

## AFNR Content Standards Alignment – Agricultural Business Foundations

The **AFNR Content Standards Alignment** aligns CASE 4 Learning (CASE) Concepts and Performance Objectives to the National AFNR Content standards and performance indicators developed by the National Council for Agricultural Education (The Council). In the CASE learning model, Concepts are key elements of understanding that students are expected to learn. Concepts are developed by a curriculum committee of content experts comprised of industry representatives, post-secondary educators, and secondary teachers. Performance Objectives are how students will demonstrate their understanding of the concept. All Concepts and Performance Objectives measure student competency of the AFNR Content Standards within each Pathway.

The AFNR Content Standards provide state agricultural education leaders and educators with a high-quality, rigorous set of standards to guide what students should know and be able to do after completing a program of study in each of the following AFNR Career Pathways:

- Career Ready Practices (Integrated)
- Foundation Skills (Integrated)
- Agribusiness Systems
- Animal Systems
- Biotechnology Systems
- Education, Communication, and Leadership
- Environmental Sustainability Systems
- Food Products and Processing Systems
- Natural Resource Systems
- Plant Systems
- Power, Structural, and Technical Systems

DEFINITIONS: Within each pathway, the standards are organized and aligned to CASE curriculum as follows:

- **Standards** – These are the standards owned by Advance CTE and used here with permission. The standards defined the scope and guided the development of the updated indicators and CASE measurements.
- **Performance Indicators** – These statements distill each standard into more discrete indicators of the knowledge and skills students should attain through a program of study in this pathway. Attainment of the knowledge and skills outlined in the performance indicators is intended to demonstrate an acceptable level of proficiency with the related standard at the conclusion of a program of study in this area.
- **CASE Measurements** – These are CASE Concepts with bulleted Performance Objectives. Students carry out the Performance Objectives to show understanding of the Concept, which indicates attainment of each performance indicator. The beginning CASE measurements require students to remember, understand, identify, explain, and summarize information. The intermediate CASE measurements require students to apply, analyze, compare, distinguish, and examine information and scenarios. The advanced CASE measurements require students to assess, evaluate, justify, improve, and create.

The **Agricultural Business Foundations** curriculum measures student competencies in the AFNR Pathways included in this blueprint. For more information about the National AFNR Content Standards, visit The National Council for Agricultural Education’s website at <https://www.thenceae.org/afnr-standards>.

**AGRIBUSINESS SYSTEMS STANDARD**

ABS.01. Apply management planning principles in AFNR businesses.

PERFORMANCE INDICATOR	CASE MEASUREMENTS		
	Beginning	Intermediate	Advanced
ABS.01.01. Apply economic principles to plan and manage inputs and outputs in an AFNR business.			
PERFORMANCE INDICATOR	CASE MEASUREMENTS		
Beginning	Intermediate	Advanced	
ABS.01.02. Evaluate and create statements of purpose and business goals for AFNR businesses.		ABF 4.1 Concept 3 A business plan includes information an investor, banker, or other stakeholder would need to promote, endorse, or support a new business. <ul style="list-style-type: none"> <li>• Develop SMART goals and a timeline for the business plan</li> <li>• Compile all artifacts for all sections of the course-long business plan.</li> </ul>	
PERFORMANCE INDICATOR	CASE MEASUREMENTS		
Beginning	Intermediate	Advanced	
ABS.01.03. Develop and apply skills to manage an AFNR business in an efficient, legal, and ethical manner.	ABF 1.1 Concept 2 Organization and recordkeeping are important to the success of an agricultural business. <ul style="list-style-type: none"> <li>• Implement a recordkeeping system to file course documents.</li> <li>• Implement an E-accounting Record system.</li> </ul> ABF 1.1 Concept 3 Agribusinesses are managed in a legal organizational structure. <ul style="list-style-type: none"> <li>• Classify businesses according to five common legal business structures used in agriculture.</li> </ul>	ABF 3.2 Concept 2 Time invested in starting a business reduces potential income from outside employment. <ul style="list-style-type: none"> <li>• Calculate the value of student time spent on a job.</li> </ul>	ABF 2.4 Concept 3 Decision-makers use financial documents to plan and manage a business. <ul style="list-style-type: none"> <li>• Make business decisions using financial documents in a gameboard simulation.</li> </ul>

PERFORMANCE INDICATOR	CASE MEASUREMENTS		
	Beginning	Intermediate	Advanced
ABS.01.04. Evaluate, develop, and implement procedures used to recruit, train, and retain productive human resources for AFNR businesses.	ABF 3.2 Concept 5 Agriculturalists prefer employees with strong interpersonal skills. <ul style="list-style-type: none"> <li>Observe the employability skills of agricultural lenders and human resource professionals.</li> </ul>		

### AGRIBUSINESS SYSTEMS STANDARD

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ABS.02. Use record keeping to accomplish AFNR business objectives, manage budgets and comply with laws and regulations.			
PERFORMANCE INDICATOR	CASE MEASUREMENTS		
	Beginning	Intermediate	Advanced
ABS.02.01. Apply fundamental accounting principles, systems, tools, and applicable laws and regulations to record, track, and audit AFNR business transactions (e.g., accounts, debits, credits, assets, liabilities, equity, etc.).	ABF 3.2 Concept 4 Entrepreneurs compare opportunities by calculating returns to investments such as labor, management, assets, and equity. <ul style="list-style-type: none"> <li>Compare labor expenses paid to an entrepreneur to the business's return to labor and management.</li> </ul>	ABF 2.1 Concept 3 Enterprises incur expenses, such as inputs and noncurrent asset purchases, to generate income for a business. <ul style="list-style-type: none"> <li>Classify typical business expenses as fixed, variable, or noncurrent asset purchases.</li> </ul>	ABF 2.4 Concept 1 An income statement summarizes income and expenses over a specific period to calculate net income. <ul style="list-style-type: none"> <li>Complete an income statement for the business example.</li> </ul>
		ABF 2.3 Concept 1 A balance sheet shows the financial position of a business at a point in time. <ul style="list-style-type: none"> <li>Categorize sample balance sheet entries as current or noncurrent assets or liabilities.</li> <li>Compare the net worth of two businesses.</li> </ul>	
PERFORMANCE INDICATOR	CASE MEASUREMENTS		
	Beginning	Intermediate	Advanced
ABS.02.02. Assemble, interpret, and analyze financial information and reports to monitor AFNR business performance and support decision-making (e.g., income statements, balance sheets, cash-flow analysis, inventory reports,	ABF 2.1 Concept 1 Agribusinesses calculate net income by subtracting expenses from income. <ul style="list-style-type: none"> <li>Identify income and expenses and record them in a ledger.</li> </ul>	ABF 1.2 Concept 2 Business managers make spreadsheets and graphs to organize and visualize data. <ul style="list-style-type: none"> <li>Make a graph using spreadsheet software illustrating and comparing data.</li> </ul>	ABF 2.1 Concept 2 Business managers use graphs and calculators developed in spreadsheet software to make management decisions. <ul style="list-style-type: none"> <li>Graph the proportion of income compared to expenses for an enterprise.</li> <li>Build common financial calculators in spreadsheet software for use throughout the course.</li> </ul>

break-even analysis, return on investment, taxes, etc.).	ABF 2.1 Concept 3 Enterprises incur expenses, such as inputs and noncurrent asset purchases, to generate income for a business.	ABF 2.2 Concept 2 Interest paid on loan principal is a business expense.	ABF 2.2 Concept 3 Businesses measure profitability in two ways, net income and return on assets (ROA).
	<ul style="list-style-type: none"> <li>Identify potential sources of income and expenses for a business.</li> </ul>	<ul style="list-style-type: none"> <li>Calculate interest for business scenarios.</li> </ul>	<ul style="list-style-type: none"> <li>Calculate and analyze net income and return on assets for business scenarios.</li> </ul>
		ABF 2.2 Concept 5 The breakeven point of an enterprise occurs when the expenses match the income.	ABF 2.3 Concept 2 Business managers measure the health of an enterprise by analyzing the balance sheet.
		<ul style="list-style-type: none"> <li>Calculate breakeven and use it to analyze the feasibility of an enterprise.</li> </ul>	<ul style="list-style-type: none"> <li>Calculate liquidity for two SAE projects.</li> <li>Calculate solvency for two SAE projects.</li> <li>Analyze the financial health of two business projects and summarize their position.</li> </ul>
	ABF 3.1 Concept 2 Cash flow statements are used to anticipate and plan for seasonal fluctuations in income and expenses.	ABF 3.1 Concept 2 Cash flow statements are used to anticipate and plan for seasonal fluctuations in income and expenses.	ABF 3.1 Concept 2 Cash flow statements are used to anticipate and plan for seasonal fluctuations in income and expenses.
	<ul style="list-style-type: none"> <li>Identify seasonal income and expense fluctuations using a cash flow statement.</li> </ul>	<ul style="list-style-type: none"> <li>Complete a projected cash flow statement for an assigned scenario.</li> </ul>	<ul style="list-style-type: none"> <li>Develop cash flow for a business plan.</li> </ul>
	ABF 3.3 Concept 4 Entrepreneurs compare opportunities by calculating returns to investments such as labor, management, assets, and equity.		
	<ul style="list-style-type: none"> <li>Compare labor expenses paid to an entrepreneur to the business's return to labor and management.</li> </ul>		

### AGRIBUSINESS SYSTEMS STANDARD

ABS.03. Manage cash budgets, credit budgets and credit for an AFNR business using generally accepted accounting principles.

PERFORMANCE INDICATOR	CASE MEASUREMENTS		
	Beginning	Intermediate	Advanced
ABS.03.01. Manage cash budgets, assets, Employment Tax Incentive opportunities for credits, loans, etc. to achieve AFNR business goals.	ABF 3.1 Concept 3 Businesses utilize strategies, such as diversification, insurance, borrowing money, and value-added products, to mitigate risk.	ABF 2.4 Concept 3 Decision-makers use financial documents to plan and manage a business.	ABF 2.4 Concept 2 Business managers determine the economic advisability of an enterprise by using enterprise budgets.
	<ul style="list-style-type: none"> <li>Investigate loan and grant opportunities for a business plan.</li> </ul>	<ul style="list-style-type: none"> <li>Develop a budget for the business plan.</li> </ul>	<ul style="list-style-type: none"> <li>Construct enterprise budgets using financial records.</li> </ul>
		ABF 2.2 Concept 1 The decrease in asset value due to depreciation is a business expense.	
	<ul style="list-style-type: none"> <li>Calculate depreciation using straight-line method.</li> </ul>		

PERFORMANCE INDICATOR	CASE MEASUREMENTS		
	Beginning	Intermediate	Advanced
ABS.03.02. Analyze credit needs and manage credit budgets to achieve AFNR business goals.	ABF 3.2 Concept 6 Lenders review financial statements to determine the viability of a business when reviewing a loan application.	ABF 3.2 Concept 6 Lenders review financial statements to determine the viability of a business when reviewing a loan application.	
	<ul style="list-style-type: none"> <li>Observe lender objectives for determining loan qualifications and how they are assessed.</li> </ul>	<ul style="list-style-type: none"> <li>Develop a process to analyze the financial position of a business for lender approval of a loan.</li> </ul>	

### AGRIBUSINESS SYSTEMS STANDARD

ABS.04. Develop a business plan for an AFNR business.			
PERFORMANCE INDICATOR	CASE MEASUREMENTS		
	Beginning	Intermediate	Advanced
ABS.04.01. Analyze characteristics and planning requirements associated with developing business plans for different types of AFNR businesses.	ABF 1.2 Concept 1 Entrepreneurs anticipate the interests of consumers by researching trends.	ABF 3.2 Concept 1 Entrepreneurs use resumes to communicate their experience and skills when planning a business.	ABF 1.2 Concept 3 Business managers analyze data to make decisions.
	<ul style="list-style-type: none"> <li>Identify the types of AFNR industries in a community.</li> <li>Draft a market research survey to identify local trends.</li> </ul>	<ul style="list-style-type: none"> <li>Catalog skills and experience in a professional resume format.</li> </ul>	<ul style="list-style-type: none"> <li>Analyze data collected from a survey.</li> </ul>
	ABF 2.2 Concept 4 An entrepreneur's time is valuable.	ABF 3.2 Concept 3 Entrepreneurs determine whether the opportunity costs of starting and owning a business outweigh the risks.	
	<ul style="list-style-type: none"> <li>Determine how much money a business owner's time is worth.</li> </ul>	<ul style="list-style-type: none"> <li>Determine whether various scenarios provide adequate income to meet average living expenses in their home county.</li> </ul>	
		ABF 3.3 Concept 2 Entrepreneurs compare opportunities by calculating returns to investments such as labor, management, assets, and equity.	
		<ul style="list-style-type: none"> <li>Compare labor expenses paid to an entrepreneur to the business's return to labor and management.</li> </ul>	
		ABF 3.3 Concept 3 Labor and management inputs in a business have opportunity costs.	
	<ul style="list-style-type: none"> <li>Describe and assign financial values and analyze capital, labor, and management opportunities for the business plan.</li> </ul>		

PERFORMANCE INDICATOR	CASE MEASUREMENTS			
	Beginning	Intermediate	Advanced	
ABS.04.02. Develop production and operational plans for an AFNR business.	ABF 1.2 Concept 4 Starting an entrepreneurial enterprise requires a business plan.	ABF 2.3 Concept 3 Decision-makers use financial documents to plan and manage a business.	ABF 4.1 Concept 4 Entrepreneurs promote their business plans to gain support.	
	<ul style="list-style-type: none"> <li>Start a business plan by describing a planned business.</li> </ul>	<ul style="list-style-type: none"> <li>Develop a balance sheet for the business plan.</li> </ul>	<ul style="list-style-type: none"> <li>Pitch the business plan to stakeholders including potential investors and advisors.</li> </ul>	
		ABF 4.1 Concept 1 Agribusinesses review internal and external factors with a SWOT analysis.		
		<ul style="list-style-type: none"> <li>Draft a SWOT analysis for a business start-up.</li> </ul>		
PERFORMANCE INDICATOR	CASE MEASUREMENTS			
	Beginning	Intermediate	Advanced	
ABS.04.03. Identify and apply strategies to manage or mitigate risk.	ABF 3.1 Concept 1 Agricultural businesses manage operating risks, including production, market, financial, institutional, and personal.	ABF 3.1 Concept 2 Cash flow statements are used to anticipate and plan for seasonal fluctuations in income and expenses.	ABF 3.1.3 Businesses utilize strategies, such as diversification, insurance, borrowing money, and value-added products, to mitigate risk.	
	<ul style="list-style-type: none"> <li>Introduce one type of risk with historical examples and risk mitigation strategies to classmates.</li> </ul>	<ul style="list-style-type: none"> <li>Make current borrowing and repayment recommendations to avoid financial risk for an assigned scenario.</li> </ul>	<ul style="list-style-type: none"> <li>Develop a risk management plan.</li> </ul>	
	ABF 3.3 Concept 1 Opportunity costs are associated with risk.	ABF 3.1.3 Businesses utilize strategies, such as diversification, insurance, borrowing money, and value-added products, to mitigate risk.		
	<ul style="list-style-type: none"> <li>Simulate investment scenarios in various risk environments.</li> </ul>	<ul style="list-style-type: none"> <li>Research common risk management strategies and make recommendations for a business.</li> </ul>		

**AGRIBUSINESS SYSTEMS STANDARD**

ABS.05. Use sales and marketing principles to accomplish AFNR business objectives.

PERFORMANCE INDICATOR	CASE MEASUREMENTS		
	Beginning	Intermediate	Advanced
ABS.05.01. Determine the role of markets, trade, competition, and price in relation to an AFNR business sales and marketing plans.	ABF 1.1 Concept 4 Agribusinesses provide products and services from planning to production to retail.	ABF 4.1 Concept 2 Competition and marketing influence consumers to choose similar goods and services.	
	<ul style="list-style-type: none"> <li>Find evidence of steps in the value chain for a food item.</li> </ul>	<ul style="list-style-type: none"> <li>Determine the competitive products or services that pose a risk for a business.</li> <li>Develop a competitor analysis for the business plan.</li> </ul>	
PERFORMANCE INDICATOR	CASE MEASUREMENTS		
	Beginning	Intermediate	Advanced
ABS.05.02. Assess and apply sales principles and skills to accomplish AFNR business objectives.			
PERFORMANCE INDICATOR	CASE MEASUREMENTS		
	Beginning	Intermediate	Advanced
ABS.05.03. Assess marketing principles and develop marketing plans to accomplish AFNR business objectives.	ABF 1.1 Concept 1 Products and services are developed to meet consumer needs and wants.		
	<ul style="list-style-type: none"> <li>List consumed need and want items and identify source(s) for each.</li> </ul>		