### **Market Steer/Heifer SAE Guide**

Entrepreneurship



**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

<u>Type</u>: Entrepreneurship <u>Area</u>: 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, qift)
- 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 duation of the SAE
- Enter estimated expenses for 1 market animal that can be endurred 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 <u>owned by the student</u> (items not owned = use Custom Hire)
- Liabilites 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

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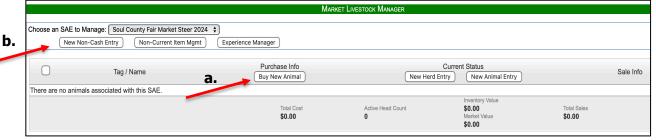
### **SAE FINANCIALS**

### 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.

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

Sale Info

Non-Current Item Mgmt

- 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)

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

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

Choose "Add New" for items purchased during the SAE beyond 1st day of Ag (new



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

Cash Expenses

**Non-Cash Expenses** 

work @ \$10/hr. exchange

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

9/1/23 – Labor exchange, \$150

annual barn rent, 15 hrs. kennel

**Non-Cash Income** 

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



Schaefer fan & cart)

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Record "Usage" for each item to link SAE(s) for depreciation

If you sell non-current items, choose "Sell" complete info

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

**Non-Current Purchase** 

# **Step 9 Herd/Animal Management**

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 indvidual animal

New Herd Entry

New Animal Entry

## **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

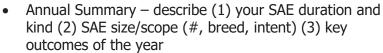


# **Step 11 Capture SAE Photos - JOURNAL Tab/Portfolio**

- 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**



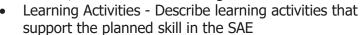


Enter supplies on hand that have value and you can measure using "+ New Asset".



\*This will include the steer/heifer that rolls over on 12/31 remaining on inventory (cash value or fair market value)







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 1st 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