Breeding Animal SAE in AET
Entrepreneurship SAE

AET *learn*

Situation: *You are a student interested in raising breeding animals to sell offspring and/or retain females using multiple reproductive methods. This requires the investment of time and money to potentially create income. This SAE could consist of cattle, swine, sheep, goats or dogs independently.* **NOTE:** *Each species should exist as its own stand-alone SAE.*

SAE SETUP

Step 1 Set Up the SAE- AET Profile
- Select Experience Manager - choose "Add New."
- Enter the SAE name (breed, purpose, registered, etc.)
- Select level of focus, typically individual, and SAE type
- Choose the primary area and subcategory (Beef, Sheep, Swine, Goats)
- Management Module - Select Breeding Herd Manager
- Hit "Save" (see example to the right)

> Name: Angus Breeding Cattle
> Level: Individual
> Type: Entrepreneurship
> Category: Animal Systems

Step 2 Develop Your SAE Plan(Experience Manager)
- Click ✏️ Complete the five tabs using the help in the header box of each section.
- Description Tab - Include project duration, size/kind, goals, evaluation, and mentor
- Time Tab - Include time required for feeding/watering, care, management, exhibition, or other common activities (hours per week)
- Financial Tab - List expected expenses/income and how they are secured (cash, non-cash, gift)
- Learning Objectives Tab - Click + Add Skills (select any three 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 annual income(s) for 1 breeding animal and offspring during the SAE
- Enter estimated annual expenses for 1 breeding animal and offspring that occur in the SAE
- Use the Memo to show calculations or rationale for the estimate

Step 4 Enter Beginning Values
- Select Blue Box - "*Start of Ag Ed Inventory*" ****USE:** *Beginning Inventory Worksheet.*
- Current Items Tab - Feed/hay, straw, unweaned spring/fall offspring if purchased/born before 1st day in Ag

NOTE: If you have unweaned spring/fall offspring coming in the 1st day of Ag - Set up New SAE "2024 Spring or Fall Born" (calves, lambs, kids, pigs), as they will not be able to be included in the breeding herd manager because they were born outside the dates of Ag Ed enrollment.

- Non-Current Items Tab - Mature females/males, and equipment, if owned before 1st day in Ag

**List only Non-Current items owned by the student (items not owned = use Custom Hire)

NOTE: Embryos and semen should be managed in a separate SAE, especially if frozen in storage

- Liabilities Tab - existing loans for your SAE project
- Cash/Checking Tab - Enter cash/savings account value before 1st day of Ag available for cash expenses in your SAE

SAE FINANCIALS

NOTE: Steps 5 - 10 will all be entered using the tabs inside the Breeding Herd Manager
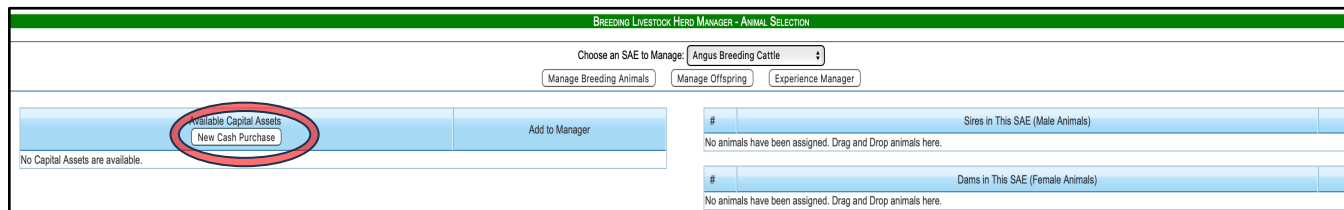
Step 5 Add New Animal(s) - FINANCES Tab
- Identify the method of Purchase: a) Cash Purchase b) Non-Cash Purchase

A. **New Cash Purchase** - You use CASH for the Livestock Purchased
- Select Breeding Herd Manager
- Click the New Cash Purchase button

Enter: Type (depreciable breeding livestock), Date, Name (tag, age, breed), Vendor, Quantity, Acquisition Cost, Salvage Value (75% of acquisition cost), Depreciation Method

**If your Mature Female(s) came in as Beginning Inventory on 1st day of Ag, it will appear here without a required purchase

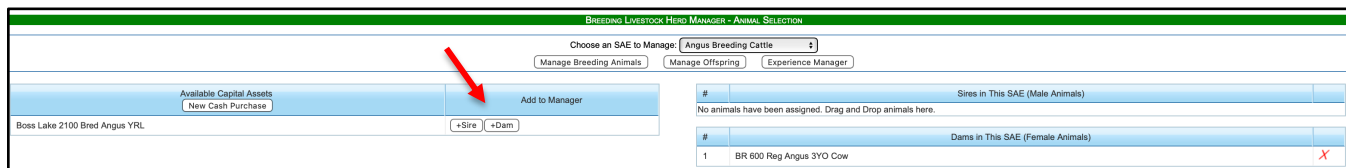### B. New Non-Cash Entry - Finance TAB
- You trade LABOR in exchange for the Livestock Purchased

- Click the Finance Tab, then Non-Cash Entries 💰🐷 Use 🐄 | SAE Labor Exchange for non-Current Item - As part of your SAE, you worked in exchange for a non-current (capital) item.

Enter: Date, Value, Memo (Income = Hrs worked, for whom), Expense Type, Name (tag, breed, age), Description, Quantity, Salvage Value (75% of original price), Depreciation Method
- Click Save and Journal to record the hours and tasks performed in exchange for the animal
- Return in Breeding Herd Manager - Click **+Dam** to add mature females to the Dams in this SAE

Step 6 Record SAE Related Expenses in the HERD Manager

A. Cash Entries - SAE Cash Expenses [New Cash Expense]
1. Record date, vendor, SAE, and type of expense

B. Non-Cash Entries - SAE Labor Exchange [New Non-Cash Entry]
1. Choose the SAE for income and expense to show trade of labor value (left memo) and for SAE expense and quantity (right memo)
2. Record the date, vendor, and value of exchanged labor/expense
3. "Save and Journal" your time spent(labor) for the value of the expense
4. Other Non-Cash could be gifts of supplies or Non-SAE trade, which is your labor such as babysitting for supplies

Examples of Expenses: feed/hay/mineral, semen, vet, barn rent, bedding, supplies, medications

> **Cash Expenses** 💡
> 10/1/24 – Star Feed Store, $68.85
> Kalmbach Complete, 150 lbs. (3 bags)
> **Non-Cash Expenses**
> 10/1/24 – Labor exchange, $150 annual
> barn rent, 15 hrs. farm mowing @
> $10/hr. exchange

C. Non-Current Item Management [Non-Current Item Mgmt]

- Click Non-Current Item Mgmt to add males, females, or equipment purchased
  1. CASH Purchase - Click Add New

ENTER: Item Type, Purchase Date, Asset Name, Vendor, Quantity, Acquisition Cost, Salvage Value (use 65% of acquisition), Depreciation

  2. NON-CASH Purchase - **See Step 5-B**
  3. Review Edit, Sell, and declare Usage of each asset as needed

Manage Breeding Animals in the Breeding Herd Manager

Step 7 Add New Offspring

- Click [Manage Breeding Animals]
- Select "New Offspring" for the identified female
  1. Enter tag, date born, weight, gender, sire, and journal your time and SAVE

BREEDING LIVESTOCK HERD MANAGER - ANGUS BREEDING CATTLE			

[<-- Return] [Review Mgmt Entries] [Review Feed Entries] [New Cash Expense] [New Non-Cash Entry] [Non-Current Item Mgmt]

Breeding Animal Manager

Tag / Name	Purchase Info	Current Status [New Herd Entry] [New Animal Entry]	Offspring [Manage Offspring]	Sale Info
Boss Lake 2100 Bred Angus YRL Edit	Date: 12/16/2024 Cost: $3,000.00	Location: Weight: lbs	Yearly Dep: $131 Current Value: $3,000	Offspring: 0 New Offspring	Sell Animal Death Loss
BR 600 Reg Angus 3YO Cow Edit	Date: 10/16/2024 Cost: $5,000.00	Location: Weight: lbs	Yearly Dep: $250 Current Value: $5,000	Offspring: 0 New Offspring	Sell Animal Death Loss
Total	Total Cost: $8,000	Head Count: 2	Yearly Dep: $381 Current Value: $8,000		Total Sales: $0

Step 8 Enter Management Entries for your Animals (Breeding/AI, Vaccinations, Weight, etc.)

- a. Click on the [New Herd Entry] button to enter management entries for the entire herd.
- b. Click on the [New Animal Entry] button to enter management entries for individual animals.
- Set Date and Select Management: weight, breeding/AI, weaning, vet, competition results
- Journal your time in management completed tasks.

NOTE: *You can review your previous Management entries by clicking the "Review Mgmt. Entries" button on the Breeding Herd Manager's main screen.*

Step 9 Manage Breeding Animals [Manage Breeding Animals]

Use this tab when mature females/males are sold or die

- For identified Female/Male: click the desired option from Sale Info box at the far right
  - SELL ANIMAL: Mature Animal is sold
  - DEATH LOSS: Mature Animal is marked as a death loss

ENTER: Record Date, Value(Sell), Memo

Sale Info
Sell Animal Death Loss
Total Sales: **$0**

Manage Offspring in the Breeding Herd Manager

Once offspring are "born" to a Female (Cow, Doe, Sow, Ewe) in the breeding manager, the offspring (calf, kid, piglet, lamb, puppy) will appear with F(female) and M(male) and a number to count each born (if more than 1 of each gender)

- a. This Tag # can be edited when each offspring has been saved and herd IDs assigned
- The Manage Offspring window will reveal the "stats" for each offspring born

Data includes:

Tag #, Date of Birth and Weight, Days, Average Cost Value, Sire/Dam, Sale Info (see below)

For EMBRYO Flush: give viable egg count to the donor female, TRANSFER to Embryo SAE (market manager on) at the value of the flush (semen, meds, procedure)

- In Embryo SAE, mark embryos USED at Home when consumed in breeding recips (same value)

BREEDING LIVESTOCK HERD MANAGER - ANGUS BREEDING CATTLE				
<-- Return Review Mgmt Entries Review Feed Entries New Cash Expense New Non-Cash Entry Non-Current Item Mgmt				
Offspring Manager				
Tag / Name	Birth Info New Birth	Current Status New Herd Entry New Animal Entry	Sire/Dam Manage Breeding	Sale Info
2100-24 Edit	Date **12/10/2024** Weight **80 lbs**	Location Weight (lbs) **80** Days **6**	Avg Cost Value **$34** Market Value Dam **Boss Lake 2100 Bred** Sire **In God We Trust**	✓ (Sell/Transfer) Sell Death Loss
600-24 Edit	Date **12/1/2024** Weight **65 lbs**	Location Weight (lbs) **65** Days **15**	Avg Cost Value **$34** Market Value Dam **BR 600 Reg Angus 3YO** Sire **I-80**	Transfer Use at Home Trans to Breeding
Total		Active Head Count **2**		Total Sales **$0.00**

<u>Note:</u> Average Cost Value appears when cash expenses are invested in the project but have no return on this investment, THUS creating a "Break Even" or average cost value for each offspring.

Step 10 Manage Offspring (transaction dropdowns at far right)

- a. **Sell** - the offspring is sold to a customer for cash (income)
  - For SELL transactions, enter Date, Payee, $ Amount, and Weight (important for project analysis)
- b. **Death Loss** - the offspring dies
  - For DEATH LOSS, enter Date ($value will be any cash inputs before death)
- c. **Transfer** - the offspring is to be a part of another SAE
  <u>SAE EXTENSION:</u> *offspring after weaning that remain on inventory for another purpose should be transferred to another SAE,*
- *Set up the extension SAE before the transfer*
- *Turn on the Market Manager in the extension SAE*
  - **Examples**: Angus Show Heifer 2025
    2025 Market Lambs - ABC County Fair
    2025 Spring Born Offspring Group
    Feedlot Cattle - Group 2025A
    - For TRANSFER, enter Date, Fair Market $ Value, SAE transferred to, and weight.
- d. **Used at Home** - the offspring is used at home, but the SAE still recognizes income (although no money changes hands)
  - Enter the Date, Fair Market $ Value, and Weight for USED AT HOME.

NOTE: Offspring should NEVER be **Transferred to Breeding** from the offspring manager back to the breeding herd. It is recommended <u>that when management changes (feeding, weaning, etc.), offspring animals should be transferred to another SAE</u> (step 10c) to appreciate in growth value before returning to the breeding SAE by using "**Transfer to Breeding**" selection in those extension SAE's Market Manager.

Step 11 Enter Management Activities for Offspring

in the Offspring Manager, management entries can also be made for the offspring you enter by clicking the New Animal Entry for individuals or the New Herd Entry button for the entire group

- Select Management: weight, vaccinations, weaning, competition results
  - Journal your time in management completed tasks
  <u>NOTE:</u> *You can review your previous management entries by clicking the "Review Mgmt. Entries" button on the Breeding Herd Manager's main screen.*

SAE REFLECTION

Step 12 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)
- The description should include decisions and outcomes

> On 11/1/24 –7 hrs. 30 min: Feed, water, and manage cows for the week.

Step 13 Capture SAE Photos - JOURNAL Tab/Portfolio
- Use your phone to capture photos and upload them directly using m.theaet.com
- Add captions to tie to SAE reports and in the FFA Awards transition
- Also, you can access and add files in your Experience Manager - Files/Videos

Step 14 SAE Reflection - SAE Manager
- Annual Summary – describe (1) your SAE duration and kind (2) SAE size/scope (#, breed, intent, offspring produced, sales) (3) key outcomes of the year

> 2024: I began my beef herd with two cows that calved in the late fall. I have intentions of transferring the steer to the ABC County Fair Market Steer SAE, while the heifer will transfer to the 2024 Offspring SAE until decisions are made. CLOSING INVENTORY: 2 fall calves (100 lbs. each) $1000 total value.

ADD Efficiency Factor measure and discuss the management or performance seen in the SAE
EXAMPLE:
Efficiency: Weaning Percentage
Beginning Level: Year = 2023   Level = 80% (8 of 10 born)
Year Attained: Year = 2024   Level = 100% (all offspring weaned)
Description of Outcome: NOTE - each year has a box for description, BUT will combine in the award
ACTIVITY: I implemented a calf vaccination program at birth that included a vaccination protocol as well as a creep feeding plan. RESULT: This option improved calf health, adding improved protection to early respiratory and also higher performing consumption of a 20% creep ration.

- Current Inventory - Enter any supplies on hand that have value, and you can measure using "+ New Asset."
This can include unweaned offspring, feed, and hay remaining on inventory 12/31 (cash value or fair market value)
- Non-Current Inventory - Review/enter non-current usage for all items
- Learning Activities - Describe learning activities that support the planned skill in the SAE
   o These will become available in the award application

Step 15 Determine Project Status
- In most cases, breeding SAEs can be ongoing and remain active until sold or closed.
- Any offspring weaned can be transferred to other appropriate SAE's
- See the Market Manager Guide for transfer information into extension SAE's

Step 16 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