

APPENDIX



SUPERVISED AGRICULTURAL EXPERIENCE (SAE) BUSINESS PLAN

SAE is a student-led, instructor supervised, work-based learning experience that results in measurable outcomes within a predefined, agreed upon set of Agriculture, Food and Natural Resources (AFNR) Technical Standards and Career Ready Practices aligned to your career plan of study.

A Business Plan must be completed and approved for all **Entrepreneurship and School-Based Enterprise Immersion SAEs**. Its intent is to define the scope of the business and clarify responsibilities and roles and identify any safety issues to address.

A. This **Business Plan*** is in effect for the _____ school year.

- 1. Business Description:** (Describe the overall goal and unique value proposition of your business. List the products and services you will provide and how they meet a need in the marketplace.)
- 2. Market Analysis:** (Present the findings of your market research and analysis. This section should highlight your industry knowledge and define your primary target market.)
- 3. Competitor Assessment:** (Summarize findings on competitors to your proposed business. Identify any barriers you may face in entering the market.)
- 4. Marketing Plan:** (Outline your overall marketing and sales strategy. This section will answer the question, "How will you create a customer base?")
- 5. Operating Plan:** (Describe the organizational structure for the business. List all roles and responsibilities the student(s) will have.)
- 6. Financial Plan:** (Prepare financial projections that include an income statement, balance sheet, cash flow statements and expected capital expenditures.)

** Videos and tutorials on writing a business plan are available through the U.S. Small Business Administration.*

B. SAE Risk Assessment Results: (Student, guardian, teacher and employer will complete the *Safety in Agriculture for Youth SAE Risk Assessment* and include findings and action items here.)

C. [Add school district specific or employer specific requirements here.]

SIGNATURES

Student

Parent/Guardian

Agriculture Instructor
