

# Market Livestock SAE Project Entrepreneurship

The following steps outline a market livestock SAE project: which requires an investment in money and time. This SAE could have one or multiple animals each year.

Reminder: throughout AET you will find ? That include tips/hints. There are helpful videos, too!

## Step 1 Set up the SAE – AET Profile

Go to the Experience Manager and choose “Add New” to set up your SAE (see box to the right)

Log in to AET: [www.theaet.com](http://www.theaet.com)  
Find: log in:  
You need Chapter #  
Your log in name and password are in this **format**: JDoE



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



**TABS: Description:** Use the provided template add lots of detail and update through the project.

**Time** may include researching livestock care, feeding, cleaning pen, exhibiting, marketing, **financial** may include inventory, estimated expenses and source of income to cover the expenses.

**Learning Objectives/skills** Enter at least 3

Name: Market Lamb 2022  
Level: Individual  
Type: Entrepreneurship  
Area: Animal Systems  
Mgt: Module:  
Market/Replacement Mgr.

Planned activities: This year I plan to buy my (animal) by June 1 and learn how to raise a (animal) for show or for sale/butcher in (month)

My pigs will weigh 55 lbs on (date) and will weigh 280 lbs on (date)

I will learn how to use the scales to weigh my pigs by (date)



## Step 3 Enter Beginning Values – Items owned when entering the 1<sup>st</sup> Day in Ag

Choose Finance Tab and Beginning Values

Current items: feed, shavings, market steer, etc.

Non-current items- trailer, trimming chute, feeders, show equipment owned by student.

If you don't have any supplies or equipment; leave it blank

Cash on Hand – any cash value in checking or savings to start the project.



## Step 4 Record Your Time – SAE Journal Tab

### Time in Your AET Projects

Enter a date, select your SAE and related activity

Enter your activity description: Skills/responsibilities, decisions made and results, record things that happen with/to your project

Weekly journal entries can help you to remember important information in the future

5/1/2022 I selected and purchased 2 market lambs from ...  
5/8/2022 3 hours for daily maintenance this week



SAE Budgeting: See links on Page 4 for Budgeting Info

# Using the Market Manager

Projects must be **ACTIVE** (green button) to be seen/available in Mkt Mgr



## Finances tab: Market Manager

### Buy New Animal

Purchase Date:

Vendor: who you bought the animal from

Type: Inventory for Resale

Dollar Amount

# of head

Total Weight (lbs.)

Information in the next window can be updated/edited

Date: 3/10/22

Vendor: Smith Farms

Type: Inventory for Resale

Dollar Amount: \$100

# of head: 1

Weight: 60

## Management Operations can be entered using the Market Manager

Find: New Animal Entry

Choose Management Operations Pull Down Menu

Use this when your animal is weighed or for other operations.

Use the memo for notes: medicine given/dosage/withdrawal date/time

Remember to Save and Go to Journal to journal the activity

## Feed Expenses (Cash)

New Cash Expense

Complete each box:

Memo/Efficiency: enter lbs of feed purchased.

*EX. 100 lbs. Only include Head when animals are purchased.*

## Any Expenses (Non-cash) (New non-cash Entry)

If supplies or feed are given/provided to you

They still need to be recorded and there are several options. Read the instructions provided in AET



## Non-current Item Mgmt

At the end of the calendar year or project, you need to choose which project each item was used for.

In the window, choose "edit" to make sure info is correct.

Choose Sell if you no longer have an item

Choose "USAGE" to identify the projects where items were used. Follow the instructions.



USAGE: boxes open if finances are entered in a calendar year.

Usage must total 100 for each year.

Depreciation expenses will appear in projects where the item was used.

# Using the Market Manager Cont'd

Projects must be **ACTIVE** (green button) to be seen/available in Mkt Mgr

## Sale Info Pull Down: Sell/Transfer

### Sell

Sale Date:

Vendor: who you sold the animal to

Type: Cash/market sale or Stock Show Sale

Dollar Amount

# of head (defaults)

Total Weight (lbs.)

When the sale is entered, the animal info turns gray

Date: 3/10/22

Vendor: Smith Farms

Type: Inventory for Resale

Dollar Amount: \$100

# of head: 1

Weight: 60

## Death Loss

Self explanatory

## Transfer (used to move an animal from one project to another)

Both projects must be "active" to be entered

## Use At Home

Generally used for animals that are butchered for home use

## Transfer to Capital



Used when immature animals become mature (have offspring) and are now capital items. They will appear in non-current inventory. Will appear in Breeding herd manager in a breeding/production project.



## Clipboard/Annual Review of Project/Becomes SAE Description in Degree/Award applications

Should be at least 5 (FIVE) sentences.

1. When did the project start
2. Include details about your animals
3. What happened during the year
4. What did you learn about your species?
5. How did the project/year end?

I bought 3 Hamp/Suffolk lambs (2 ewes/2 wether) on May 1. I housed them in my grandfather's barn in exchange for keeping the barn clean. One lamb bloated because it ate my mom's flowers and I had to fix the fence. I learned that lambs can bloat very easily. I showed and sold 2 lambs at the ... fair and my family butchered the other one. I don't have equipment in inventory because my cousin let me use theirs.



## Brain in Exp Manager

Review the Planned Skills and Activities.

Enter Actual MEASURABLE results or outcomes.

AET provides examples under the Green ?

# Analyzing the Market Project

## Projects must be **ACTIVE (green button)** for the reports to be accessed

Analyzing our Projects help us to determine whether our goals are met:

### Reports tab:

#### Analysis of Animal Experiences

Using each link/page you can review your SAE entries to make sure your project entries are complete.

These pages can be used to plan for future SAE projects.

### Photos

Good, clear pictures are an important way to document your SAE project progression.

Photos of your animals with the same background, regularly, will document the growth of the animal.

As you learn/practice skills, have someone capture those events in photos for you. Measuring feed/dosages, applying meds, weighing, consulting with a vet/feed salesperson, etc. Be aware of all of the elements in the photo. **Make sure safety is being demonstrated.** Will be vital when you are completing degree/award apps in the future.

Photo caption: At least 4 sentences: What are you doing? Why are you doing it? How is this important in the success of your project? What safety precautions were/are taken?



### Key SAE Reports:

Exp Mgr: Review SAE report, make sure all sections are complete

Reports tab: Review reports, there, make sure all sections are complete.

**COMPLETE RECORDS MAKE COMPLETE APPLICATIONS**

### Links for helpful resources:

Livestock Project

Resource [https://extension.unh.edu/sites/default/files/migrated\\_unmanaged\\_files/Resource002288\\_Rep3366.pdf](https://extension.unh.edu/sites/default/files/migrated_unmanaged_files/Resource002288_Rep3366.pdf)

This is a link for all species from Purina

<https://www.purinamills.com/education>

Raising Market and Breeding Sheep links

<https://www.sheepandgoat.com/>

<https://www.ndsu.edu/fileadmin/4h/Animals/gbj166.pdf>

[Paffa.org/SAE](https://paffa.org/SAE)