

SAE

Supervised Agricultural Experience

Supervised Agricultural Experience Fact Sheet Entrepreneurship SAE

"I started a business called Tony's Organic Scents where I make car air fresheners as well as produce hand and liquid soaps scented with mint oil produced on our family farm."

– Tony Crescio, Randolph Cambria-Friesland FFA, Wisconsin

Through entrepreneurship SAE programs, aspiring entrepreneurs have an opportunity to create, own and manage a business. Within this SAE category, students acquire skills and competencies needed for a production agriculture or agribusiness enterprise while gaining valuable hands-on experience and, in most cases, earning a profit. Entrepreneurship programs require students to learn all aspects of business ownership including planning, implementation, operations and financial risk, as well as the production, management and distribution of goods and/or services.

These programs may be developed on a farm or ranch, in an agricultural business or in the field of agriscience. Entrepreneurial SAE opportunities range from traditional livestock ownership and farming operations to agricultural sales and service, agricultural processing and several others. It is not uncommon for these programs to blossom into future careers! FFA offers funding available to all members via grants and programs such as the Agri-Entrepreneurship Award to support member businesses. Students in an entrepreneurial SAE program are required to:

- Own materials or other inputs required for the business.
- Maintain complete and accurate records.
- Manage daily operations.
- Make business decisions.
- Have a program of sufficient duration to complete at least one business cycle or to gain a variety of agricultural competencies.
- Create a program that shows growth in quality and quantity.
- Incorporate improvement activities that increase the efficiency of the business.
- Expand the program as additional skills are learned.

Examples of Entrepreneurship SAE Programs

- Animal production – beef, sheep, swine, dairy, equine, goats, llamas
- Crop production – grains, fibers, horticultural crops, specialty crops
- Agribusiness – turf installation, tree care, telemarketing, small engine repair
- Small animal care – pet sitting, dog and cat grooming, training, dog walking
- Agri-computer systems – designing communications and websites
- Recreational business – hunting and fishing guide, fishing bait raising/sales
- Landscape materials business – sale of decorative rocks, timbers, fountains
- Wood products processing/marketing – cedar shakes, firewood, pallets
- Fruit and vegetable production -- sales and marketing
- Ag services – soil or forage testing, custom hauling, manure handling