Situation: You are a *student interested in training horses to perform specific skills. This SAE could include rodeo or other performance horses.This SAE requires the investment of time and money to potentially create income.*

SAE Scenario in AET
Performance Horses

Step 1 Set Up the SAE- AET Profile
- Select **"**Experience Manager" and "Add a New"
- Enter your SAE name, select level of involvement, SAE type and select "Market/Replacement Manager"
- Hit "Save" (see box to your right for details)

> Name: Smith Performance Horses
> Level: Individual
> Type: Entrepreneurship
> Area: Animal Systems

Step 2 Develop Your SAE Plan(Experience Manager)
- Complete each tab using the help in the heading of each section
- Time may include researching equine care, feeding/daily care, training, etc.
- Financial information may include inventory(pen/equipment), estimated expenses and source of income (horse sells/parents/loan/labor exchange)
- Potential Learning Outcomes from your SAE:

> In this SAE I hope to learn more about training horses, responsibility, time management, and how to care for horses. 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

- Current Items-feed, shavings, supplies on hand, horses (market animal if purchased to train and sell) bought before 1st day of agricultural education
- Non-Current Items- breeding animals, trailers, land, etc
- Liabilities- Loans for your SAE Project
- Cash on Hand- Cash/savings account value from SAE prior to 1st day of Ag

> **Time**
> On 9/1/17 – 3 hrs/week/Feed to Manage Nutrition
> On 9/15/17 – 2 hrs preparing horse and cooling down after running barrels and /2nd place

Step 4 Record Your SAE Time- SAE JOURNAL

- Use the mobile version or desktop to make journal entries
- Enter the date, choose your SAE, and related activity
- Activity Description should include: decsions made and results/learning outcomes

Step 5 Record SAE Related Expenses in Market Mang.

A. Cash SAE Expenses- Use Market Manager
   a. FINANCE, Cash Entries, Cash Expense
   b. Record date, vendor, SAE and type of expense
   c. Enter feed, animals, etc in by weight; i:e 150 lbs of feed

> **Cash Expenses**
> 9/1/16 – Inventory for Resale, $2,500 – Billy training horse
> 9/1/17 – Feed Store for supplies of $45 for feed (150 lbs)
> **Non-Cash Expenses**
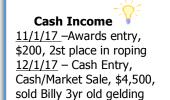> 11/10/17 – Labor exchange $600 barn rent for the year.

B. SAE Labor Exchange-
   a. FINANCE tab, Non-Cash Entries, "SAE Labor Exchange" and complete entry
   b. Record in your JOURNAL to show the labor done for the exchange (IMPORTANT)

Step 6 Record SAE Related Income (Market Manager)

- FINANCE tab, Cash Entries and Cash Income
- Record date, vendor, SAE and type of cash income(selling an animal is Cash/Market Sale, getting a premium is Awards/Premium)

> **Cash Income**
> 11/1/17 –Awards entry, $200, 2st place in roping
> 12/1/17 – Cash Entry, Cash/Market Sale, $4,500, sold Billy 3yr old gelding

Step 7 Record and Manage Non-Current Items

- FINANCE tab, Non-Current Items
- Choose "Add New" for items purchased while enrolled in Ag classes (saddles, bridles, etc)
- Record "Usage" for each item to link it to SAE(s)
- If you sell non-current items, choose "sale" and complete page

Step 8 Capture Photos of your SAE

- Use your phone to capture photos and upload directly using m.theaet.com
- Desktop version: choose, Portfolio, use the dropdown to choose SAE, and upload

Step 9 Annual Review

- Develop a summary by year of your SAE:
  o (1) describe the start of the year
  o (2) key SAE outcomes and
  o (3) skills and responsibilites obtained.
- Have information flow from year to year and focus on how you can show growth.

> **2016: Annual Review Example – Qty 1**
> I began this project with a new horse purchase to train and enter rodeos to create income. In this year, I learned about animal care, feeding and importance daily exercise. I am building my horse skill sets to improve my SAE. In this year my new horse to train has improved and ready for sale. I also attended several rodeos and gained income from winnings.

Step 10 Determine Project Status

- In most cases "Performance Horse SAE" will be on-going and remain active with new horses coming in at different times.
- The rodeo aspect of this project is also ongoing.
- If ending the year with horses on hand, review "Annual SAE Value" and review the cost value to determine if that is an appropriate and conservative value (FINANCES menu)

Step 11 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

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)