



Ownership/Entrepreneurship SAE



Students conducting an **OWNER-SHIP SAE** operate an individual business which provides goods and/or services to the marketplace. The operational and risk management decisions on how goods and/or services are provided are made by the student owner. Some facilities, input resources and equipment necessary for the SAE operation can be provided from outside individuals without expectations of compensation coming from the student or SAE. The operation must be of sufficient scope to enable development of student skills and abilities aligned to the AFNR Technical Standards and Career Ready Practices.

Ownership SAE Quality Indicators:

The student:

- Completes the basic **Supervised Agricultural Experience (SAE) Agreement**
- Provides the labor resources for operation of the SAE
- Maintains financial records which reflect all inputs and outputs of the production functions performed by the business
- Performs an analysis on the productivity and profitability of the enterprise at the completion of each production/business cycle
- Documents knowledge and skills gained through the experience



A student transitions to an **ENTREPRENEURSHIP SAE** at the point the Ownership SAE is enhanced to contain or meet additional criteria. It incorporates all aspects of an Ownership SAE and requires the student to identify and account for, either financially or non-financially, all resources used in the business. The Entrepreneurship SAE includes a **Supervised Agricultural Experience (SAE) Business Plan** which provides for the continued growth and expansion of the operation.

Entrepreneurship SAE Quality Indicators:

The student:

- Completes all elements from the Ownership SAE
- Performs analysis on both production functions and profitability of business using standard acceptable business statements
- Identifies those features of the business which are not realistic to the real world (e.g., buying an animal for show at greater than market value, feeding a ration different than a normal market animal would receive, selling in an artificial market or premium sale, etc.) and analyzes the business using real world scenarios
- Identifies and accounts for, either financially or non-financially, all resources utilized in the business in the accounting system
- Creates and updates a **Supervised Agricultural Experience (SAE) Business Plan** annually