


Case Study Details and Beginning Information:

This student has developed an interest in business management and would like to have a business project and potentially use the school's facilities. The student and teacher agree on the student using the school after class and other times to build picnic tables

The student pays for all materials and supplies while using the chapter's facility. The student donates 15% of monies earned to the chapter and keeps 85% for profit.

The SAE project name is called "AET Picnic Tables"

Step # 1 Develop the SAE and Develop a plan:

- A. Login and getting start important PROFILE sections
 - a. Go to www.theaet.com and choose student login
 - b. Choose  AET Experience Manager to develop the following SAE projects

Name: *AET Picnic Tables*

Level: *School-Based*

SAE Type: *Entrepreneurship*

Primary Experience Category: *Power Systems*

Primary Subcategory: *Construction/Building*

- c. Develop SAE plans using the  following information:

SAE Description – Copy/paste your prompt to complete the plan

Time – Copy/paste your prompt to complete the plan

Financial Investment – Copy/paste your prompt to complete the plan (Note: In this SAE the student does not pay for use of the facility but does an SAE labor exchange labor for use of facilities. There are no non-current items costs for the student because the student uses the school's saw, torch for burning stain, and drill for assembly. The student pays 15% of all sales to the chapter/school to cover wear/tear and use of equipment.)

Learning Objectives – Choose **three skills** from the AFNR web and then explain how you plan on achieving these skills in the "Planned Activities" box:

Skill: PST.04.01 Create sketches and plans for AFNR structures. **Planned Activities:** I plan on developing a basic sketch for my picnic tables.

PST.04.02 Determine structural requirements, specifications and estimate costs for AFNR structures. **Planned Activity:** I plan to use the knowledge I gain in my Ag Mechanics class to help develop a budget for my expenses and come up with a cost to charge for my tables.

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ABS.05.02 Assess and apply sales principles and skills to accomplish AFNR business objectives. **Planned Activity:** I plan on identifying the sales plan to market and sell my picnic tables.



This could be an assignment to the student to begin their records by developing a complete PROFILE, which includes the names and plans for their SAE projects.

Step 2: Enter Financial Information in the FINANCES section:

Information related to this project is no beginning values, but does purchase supplies and items to build projects.

1. Develop cash financial expenses

a. New Cash expenses

Date	Vendor	Experience	Type	\$	Memo
9/15/19	Ace	AET Picnic Tables	Supplies	\$300	lumber
10/18/19	Ace	AET Picnic Tables	Supplies	\$40	Nails

b. Cash Sales

Date	Vendor	Experience	Type	\$
2/15/20	Home Supply Store	AET Picnic Tables	Market	2,500- 5 tables
2/15/20	BBQ Joint	AET Picnic Tables	Market	\$1,500 – 3 tables

c. New expenses for a second series of products for sale

Date	Vendor	Experience	Type	\$	Memo
10/15/20	Ace	AET Picnic Tables	Supplies	\$1,000	lumber

d. Non-Cash Entries: SAE Labor Exchange

Date	Income	Expense	Type	\$	Memo
11/1/19	AET Picnic Tables	AET Picnic Tables	Rent	\$100	Shop Use

*Develop a journal entry for your time cleaning the shop in exchange for using tools, equipment and shop.

E. New Cash expenses

Date	Vendor	Experience	Type	\$	Memo
3/1/20	AET FFA Chapter	AET Picnic Tables	Other	600	15% of sales paid to the chapter


2. Annual Review and closing the SAE project:

- a. Annual Review, which is a summary of skills learned and responsibilities for each year:

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2019	0 tables	In this project, I started my SAE using my school's facility to see if I could develop picnic tables. In this project I learned about marketing and designing a building plan. I began building these projects in the fall of 2019
2020	8 tables	In the spring I was able to sell 8 tables to different businesses and I have orders to complete for another business.

3. Develop a 2020-year end "Ending Value Project" to better value my investment in 2020 items for sale and remaining lumber.

- a. Choose  to establish a "value" for AET Picnic Tables project ending 2020, leftover current inventory
- b. Select "Add New Assesst" for 12/31/2020, "Feed, Seed, Supplies...." as the category, \$400 in Lumber, 20 1x4 treated wood.

This project is not complete because it is ongoing; so it stays open.