

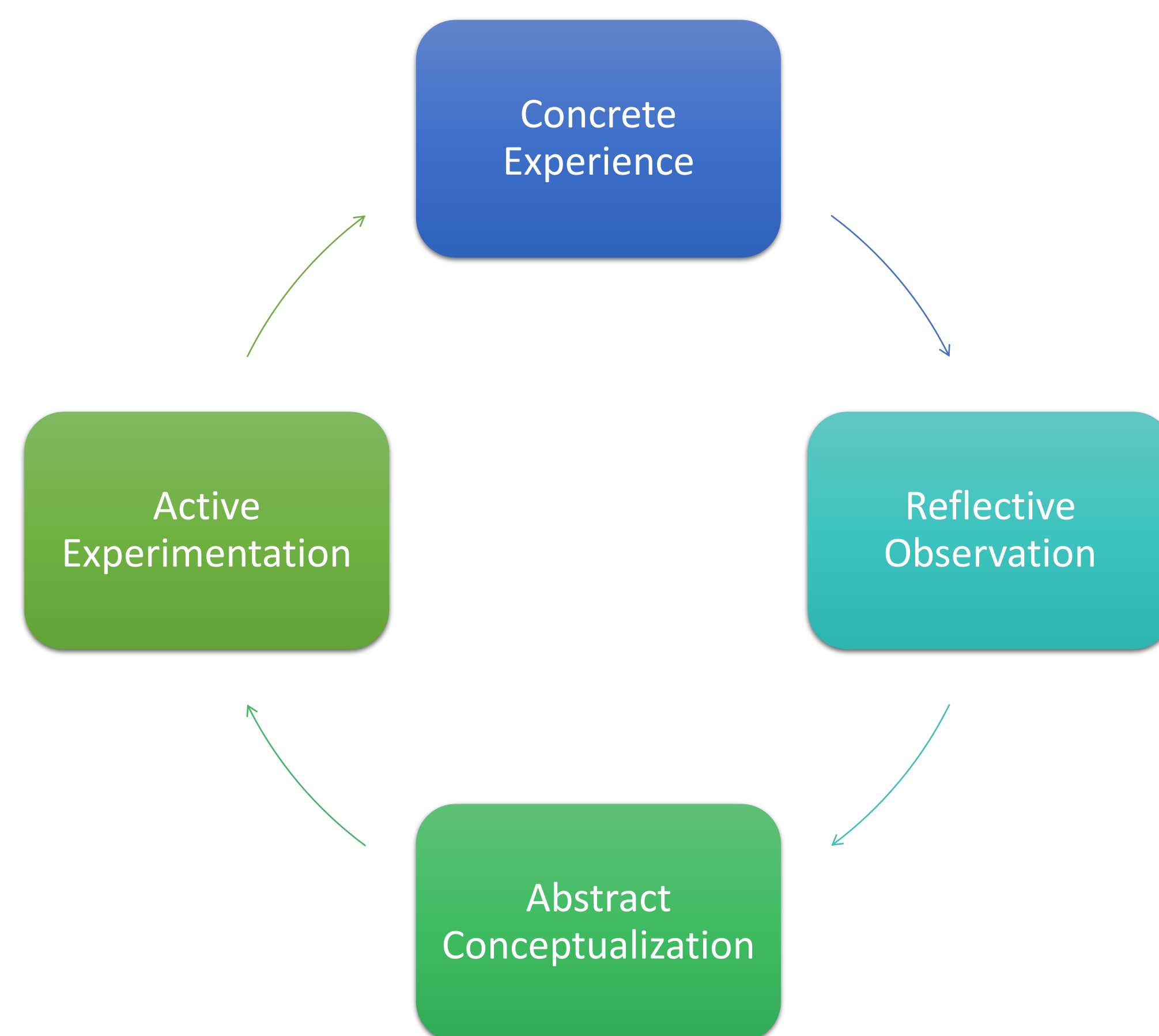


# Clucks to Bucks

## Simulating a School-Based Enterprise SAE

### Introduction

- SAE is an essential component of a balanced Ag Ed program
- Some students pursue a career in agricultural education with no prior Ag Ed experience (including SAE experience)
- Changes made by SAE for All require all Ag Ed students to reconceptualize SAE
- Exposure to new SAE areas will benefit all Ag Ed students
- Engagement in SAE would lead to opportunities for *experience, reflection, thinking, and hopefully, experimentation.*



### Results

- 10 students were involved in the project over the course of the semester.
- Students expressed *positive* outcomes from the project.
- Students assessed their peers based upon the group norms they established at the first in-class planning meeting.
- Students self-assessed their level of growth related to the identified learning objectives.
- Instructors noticed deeper conversations about SAEs and their purpose in SBAE.

### Innovation

Students enrolled in our undergraduate junior-level advising FFA/SAE course in the fall of 2019 were tasked with raising broiler chickens as a simulated School-Based Enterprise SAE.

### Fall 2019 Timeline

<b>September 12<sup>th</sup></b> First in-class planning meeting	-Designated roles (ex. Team leader, scribe, animal husbandry manager) -Established group norms/expectations and selected methods of communication between members -Started the business plan (outlined in SBE Independent Learning Guide) -Assigned independent work
<b>September 26<sup>th</sup></b> Second in-class planning meeting	-Shared independent work -Compiled findings -Planned the Board of Directors presentation -Established an out-of-class practice time
<b>October 3<sup>rd</sup></b> Board of Directors Meeting (School of Education faculty and staff)	-Students co-presented their proposed business plan which included a business description, market analysis, competitor analysis, budget, and an operating plan -Students shared their goals and intended learning outcomes with the Board of Directors -Students requested a "loan" from the Board of Directors
<b>October 9<sup>th</sup></b> Chicks arrive	-Started with 28 Cornish Rock Hybrid chicks -Housed at NDSU Animal Nutrition and Physiology Center -Students organized and managed the care schedule which included daily chores -Students posted daily updates in a Facebook group as a form of communication.
<b>November 21<sup>st</sup></b> Processing Day	-25 birds survived to processing -Students and instructors processed the birds with the assistance and supervision of the ANPC facility manager and student staff -Students sold processed birds for \$15 through a pre-order process
<b>December 10<sup>th</sup></b> Final Board of Directors Meeting	-Students co-presented a summary of the business experience to the board of directors -Shared final income and expense report, learning outcomes, summary of their experience, and recommendations they would make to a teacher who wanted to do the same project

### Future Plans/Advice to Others

- We intend to implement this project again in the Fall of 2020
- Opportunities exist to expand this concept beyond poultry production (growing bedding plants or offering a business service)
- Potential exists to engage students in other *new* SAE areas (Service Learning or Agriscience Research)
- If you choose to use this innovation in your own program
  - Set clear expectations and be intentional when scaffolding
  - Allow students to have a voice in the learning outcomes, goals, and team norms



### Costs/Resources

#### Budget

Expenses		
Chicks		\$86
Feed/Bedding/Housing		\$72
<b>Total</b>		<b>\$158</b>
Income		
Processed Chicken Sold (18 @ \$15 each)		\$270
Processed Chicken Used at Home (7)		\$0
<b>Total</b>		<b>\$270</b>
<b>Total Profit</b>		<b>\$112</b>

- Chickens were housed at NDSU Animal and Nutrition Physiology Center
- Collaborated with Animal Science Faculty and Staff
- Worked with IACUC Board to achieve certifications for working with livestock on campus



Brooke L. Thiel & Adam A. Marx  
North Dakota State University  
[Brooke.Thiel@ndsu.edu](mailto:Brooke.Thiel@ndsu.edu)  
[Adam.Marx@ndsu.edu](mailto:Adam.Marx@ndsu.edu)

