

Situation: The following steps outline a student interested in raising a market steer; which requires an investment in money and time. This SAE could have one or multiple steers

Market Steer SAE Scenario Entrepreneurship



Step 1 Set Up the SAE- AET Profile

- Go to the Experience Manager and choose "Add New" to setup your SAE (see box to your right).



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



Step 2 Develop Your SAE Plan(Experience Manager)

- TABS: Time may include researching cattle care, feeding, cleaning pen, exhibiting animals, financial info may include inventory, estimated expense and sources of income
- Potential Learning Outcomes from your project



In this SAE I hope to learn more about market steers, 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- Items owned when entering the 1st Day in Ag

- Choose the FINANCE tab and Beginning Values
- Current Items- feed, shavings, market steer, etc
- Non-Current Items- trailer, trim shoot, feeder, etc
- Liabilites- any loan you had related to the SAE
- Cash on Hand- any cash value in checking or savings



On 9/1/16 – 3 hrs a week for daily maintenance
On 9/15/16 – 2 hrs prospect show, 2nd place light weight



Step 4 Record Your SAE Time- SAE JOURNAL

- Enter a date, slect your SAE and related activity
- Enter your activity description to include, skills/responsibilities, decisions made and results, and activities such a competition



Step 5 Record SAE Related Expenses

A. Cash SAE Expenses-

- Choose FINANCE tab, Cash Entries and then Cash Expense
- Record date, vendor, SAE and type of expense.
- If your steer was purchased during Ag it will be entered as inventory for resale

B. SAE Labor Exchange-

- Choose FINANCE tab, Non-Cash Entries and SAE Labor Exchange
- Record a date, vlauue of the exchange, and choose Market Steer for Income and Expense
- Make sure to journal an SAE journal for your time spent(labor) for the money of the labor exchange



Cash Expenses

8/1/16 – Feed Store, 150 lbs of 60/40 feed, \$45 not 3 bags

Non-Cash Expenses

9/1/16 – Labor exchange \$50 barn rent for the year.





Step 6 Record SAE Related Income

- Choose FINANCE tab, Cash Entries, and then Cash Income
- Record a date, vendor, SAE and type of income
- Cash/Market is for when the animal is sold and no longer in your inventory and Awards/Scholarship/Premium is when you place at a non-terminal show/prospect show/fair

Cash Income

3/11/17- Award/Scholarship/Premium
\$3800, 1st place

Non-Cash Income

4/1/17 – Used at Home \$3500, Beef
for family (1276lbs)



Step 7 Record and Manage Non-Current Items

- Choose FINANCE, Non-Current items and "Add New"
- This is for items purchased during Ag; make sure to click "Usage" to connect it to an SAE
- Items that can be listed here:
 - Trim shoot
 - Blower
 - Trailer

Non-Current Purchase

9/10/16- Purchase Sullivan Blower;
\$250, 5yr life and \$50 salvage value.
Usage= 100% for Market Steer SAE

Step 8 Capture Photos of your SAE

- Choose Portfolio and select Market Steer 2017 to upload photo (Recommend m.theaet.com for uploads)
- Add a caption and try to identify skills/responsibilities shown in photo



Step 9 Annual Review

- Choose Experience Manager and the clipboard icon
- Describe the start of the year
- Skills/Responsibilities obtained
- Key outcomes of the year and remember to focus on growth of the project from year to year

2017: Annual Review Example

This is the 1st year I raised a market steer. I learned about animal care, feeding and importance of fans and exercise. I plan on investing my profit next year.



Step 10 Determine Project Status

- All Market Projects should be listed by year (Market Steer 2017)
- The project is active and "on" while the project is ongoing
- As soon as all animals in the project are sold, transferred or used at home; mark the SAE inactive/"off" to let the record book know there is NO more current inventory



Step 11 Key SAE Reports

- "Single SAE Report" will include all entries, plan and photos of this Market Steer 2017 SAE
- "Profit/Loss Statement" is a summary of your income and expenses for the SAE
- "Complete Record Book Report" will include all entries made into AET



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

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