

## Market Broiler SAE Guide

### Entrepreneurship SAE

**Situation:** *The following steps outline a student interested in raising broilers/turkeys to sell, which requires the investment of time and money to potentially create income.*

## 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, 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: Fayette County Fair  
Market Broilers 2024  
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 broiler over the duration of the SAE
- Enter estimated expenses for 1 market broiler that can be endured in the SAE
- Use the Memo to show calculations or rationale for the estimate
- Non-cash income and all non-cash expenses should be equal



### 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, shavings, market broilers IF purchased prior to 1st day in Ag
- Non-Current Items Tab - Feeders, waterers, crates, brooders, 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 (chicks)
  - 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 broilers came in as Beginning Inventory on 1st day of Ag, they will appear here without a required purchase

**Step 6 Record SAE Related Expenses**

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

- a. Record date, vendor, SAE and type of expense
- b. EX: feed, broiler purchase (if purchased after 1st day in Ag), barn rent, bedding, supplies

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

- 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 Gifts of supplies, or Non-SAE trade, which is your labor such as babysitting for supplies

**Cash Expenses**

6/1/24 – Star Feed Store, \$25  
Purina Show N Grow, 50 lbs. (1 bag)

**Non-Cash Expenses**

6/1/24 – Labor exchange, \$70,  
10 bags shavings, 7 hrs. family kennel business @ \$10/hr.

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

- SELL - animal is sold as cash value \$/lb, \$/head, \$/pen (check multiple boxes to represent quantity in the pen/group sold)
- DEATH LOSS - animal dies before end of project
- USED AT HOME - animal is to be consumed at home
- Record a date, vendor, type, \$ value, memo (#head/weight)
- TRANSFER - if Ag Sales SAE is used for all processed poultry marketing

**Cash Income**

8/5/24 – Fayette County Livestock Sale Committee, \$1800

**Non-Cash Income**

8/10/24 – Used at Home, \$50,  
5 dressed birds family freezer



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

## Market Broiler SAE Guide

### Entrepreneurship SAE

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

#### Non-Current Purchase

6/1/24 - Purchase Schaefer Fan/Stand; \$450, 8yr life and \$300 salvage value. Usage = 100% for Market Broiler SAE

#### Step 9 Herd/Animal Management

New Herd Entry

New Animal Entry

- Record herd or animal management tasks (weight, market valuation, medication)
- Herd entry will apply to all animals in SAE, Animal will apply to an individual animal

### 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 6/8/24 –2 hrs. 30 min:  
Feed, water, stir bedding, adjust temps for the week  
On 8/1/24 – 2 hrs.: sort birds for pen of 3 fair selection



#### 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 - Files/Videos



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

- Annual Summary – describe (1) your SAE duration and kind (2) SAE size/scope (# of head, breed, intent) (3) key outcomes of the year

ADD Efficiency Factor measure and discuss the management or performance seen in the SAE

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

*\*\* This could include birds fed that roll 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

#### 2024: Annual Review Example

I raised 10 market broilers over 8 weeks. I used feeder space and nutrition to influence the growth and gains of 1 lb. per week. My pen was Reserve sold for \$1800, and 5 birds put in freezer, 2 died.



#### Step 13 Determine Project Status - SAE Manager

- All Market Projects should be listed by the year the project ends (Market Broilers 2024)
- The project is active and "on" while the project is ongoing
- As soon as all animals/products 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