

**Situation:** The following steps are to manage an SAE as a student interested in outdoor hunting. The SAE focuses on the student harvesting game for use at home and guides to make income.

## Outdoor Sportman SAE Scenario in AET Entrepreneurship SAE



### Step 1 Set Up the SAE- AET Profile

- Use the "Experience Manager" to create the SAE by choosing "Add New"
- Name your SAE (communicate your experience), select level of involvement, SAE type, and interest area followed by the "Save" button (see box to the right)



Name: Outdoor Sportsman  
Level: Individual  
Type: Entrepreneurship  
Area: Natural Resource



### Step 2 Develop Your SAE Plan(Experience Manager)

- Complete each tab and use the help in each section
- Time may include sighting in guns, researching minerals and other related activities
- Financial information such as inventory (guns, stands, feeders, cameras, etc) you own or will purchase and where the funds come from to cover operational costs



In this SAE I hope to learn more about hunting practices, safety in the outdoors and how to become a better hunting guide. Some of the AFNR competencies I will learn about from this project are:

- NRS.02.01.01.b Demonstrate Safety practices when working in an outdoor environment
- NRS.02.02.01.a Demonstrate how to use maps to identify directions and features, calculate actual distance and determine the elevations of points



### Step 3 Enter Beginning Values

- Items that you owned when entering the 1<sup>st</sup> day of Ag
- Current Items: corn, short term hunting supplies, pre-paid lease
- Non-Current Items: Stands, cameras, guns, 4-wheeler
- Liabilities: If you have a loan on guns or land
- Cash on Hand: Cash you have in savings from this SAE when entering Ag



### Step 4 Record Your SAE Time- SAE JOURNAL

- Enter a date, select your SAE, and related activity
- Enter your activity description and try to include: skills, responsibilities, decisions, and results



On 9/1/17 – 2 hrs, learned about weather patterns and importance of deer patterns  
On 9/15/17 – 6 hrs guiding hunters on my land



### Step 5 Record SAE Related Expenses

#### A. Cash SAE Expenses- Expenses during the duration of Ag

- Choose FINANCE tab, Cash Entries, and Cash Expense
- Record a date, vendor, SAE and type of expense
- Shells purchased, fuel for 4-wheeler, corn for feeders

#### B. SAE Labor Exchange-

- Choose FINANCE tab, Non-Cash Entries, SAE Labor Exchange
- Work for your parents in exchange to use the lease process



**Cash Expenses**  
9/1/17 – 50 lbs bag Corn from the Feed Store  
**Non-Cash Expenses**  
11/10/17 – Labor exchange \$150/month for Lease



- c. This will show an expense for the lease and then a credit for your work = \$0
- d. Make sure to JOURNAL about the work you have done for the SAE Labor Exchange



## Step 6 Record SAE Related Income

- Cash SAE Income
  - Choose the FINANCE tab, Cash Entries, and Cash Income
  - Record the date, vendor(who paid you), SAE and then type of expense.
  - Expense type would be Cash/Market sale for hunters paying for guide and Awards/Scholarship/Premium if you won at a shooting tournament
- Non-Cash Income
  - Choose the FINANCE tab, Non-Cash Entries, and Used at Home
  - Record date, value, choose SAE and give memo(See box above)

### Cash Income

11/1/17 – \$600 for leading hunt on ranch

### Non-Cash Income

11/10/17 – Harvest deer to be used at home. \$750. 1 head deer

## Step 7 Record and Manage Non-Current Items



- Choose FINANCE tab, Non-Current/Capital item manager, and "Add New"
- Record date, item name, type, description, etc.
- This is where you also sell capital items like if you sold your 4-wheeler. Items to be listed:
  - 4-wheeler
  - Land
  - Guns

## Step 8 Capture Photos of your SAE

- Upload your photos of your SAE using your phone on m.theaet.com
- Using the desktop version, choose Portfolio, select your SAE in the dropdown menu and upload



## Step 9 Annual Review

- Choose Experiecn Manager and the clipboard icon
- Describe the year including skills/responsibilities, key outcomes, and show growth in your outdoor business from year to year



2017: I started this year with three guided hunts booked, 2 competitions entered and two guns. I finished the year with an extra-guided hunt, added a gun to my collection and began a lease to guide my hunters. I hope to continue to grow my guiding business and providing food for my family.



## Step 10 Determine Project Status

- This project could be ongoing for your duration of Ag so you would leave it active or "on" but if you ever stop guiding or decide to end the business you would make it inactive or "off" using the power button icon

## Step 11 Key SAE Reports

- "Single SAE Report" will summarize THIS SAE project including plans, annual reivew and entries
- "Profit.Loss Report" will summarize your annual income and expense related to this SAE
- "Complete Record Book Report" will summarize all of your records 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\(plans, managing records, and more\)](#)

