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