

The Entrepreneurship SAE Set Up!

AET Office Hours

April 16, 2025

Topics

- Student Discussions
- Livestock Breeding and Extensions
- Production and Sales/Processing Splits



Student Discussions

- Entrepreneur SAE's can be diverse in nature
 - Livestock
 - Crop
 - Companion Animal
 - Business
- What parts exist in the SAE and what role does the student have?
- Must discuss opportunity and vision with the student
- There are some general rules to consider in Entrep. SAE set up



Things to Consider

1. Profit Centers

- a) Multiple parts of the enterprise that generate income

Livestock Operation:

1. Mature females raising offspring
2. Replacement females
3. Feedlot animals
4. Show/exhibition animals
5. Frozen genetics



Things to Consider

2. Diversity of an operation or business

- a) Multiple enterprise parts that fall in different pathways or proficiency areas

Vegetable Farm

1. Vegetable production (production)
2. Roadside markets (sales)
3. Master gardener classes (education)

Apiary

1. Bee Hives (production)
2. Pollination contracts (service)
3. Honey (processing)

Note: These different operation types are defined in National FFA Proficiency Descriptions *(not all SAE's fit in a proficiency award area)*



Things to Consider

3. WBL Diversity and Recognition

- a) Logging skills in multiple pathways building diversification in work-based learning portfolios
- b) Diversifying award opportunities if and when SAE's grow to fruition
- c) Production, Sales, Processing, Education, Communication, Business Diversification



Entrepreneur Diversity Opportunity

- Must be recognized and set up correctly in the beginning of record-keeping
- Improves accuracy and understanding of financial and management transactions in the SAE
- Sets up the student and SAE for multiple opportunities to showcase WBL skills and recognition
- Teaches the student real-world applications of record-keeping



Entrepreneur Extensions

LIVESTOCK:

SAE:	Record Years:	Manager:
1. Breeding Herd SAE	Open (runs all years)	Breeding Herd Manager
2. Offspring Crop SAE	Annual (each yr crop)	Market Manager
3. Feedlot SAE	Cohort (start to finish)	Market Manager
4. Show Animals	Annual (each exhibition year)	Market Manager
5. Frozen Genetics	Open (runs all years)	Market Manager

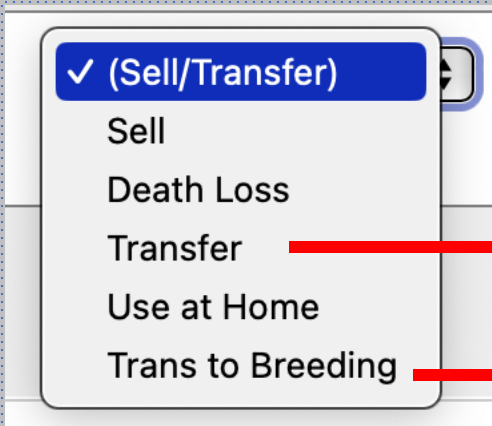
EX: (Embryos/Semen)

NOTE: Animals move when management changes



Extension Tools

1. Use of Transfers



a) Transferring young, growing “current” animals between SAE’s

b) Transferring an animal that has matured and is now to be managed as a reproductive asset

**Transferring animals out of a breeding SAE into another SAE allows for those animals to “APPRECIATE” in value with cash inputs for growth and performance, this contributes to productively invested

Appreciation & Productively Invested

Click TRANSFER in Offspring Manager..... Enter Data

BREEDING LIVESTOCK HERD MANAGER - BEEF

Date:

10/15/2023



Fair Market Value (each head):

Value: 750

Income (Transfer inventory away):

Expense (Transfer inventory into):

Experience: beef

✓ SHOW HEIFER

beef

Animal Tag/Name(s): Calf 1

Calf 1

Type: ☒ Transfer/Barter

☒ Livestock Purchased

Head: 1 head

1 head

Average Weight
(per head): 600 lbs

Save

Cancel



Appreciation & Productively Invested

BREEDING LIVESTOCK HERD MANAGER - BEEF						
<div><div><-- Return</div><div>Review Mgmt Entries</div><div>Review Feed Entries</div><div>New Cash Expense</div><div>New Non-Cash Entry</div><div>Non-Current Item Mgmt</div></div>						
Manager						
Tag / Name	Birth Info	Current Status		Sire/Dam	Sale Info	
	<div>New Birth</div>	<div>New Herd Entry</div>	<div>New Animal Entry</div>	<div>Manage Breeding</div>		
Calf 1 Edit	Date 4/30/2023 Weight 65 lbs	Transferred Xfer: Calf 1 -> SHOW HEIFER Days 168		Dam Cow A Sire XYZ	Transfer 10/15/2023 Edit Weight (lbs) 600	Value \$750.00
Total		Active Head Count 0			Total Sales \$750.00	

In Breeding Manager – Manage Offspring

The transferred heifer is marked XFER – Show Heifer SAE

Identifies days (age), weight, date left breeding mgr, and value at transfer



Appreciation & Productively Invested

After Transfer..... Appears in the SHOW HEIFER Market Manager

MARKET LIVESTOCK MANAGER

Choose an SAE to Manage

SHOW HEIFER

Review Mgmt Entries

Review Feed Entries


New Cash Expense

New Non-Cash Entry

Non-Current Item Mgmt

Experience Manager

	Tag / Name	Purchase Info	Current Status			
		Buy New Animal			New Herd Entry	New Animal Entry
	<div>Calf 1</div> <div>Edit</div>	<div>Date</div> <div>10/15/2023</div> <div>Weight (lbs)</div> <div>600</div>	<div>Cost</div> <div>\$750.00</div>	<div>Location</div> <div>Weight (lbs)</div> <div>600</div> <div>Days</div> <div>549</div>	<div>Inventory Value</div> <div>\$750</div> <div>Market Value</div> <div>\$750</div>	
Identifies weight, date transfer, value @transfer, inventory value		<div>Total Cost</div> <div>\$750.00</div>	<div>Active Head Count</div> <div>1</div>	<div>Inventory Value</div> <div>\$750.00</div> <div>Market Value</div> <div>\$750.00</div>	<div>Total Sales</div> <div>\$0.00</div>	



To Appreciate – Add CASH inputs

New Expense Transaction				
Date:	Vendor/Payee:	Total Amount:		
10/15/2023	NYC FEEDS	\$517.80		
Split:	Experience:	Type:	Amount:	Memo/Efficiency: (Quantity {space} Unit) 1 head, 750 lbs
1	2023 Beg.- SHOW HEIFER	Feed, Hay, and Forage	\$ 517.80	1000 lbs Uimbarger
2	(Choose Experience)	(Choose Type)	\$	
3	(Choose Experience)	(Choose Type)	\$	
4	(Choose Experience)	(Choose Type)	\$	
5	(Choose Experience)	(Choose Type)	\$	

- Cash expense feed purchased as input = \$517.80
- INCREASES Show Heifer value by \$517.80 as seen in market manager



Appreciation Appears in Market Value

After CASH inputs..... Heifer APPRECIATES to \$1268

MARKET LIVESTOCK MANAGER											
Choose an SAE to Manage: SHOW HEIFER ▾											
Review Mgmt Entries		Review Feed Entries		New Cash Expense		New Non-Cash Entry		Non-Current Item Mgmt		Experience Manager	
<input type="checkbox"/>	Tag / Name	Purchase Info			Current Status			Sale Info			
		Buy New Animal			New Herd Entry			New Animal Entry			
<input type="checkbox"/>	Calf 1 Edit	Date 10/15/2023		Location				Inventory Value \$1,268	(Sell/Transfer) ▾		
		Weight (lbs) 600	Cost \$750.00	Weight (lbs) 600	Days 549			Market Value \$1,268			
		Total Cost \$750.00		Active Head Count 1				Inventory Value \$1,267.80	Total Sales \$0.00		
								Market Value \$1,267.80			

*Market Manager keeps track of BREAK EVEN (market value) of the heifer when cash is used for inputs toward the heifer



Appreciation and Non-Cash Inputs

This screen performs a financial trade and ONE Journal showing the activity. Be sure to add more [journals](#) as needed.

Date:

10/15/2023

Value:

Value: 80

Income (Labor):

2023 Beg.- SHOW HEIFER

Expense (Feed, Rent, etc):

2023 Beg.- SHOW HEIFER

Experience:

Type:

☒ Labor Exchange

- | | |
|--|--|
| <input type="radio"/> Advertising | <input type="radio"/> Other Expenses |
| <input type="radio"/> Bank Charges | <input type="radio"/> Pension and Profit Sharing |
| <input type="radio"/> Chemicals | <input type="radio"/> Rent and Lease |
| <input type="radio"/> Commissions and Entry Fees | <input type="radio"/> Repairs and Maintenance |
| <input type="radio"/> Conservation Expenses | <input type="radio"/> Seed and Plants |
| <input type="radio"/> Custom Hire | <input type="radio"/> Storage and Warehousing |
| <input type="radio"/> Dues and Subscriptions | <input type="radio"/> Supplies |
| <input type="radio"/> Employee Benefits | <input type="radio"/> Taxes |
| <input checked="" type="radio"/> Feed, Hay, and Forage | <input type="radio"/> Telephone and Internet |
| <input type="radio"/> Fertilizer and Lime | <input type="radio"/> Travel |
| <input type="radio"/> Freight and Trucking | <input type="radio"/> Utilities |
| <input type="radio"/> Gas, Fuel, and Oil | <input type="radio"/> Vehicle Expense |
| <input type="radio"/> Insurance | <input type="radio"/> Vet Fees, Medicine, and Breeding |
| <input type="radio"/> Livestock Purchased | |

Memo:

Yard Mowing Oct @ \$10/hr

10 bales hay @ 8\$ ea

Save & Journal Time/Skills

Cancel





Labor Exchange

- Labor performed in exchange for a resource
- No CASH invested by the student
- Labor memo required for record entry to support work performed



Non-Cash Inputs - Journal

Add/Edit Journal Entry ?

Date:	<input type="text" value="10/15/2023"/> 
Project: ?	<input type="text" value="2023 Beg.- SHOW HEIFER"/>
Skill Areas: ?	<div> Add/Explore Skill Areas</div> <div>PS.03.02 Develop and implement a management plan for plant production.</div>
Time: ?	Hours <input type="text" value="8"/> + Minutes <input type="text"/>
Description of Activity: ? Check Spelling	<div><p>As a LABOR EXCHANGE, I mowed the home property for October in exchange for 1000 lbs (20 bags) of show feed for my show heifer. Tasks included mowing, edging, trimming, and blowing drives and sidewalks.</p></div> 
Pictures: ? (optional, up to 5)	<input type="text"/> <input type="button" value="Select"/>
Supervision: ?	<p>If your Ag Science Teacher visited/supervised your project for this journal entry, please choose the Teacher. The "description" above should include your teacher's assessment, comments, and recommendations for your project.</p> <div><input type="text" value="(None/Unsupervised)"/> </div>

Journal

- Reflects the work done for the resource
- Hours can contribute to WBL totals
- Verifies the legitimacy of the way the resource was secured



Non-Cash Inputs - Journal

Date Range:	Activity Category and Type:
2023	(All)

 New Journal Entry

Options	Date	Added	Description	Time	Skills
Edit	10/15/2023	4/16/2025	Experience-related Activity SHOW HEIFER PS.03.02 As a LABOR EXCHANGE, I mowed the home property for October in exchange for 1000 lbs (20 bags) of show feed for my show heifer. Tasks included mowing, edging, trimming, and blowing drives and sidewalks.	8:00	1

- Labor exchange journals appear in EXPERIENCE-RELATED journals
- Documents the work performed for the resource

NOTE: If no journal for non-cash exchange, is it really a labor exchange?
 NO Journal = GIFT (because of no student investment)



Non-Cash Transaction impact on Market Value

Profile		Journal		Finances		Reports	
MARKET LIVESTOCK MANAGER							
Choose an SAE to Manage: SHOW HEIFER ▾							
Review Mgmt Entries		Review Feed Entries		New Cash Expense		New Non-Cash Entry	
				Non-Current Item Mgmt		Experience Manager	
<input type="checkbox"/>	Tag / Name	Purchase Info Buy New Animal		Current Status New Herd Entry New Animal Entry		Sale Info	
<input type="checkbox"/>	Calf 1 Edit	Date 10/15/2023	Location	Weight (lbs) 600	Days 549	Inventory Value \$1,268 Market Value \$1,268	(Sell/Transfer) ▾
		Weight (lbs) 600	Cost \$750.00			Inventory Value \$1,267.80 Market Value \$1,267.80	Total Sales \$0.00
		Total Cost \$750.00		Active Head Count 1			

\$80 labor exchange for hay, does not move the heifer market value



Appreciation and Non-Cash Inputs

Year ?	2023
1. Revenues from Operations ?	
a. Closing Current Inventory ?	\$1,268
b. Beginning Current Inventory ?	\$0
c. Change in Current Inventory ?	\$1,268
d. Cash Sales ?	\$0
e. Value Used at Home (Non-Cash) ?	\$0
f. Value of Production Transferred to other enterprise, Transferred to Non-Current, Bartered or Labor Exchanged (Non-cash) ?	\$830
g. Gross Revenues (Change in Current Inventory and Total Sales) ?	\$2,098
2. Expenses from Operations ?	
a. Inventory Purchased for Resale (Cash) ?	\$0
b. Inventory Purchased for Resale (Non-cash transfers) ?	\$750
c. Cash Expenses (all other types) ?	\$518
d. Non-cash Expenses (Transferred, Bartered, or SAE Labor Exchange) ?	\$80
e. Contributed Non-cash Expenses (Gift or non-SAE Labor Exchange) ?	\$0
f. Total Operating Expenses ?	\$1,348
3. Net Income from Operations ?	\$750

\$750 is transfer value
form breeding SAE

+ \$518 cash feed
= Current inventory
of \$1268

+ \$830 non cash
entries = \$2098

- \$1348 expenses

- \$62 cow
depreciation in
breeding SAE
= \$688

Appreciation & Productively Invested

G. SAE EARNINGS ?	Total Value
1. Placement SAE Earnings (Cash) ?	\$0
2. Total Net Income from Operations & Net Non-Current (Entrepreneurship & Research) ?	\$688
3. Total SAE Earnings (Retained Earnings) ?	\$688

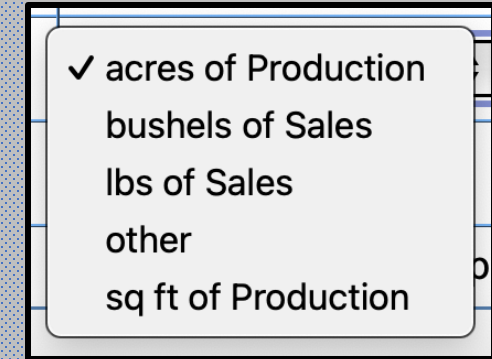
J. QUALIFICATION CHECK ?	Your Value	Condition
QUALIFIED UNDER <u>AT LEAST ONE OPTION</u> ?		NOT MET
Option 1 Conditions ?		
Productively Invested at least \$7,500 (LINE H4) ?	\$688	NOT MET
b. SAE Earnings at least \$10,000 (LINE G3) ?	\$688	NOT MET

Production and Sales/Processing Splits

Crop SAE:

VELLADAY Vegetable Farm – Plant Systems – Vegetable –

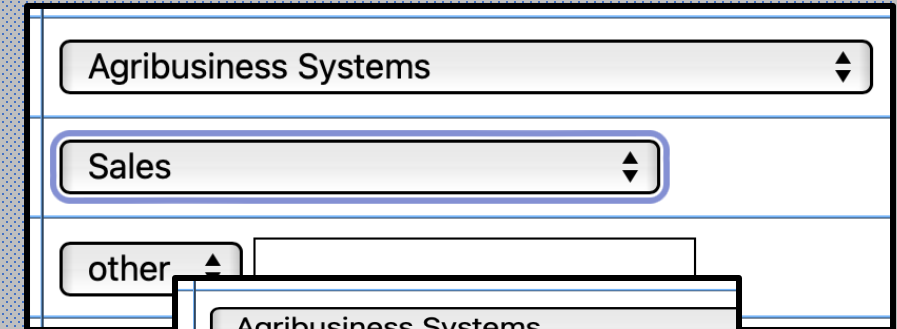
**Production of Vegetables*



- ✓ acres of Production
- bushels of Sales
- lbs of Sales
- other
- sq ft of Production

VELLADAY Roadside Markets – Agribusiness –

**Sales of Vegetables*



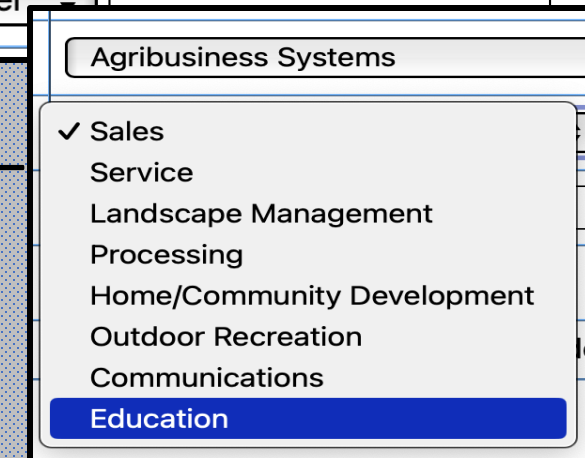
Agribusiness Systems

Sales

other

VELLADAY Master Gardeners Class – Agribusiness –

**Teaching gardening strategies/practices*



Agribusiness Systems

- ✓ Sales
- Service
- Landscape Management
- Processing
- Home/Community Development
- Outdoor Recreation
- Communications
- Education

Business Options

Apiary SAE

Sunshine Apiary – Animal – Specialty – Hives

**Hives with queens producing honey*

Animal Systems	
Specialty Animal	
other	Hives
Breeding Herd Manager	

Sunshine Pollinators – Ag Business – Service

**Leasing hives for pollination*

Agribusiness Systems	
Service	
other	Customers

Sunshine Honey – Ag Business - Processing

**Processing honey*

Agribusiness Systems	
Processing	
other	Lbs Honey

Sunshine Sweetness – Ag Business - Sales

**Honey products & Sales*

Agribusiness Systems	
Sales	
other	# products

