who pay for some cash expenses, but the student repays the loan at the end of the project when income occurs --- this is a short-term (operating) loan
- Students will enter the anticipated needed amount for the entire SAE or parts of the SAE (animal, feed, entry fees, or supplies) in the LOAN MANAGER
- Loan amount becomes CASH ON HAND

# Loans – AET RECORDS

## Add/Edit Loans

Type of Item:	Short Term Loan (within 1 year) ▾	Please select the type of loan from the list.
Loan Date:	9/1/2025 	
Vendor:	PNC Bank	From whom did you obtain this loan?
Amount:	1000	Enter the dollar amount of the loan.
Business Use Percentage:	100 %	Must be 100%
Memo:	Loan - Feed Cost - Lambs	
Number of Payments per Year:	1	Enter the number of payment to be made within a 12-month period.
Total Number of Payments:	1	Enter the total number of payments to be made for the life of the loan.

Save

Cancel

- Short Term = 1 payment at the end of SAE
- \$1000 loan will appear as available cash



# Loans – AET RECORDS

In Progress  Fully Paid

**Loan Manager**

[New Loan](#) [Return to AET](#)

Options	Date	Vendor	Bus. Usage	Loan Amount	Principle Due
<a href="#">Edit / Payments</a>	9/1/2025	PNC Bank	100%	\$1,000.00	\$1,000.00

- Loan established in the Loan Manager
- Payments will be made here

## Student Finance Dashboard:

Loan = \$1000

AET Finances		Current	Non-Current	Liabilities	Active Projects
Cash on Hand	<b>\$7,500</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1,000</b>	<b>2</b>

[Scoreboard](#)

ADDED \$1000 Loan



# Loans – AWARDS

- SAE - Entrepreneurship
- Income/Expen. Summary
- Ending Current Inventory
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H. PRODUCTIVELY INVESTED <sup>?</sup>	Value
1. Change in Net Worth (Productively Invested from operations) <sup>?</sup>	\$1,500
2. (Add) Total Educational Expenses (Personal Use) <sup>?</sup>	\$0
3. (Deduct) Net Sources of Assets from Gifts or Non-SAE <sup>?</sup>	\$1,500
<b>4. Total Growth in Productively Invested <sup>?</sup></b>	<b>\$0</b>



I. UNPAID HOURS <sup>?</sup>	Value
1. Total Unpaid Hours <sup>?</sup>	0
<a href="#">Edit 297</a> Total hours from appropriate sections of your application.	3.56
3. Total unpaid hours factor (hours X rate) <sup>?</sup>	0

J. QUALIFICATION CHECK <sup>?</sup>	Your Value	Condition
<b>QUALIFIED UNDER AT LEAST ONE OPTION <sup>?</sup></b>		<b>NOT MET</b>
<b>Option 1 Conditions <sup>?</sup></b>		
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d. Unpaid hours factor + SAE Earnings at least 10,000 (LINES I3+G3) <sup>?</sup>	0	NOT MET

## H. Productively Invested

- No Impact = 0

## J. Qualification Check

- No Impact = 0
- **NOT MET**

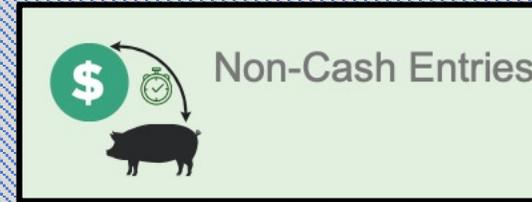


# NON-CASH EXPENSES

Resources secured without CASH



# NON-CASH EXPENSES



A **non-cash expense** is an expense that **does *not* involve spending actual cash** during the period.

## Examples:

- Depreciation - deducted annually on capital assets (%)
- Inventory adjustments – (growth, weight, age)
- Unrealized losses – deaths, decreased market values

In SAE's – LABOR EXCHANGE

# SAE LABOR EXCHANGE

Using labor/work to secure resources



# NON-CASH EXPENSES – AET RECORDS



## 1. SAE Labor Exchange

= An SAE Labor Exchange is when a student provides labor in exchange for goods, services, or project-related benefits instead of receiving cash.

- No money changes hands
- The value of the labor is recorded as **non-cash income** to the student
- Common in entrepreneurship SAEs
- Used when labor is traded for things like:
  - *Feed*
  - *Equipment use*
  - *Animal housing*
  - *Supplies*
  - *Land rental*
  - *Professional services*

# SAE Labor Exchange – AET Records

<b>Date:</b> 9/3/2025		<b>Value:</b> Value: 750
<b>Experience:</b> 2025 Beg.- ENTREP SAE	<b>Income (Labor):</b> 2025 Beg.- ENTREP SAE	<b>Expense (Feed, Rent, etc):</b> 2025 Beg.- ENTREP SAE
<input checked="" type="radio"/> Labor Exchange	<input type="radio"/> Advertising <input type="radio"/> Bank Charges <input type="radio"/> Chemicals <input type="radio"/> Commissions and Entry Fees <input type="radio"/> Conservation Expenses <input type="radio"/> Custom Hire <input type="radio"/> Dues and Subscriptions <input type="radio"/> Employee Benefits <input type="radio"/> Feed, Hay, and Forage <input type="radio"/> Fertilizer and Lime <input type="radio"/> Freight and Trucking <input type="radio"/> Gas, Fuel, and Oil <input type="radio"/> Insurance <input type="radio"/> Livestock Purchased	<input type="radio"/> Other Expenses <input type="radio"/> Pension and Profit Sharing <input type="radio"/> Rent and Lease <input type="radio"/> Repairs and Maintenance <input type="radio"/> Seed and Plants <input type="radio"/> Storage and Warehousing <input type="radio"/> Supplies <input type="radio"/> Taxes <input type="radio"/> Telephone and Internet <input type="radio"/> Travel <input type="radio"/> Utilities <input type="radio"/> Vehicle Expense <input checked="" type="radio"/> Vet Fees, Medicine, and Breeding
<b>Type:</b> Labor performed for the resource bubbled on the right and labor value/hr.		
<b>Memo:</b> strawberry Season - \$10/hr	AI Breeding - 10 head	Resource received
<input checked="" type="button"/> Save & Journal Time/Skills		<input type="button"/> Cancel

MUST SAVE AND JOURNAL = Shows AUTHENTICITY of the exchange



# SAE Labor Exchange Journal – AET Records

## Add/Edit Journal Entry

Date:

9/3/2025 

Project: 

2025 Beg.- ENTREP SAE 

Skill Areas: 

 Add/Explore Skill Areas

**PS.03.02** Develop and implement a management plan for plant production.

Time: 

Hours  + Minutes

Description of Activity: 

[Check Spelling](#)

LABOR EXCHANGE: I worked my mom's strawberry patch for the season when available. I monitored plant growth and maturity, picked and packed for customers, and set up the retail counter and area in exchange for AI breeding (\$750 value)

**Supports labor performed and value**

Pictures: 

(optional, up to 5)

Supervision: 

If your Ag Science Teacher visited/supervised your project for this journal entry, please choose the Teacher. The "description" above should include your teacher's assessment, comments, and recommendations for your project.

(None/Unsupervised) 



# SAE Labor Exchange Journal – AET Records

<u>Date</u>	<u>Added</u>	<u>Description</u>	<u>Time</u>	<u>Skills</u>
9/3/2025	12/2/2025	<b>Experience-related Activity</b> ENTREP SAE <b>PS.03.02</b> LABOR EXCHANGE: I worked my mom's strawberry patch for the season when available. I monitored plant growth and maturity, picked and packed for customers, and set up the retail counter and area in exchange for AI breeding (\$750 value)	75:00	1
<b>Total:</b>			75:00	

When Labor Exchanges are used:

- Documentation in the journal supports the authenticity of the exchange
- Work performed contributes to most Work-Based Learning Reports
- Reflection contributes to value of Labor (\$/hr) and the value of the resource received

**\*NO JOURNAL of LABOR Evidence = GIFT**



# SAE Labor Exchange Expense – AET Records

9/3/2025	12/2/2025	<b>ENTREP SAE</b> (Non-Cash Expense - Vet Fees, Medicine, and Breeding) Labor Exch: 2025 Beg.- ENTREP SAE AI Breeding - 10 head	\$750.00	
9/3/2025	12/2/2025	<b>ENTREP SAE</b> (Non-cash Income - Labor Exchange) Labor Exch: 2025 Beg.- ENTREP SAE Strawberry Season - \$10/hr		\$750.00

\*Labor Exchange expenses create a net 0 to the enterprise

 <b>AET Finances</b>				
Cash on Hand	Current	Non-Current	Liabilities	Active Projects
<b>\$7,500</b>	<b>\$0</b>	<b>\$0</b>	<b>\$1,000</b>	<b>2</b>
<a href="#">Scoreboard</a>				

\*Labor Exchange expenses do NOT DEDUCT from Cash on Hand



# SAE Labor Exchange Expense – AWARDS

Year ?	2025
<b>1. Revenues from Operations</b> ?	
a. Closing Current Inventory ?	\$0
b. Beginning Current Inventory ?	\$0
<b>c. Change in Current Inventory</b> ?	\$0
d. Cash Sales ?	\$0
e. Value Used at Home (Non-Cash) ?	\$0
f. Value of Production Transferred to other enterprise, Transferred to Non-Current, Bartered or Labor Exchanged (Non-cash) ?	\$750
<b>g. Gross Revenues (Change in Current Inventory and Total Sales)</b> ?	\$750
<b>2. Expenses from Operations</b> ?	
a. Inventory Purchased for Resale (Cash) ?	\$0
b. Inventory Purchased for Resale (Non-cash transfers) ?	\$0
c. Cash Expenses (all other types) ?	\$0
d. Non-cash Expenses (Transferred, Bartered, or SAE Labor Exchange) ?	\$750
e. Contributed Non-cash Expenses (Gift or non-SAE Labor Exchange) ?	\$0
<b>f. Total Operating Expenses</b> ?	\$750
<b>3. Net Income from Operations</b> ?	\$0

## Income & Expense Page

1.f

Value of Labor Exchanged  
(+ Revenue)

2.d

Value of Non-Cash Expense  
(- Operating Expense)



# SAE Labor Exchange Expense – AWARDS

SAE - Entrepreneurship

Income/Expen. Summary

Ending Current Inventory

Ending Non-Current Inv.

Assets

Liabilities

Net Worth

**Earned & Prod. Invested**

Community Service

Checklist

Supporting Recordbook

Electronic Signatures

Save a New Version #

<- Chapter Account

Go to FFA.org

Go to AET

Student Help

Teacher Help

AET Classroom

Ask FFA a Question

Ask AET a Question

Sign Off

H. PRODUCTIVELY INVESTED	Value
1. Change in Net Worth (Productively Invested from operations)	\$1,500
2. (Add) Total Educational Expenses (Personal Use)	\$0
3. (Deduct) Net Sources of Assets from Gifts or Non-SAE	\$1,500
<b>4. Total Growth in Productively Invested</b>	<b>\$0</b>

I. UNPAID HOURS	Value
1. Total Unpaid Hours	0
2. Factor per Hour	3.56
3. Total unpaid hours factor (hours X rate)	0

J. QUALIFICATION CHECK	Your Value	Condition
<b>QUALIFIED UNDER AT LEAST ONE OPTION</b>		<b>NOT MET</b>
<b>Option 1 Conditions</b>		
a. Productively Invested at least \$7,500 (LINE H4)	\$0	NOT MET
b. SAE Earnings at least \$10,000 (LINE G3)	\$0	NOT MET
<b>Option 2 Conditions</b>		
a. Productively Invested at least \$2,000 (LINE H4)	\$0	NOT MET
b. SAE Earnings at least \$2,000 (LINE G3)	\$0	NOT MET
c. Unpaid hours at least 2,250 (LINE I1)	0	NOT MET
<b>Option 3 Conditions</b>		
a. Productively Invested at least \$2,000 (LINE H4)	\$0	NOT MET
b. SAE Earnings at least \$2,000 (LINE G3)	\$0	NOT MET
c. Unpaid hours factor + Productively Invested at least 10,000 (LINES I3+H4)	0	NOT MET
d. Unpaid hours factor + SAE Earnings at least 10,000 (LINES I3+G3)	0	NOT MET

## H. Productively Invested

- No Impact

## J. Qualification Check

- No Impact = 0
- **NOT MET**



# GIFT

Receiving a resource with no exchange of cash or labor



# GIFTS as Expense

## GIFT

= Something voluntarily given to someone without expecting payment or anything in return.

- **Voluntary** — freely given.
- **No exchange** — nothing is expected back.
- **Can be anything of value** — money, items, services, or time.

In AET, a **gift** is typically:

- An item, animal, or supply **given to the student for free**
- That is **used in their SAE,**
- And is recorded as **non-cash income**
- \* **Can be current or capital items ([Non-Current Capital Item](#))**

# GIFT EXPENSES – AET Records

		Non-Cash Gift	
Date:		Value:	
9/3/2025		Value: 250	
Income (Gift):		Expense (Feed, Rent, etc):	
Experience:		2025 Beg.- ENTREP SAE	
<input checked="" type="radio"/> Unearned Income  Type: Source of Gift 		<input type="radio"/> Advertising <input type="radio"/> Bank Charges <input type="radio"/> Chemicals <input type="radio"/> Commissions and Entry Fees <input type="radio"/> Conservation Expenses <input type="radio"/> Custom Hire <input type="radio"/> Dues and Subscriptions <input type="radio"/> Employee Benefits <input type="radio"/> Feed, Hay, and Forage <input type="radio"/> Fertilizer and Lime <input type="radio"/> Freight and Trucking <input type="radio"/> Gas, Fuel, and Oil <input type="radio"/> Insurance <input type="radio"/> Livestock Purchased <input type="radio"/> Other Expenses <input type="radio"/> Pension and Profit Sharing <input type="radio"/> Rent and Lease <input checked="" type="radio"/> Repairs and Maintenance <input type="radio"/> Seed and Plants <input type="radio"/> Storage and Warehousing <input type="radio"/> Supplies <input type="radio"/> Taxes <input type="radio"/> Telephone and Internet <input type="radio"/> Travel <input type="radio"/> Utilities <input type="radio"/> Vehicle Expense <input type="radio"/> Vet Fees, Medicine, and Breeding	
Memo: indpa Fixed Lambing Gates		Gate Repairs ← Resource received	



# GIFT EXPENSES – AET Records

9/3/2025	12/2/2025	ENTREP SAE (Non-Cash Expense - Repairs and Maintenance) Gift: 2025 Beg.- ENTREP SAE Gate Repairs	\$250.00	
9/3/2025	12/2/2025	(Unearned Income (non-cash)) Gift: 2025 Beg.- ENTREP SAE Grandpa Fixed Lambing Gates		\$250.00

- \*Labor Exchange expenses create a net 0 to the enterprise
- \*Records as Unearned Income

 <b>AET Finances</b>				
Cash on Hand	Current	Non-Current	Liabilities	Active Projects
<b>\$7,500</b>	<b>\$250</b>	<b>\$0</b>	<b>\$1,000</b>	<b>2</b>
<a href="#">Scoreboard</a>				

\*GIFT expenses do NOT DEDUCT from Cash on Hand, but creates a current value for the investment



# GIFT Expenses – AWARDS

	Year 	2025
	<b>1. Revenues from Operations </b>	
	a. Closing Current Inventory 	\$250 
	b. Beginning Current Inventory 	\$0
	<b>c. Change in Current Inventory </b>	<b>\$250</b>
	d. Cash Sales 	\$0
	e. Value Used at Home (Non-Cash) 	\$0
	f. Value of Production Transferred to other enterprise, Transferred to Non-Current, Bartered or Labor Exchanged (Non-cash) 	\$750
	<b>g. Gross Revenues (Change in Current Inventory and Total Sales) </b>	<b>\$1,000</b>
	<b>2. Expenses from Operations </b>	
	a. Inventory Purchased for Resale (Cash) 	\$0
	b. Inventory Purchased for Resale (Non-cash transfers) 	\$0
	c. Cash Expenses (all other types) 	\$0
	d. Non-cash Expenses (Transferred, Bartered, or SAE Labor Exchange) 	\$750
	e. Contributed Non-cash Expenses (Gift or non-SAE Labor Exchange) 	\$250 
	<b>f. Total Operating Expenses </b>	<b>\$1,000</b>

\$250 Gift closes as current inventory because no returns on investment have occurred

- Contributes to the Total Operating Expense



# GIFT Expenses – AWARDS

H. PRODUCTIVELY INVESTED 	Value
1. Change in Net Worth (Productively Invested from operations) 	\$1,750
2. (Add) Total Educational Expenses (Personal Use) 	\$0
3. (Deduct) Net Sources of Assets from Gifts or Non-SAE 	\$1,750
<b>4. Total Growth in Productively Invested </b>	<b>\$0</b>

I. UNPAID HOURS 	Value
1. Total Unpaid Hours 	0
2. Factor per Hour 	3.56
3. Total unpaid hours factor (hours X rate) 	0

J. QUALIFICATION CHECK 	Your Value	Condition
<b>QUALIFIED UNDER AT LEAST ONE OPTION </b>		<b>NOT MET</b>
<b>Option 1 Conditions </b>		
a. Productively Invested at least \$7,500 (LINE H4) 	\$0	NOT MET
b. SAE Earnings at least \$10,000 (LINE G3) 	\$0	NOT MET
<b>Option 2 Conditions </b>		
a. Productively Invested at least \$2,000 (LINE H4) 	\$0	NOT MET
b. SAE Earnings at least \$2,000 (LINE G3) 	\$0	NOT MET
c. Unpaid hours at least 2,250 (LINE I1) 	0	NOT MET
<b>Option 3 Conditions </b>		
a. Productively Invested at least \$2,000 (LINE H4) 	\$0	NOT MET
b. SAE Earnings at least \$2,000 (LINE G3) 	\$0	NOT MET
c. Unpaid hours factor + Productively Invested at least 10,000 (LINES I3+H4) 	0	NOT MET
d. Unpaid hours factor + SAE Earnings at least 10,000 (LINES I3+G3) 	0	NOT MET

## Productively Invested Page

## H. Productively Invested

- Expenses included
- No Impact = 0

## J. Qualification Check

- No Impact = 0
- **NOT MET**



**Questions?**