

**Situation:** *The following steps outline a student interested in raising a market steer(s) or market heifer(s); which will require an investment in money and time.*

### SAE SETUP



#### Step 1 Set Up the SAE - PROFILE Tab

- Select Experience Manager - choose "Add New" to setup your SAE (see example to the right)
- Enter SAE Name - identify purpose such as county fair, feedlot, freezer, farmers market, etc
- Select level of focus, typically individual, and SAE type
- Choose Category - Primary area and subcategory
- Management Module - Select Market/Replacement Manager
- Hit "Save"



Name:

Soul County Fair Market Steer '24

Level: Individual

Type: Entrepreneurship

Area: Animal Systems



#### Step 2 Develop Your SAE Plan - Experience Manager

- Click Complete the 5 tabs using the help in the header box of each section
- Description Tab - Include project duration, size/kind, goals, and evaluation, and mentor
- Time Tab - Include time required for feeding/watering, care, management, exhibition, and shows or other common activities (hours per week)
- Financial Tab - List expected expenses and income, and how they are secured (cash, non-cash, gift)
- Learning Objectives Tab - Click + Add Skills (select any 3 as a minimum requirement):



- FND.A1.05 - Developing an SAE plan
- AS.02.01 - Demonstrate management techniques that ensure animal welfare
- AS.03.01 - Analyze the Nutritional Needs of animals

*Once 3 skills are selected, add a brief description of related activities that may occur in your project related to each learning outcome*



#### Step 3 Create a Budget for your SAE - Experience Manager

- Enter estimated income(s) for 1 market animal over the duration of the SAE
- Enter estimated expenses for 1 market animal that can be endured in the SAE
- Use the Memo to show calculations or rationale for the estimate



#### Step 4 Enter Beginning Values - FINANCES Tab (SAE items on/before 1st day in Ag)

- Select Blue Box - "Start of Ag Ed Inventory" **\*\*USE: Beginning Inventory Worksheet**
- Current Items Tab - Feed/hay, shavings, market steer if purchased prior to 1st day in Ag
- Non-Current Items Tab - Cattle chute, feeders, blower, etc
- **\*\*List only Non-Current items owned by the student (items not owned = use Custom Hire)**
- Liabilities Tab - existing loans for your SAE project
- Cash/Checking Tab - Cash/savings account value prior to 1<sup>st</sup> day of Ag available for cash expenses in your SAE

**SAE FINANCIALS**

**NOTE: Steps 5 - 9 will all be entered using the tabs inside the Market Manager**

**Step 5 Add New Animal(s) - FINANCES Tab**



- Choose Market Manager
- Select method of Purchase
  - a. **Buy New Animal** - You use CASH for the Livestock Purchased
  - b. **New Non-Cash Entry** - You trade LABOR in exchange for the Livestock Purchased

Enter: Date, Vendor, Livestock Purchased, Value, # Head, Weight, (Memos for Non-Cash)

\*If your market animal came in as Beginning Inventory on 1st day of Ag, it will appear here without a required purchase

**Step 6 Record SAE Related Expenses**

**A. Cash Entries - SAE Cash Expenses**

New Cash Expense

- a. Record date, vendor, SAE and type of expense
- b. Examples: feed, livestock purchase (purchased after 1st day in Ag), barn rent, bedding, sale commission

**B. Non Cash Entries - SAE Labor Exchange**

New Non-Cash Entry

- a. Choose the SAE for income and expense to show trade of labor value (memo) for SAE expense and quantity (memo)
- b. Record date, vendor, value of exchanged labor/expense
- c. "Save and Journal" your time spent(labor) for the value of the expense
- d. Other Non-Cash could be a Gifts of supplies, or Non-SAE trade, which is your labor such as baby sitting for supplies.

**Cash Expenses**

9/1/23 – Star Feed Store, \$75  
Purina Show 12, 150 lbs. (3 bags)

**Non-Cash Expenses**

9/1/23 – Labor exchange, \$150  
annual barn rent, 15 hrs. kennel  
work @ \$10/hr. exchange

**Step 7 Record Animal Sale Info - Use Dropdown**

Sale Info

- SELL - animal is sold as cash value \$/lb
- DEATH LOSS - animal dies before end of project
- TRANSFER - animal transfer to another SAE
- USED AT HOME - animal is to be consumed at home
- TRANS TO BREEDING - a heifer that will be a part of a breeding SAE
- Record a date, vendor, type, \$ value, memo (#head/weight)

**Cash Income**

3/11/24 – Dash for Cash Jackpot, Other  
Income/Premium, \$1500 - Champion Div.

**Non-Cash Income**

6/1/24 – Livestock Sale \$2600, Soul  
County Jr Fair Sales Committee, 1300 lbs.



Also enter premiums or winnings as "Other Income/Premium" FINANCE TAB (Cash Entries)

**Step 8 Record/Manage Non-Current Items**

Non-Current Item Mgmt

- Choose "Add New" for items purchased during the SAE beyond 1st day of Ag (new Schaefer fan & cart)

## Market Steer/Heifer SAE Guide

### Entrepreneurship

- Record "Usage" for each item to link SAE(s) for depreciation
- If you sell non-current items, choose "Sell" complete info

### Step 9 Herd/Animal Management

New Herd Entry

New Animal Entry

- Record herd or animal management tasks (weight, vet, deworm, feet trim, meds)
- Herd entry will apply to all animals in SAE, Animal will apply to an individual animal

#### Non-Current Purchase

9/20/23 - Purchase Schaefer Fan/cart; \$450, 8yr life and \$400 salvage value. Usage = 100% for Market Steer SAE

## SAE REFLECTION



### Step 10 Record Your SAE Time - JOURNAL Tab

- Use the mobile version or desktop to journal your time
- Enter the date, choose your SAE, and related skill area
- Enter the amount of time in your SAE (hour/minutes)
- Description should include decisions and outcomes



On 9/1/23 - 7 hrs. 30 min:  
Feed, water, manage steer for the week  
On 10/15/23 - 6 hrs.:  
prospect show, 2<sup>nd</sup> place class



### Step 11 Capture SAE Photos - JOURNAL Tab/Portfolio

- Use your phone to capture photos and upload directly using m.theaet.com
- Add captions in order to tie to SAE reports and in FFA Awards transition
- Also, you can access and add files in your Experience Manger

### Step 12 SAE Reflection - SAE Manager/Reflections

- Annual Summary – describe (1) your SAE duration and kind (2) SAE size/scope (#, breed, intent) (3) key outcomes of the year
- Enter supplies on hand that have value and you can measure using "+ New Asset".  
*\*This will include the steer/heifer that rolls over on 12/31 remaining on inventory (cash value or fair market value)*
- Review/enter non-current usage for all items
- Learning Activities - Describe learning activities that support the planned skill in the SAE



2023: Purchased a 600 lb steer calf for 2024 County Fair. Feed, water and hair are primary tasks. CLOSING INVENTORY: \$850 (Steer & Feed)

2024: This is the 1<sup>st</sup> year I raised a market steer. I learned about animal care, feeding and importance of fans and feeding. I showed at 2 jackpots and used my steer at home valued at



### Step 13 Determine Project Status - SAE Manager

- All Market Projects should be listed by the year the project ends (Market Steer 2024)
- 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 14 Key SAE Reports - REPORTS Tab

- "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