

**New Academic Degree Program
Full Proposal Application
South Dakota Board of Regents
Academic Affairs Forms**

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Use this form to propose a new degree program. The Board of Regents, Executive Director, and/or their designees may request additional information about the proposal. After the university President approves the proposal, submit a signed copy to the Executive Director through the System Academic Officer (through the online submission process).

Note: Within the proposal, all references to external sources should be documented with a footnote (including web addresses where applicable).

University NSU - Northern State University

Degree BS : Bachelor of Science

Name of Major X999 : New Major Requested **Agricultural Business**

Specialization Required? No

Note: If the new proposed program includes specific specializations within it, complete and submit a New Specialization Form for each proposed specialization and attach it to this form. Since specializations appear on transcripts, they require Board approval.

College/Department 5B : NSU School of Business/NMAM : Management and Marketing

Planned CIP Code 01.0101

WICHE WRRGP Eligibility

Program Description

1. Provide the working program description that may appear in the university catalog.

Northern State University's Agricultural Business major applies the fundamentals of business to agriculture and related industries. Students study management of operations, financial analysis, data analytics, commodity markets, trade, and marketing through the program and apply and advance that knowledge in upper-level courses in agricultural business. The program includes a 3-credit internship in agricultural business where students apply what they learn with one of hundreds of agriculture business employers in the region.

2. Does the university request any exceptions to any Board policy for this program?

Explain any requests for exceptions to Board Policy. If not requesting any exceptions, indicate "None."

None.

Strategic Impact

3. Describe how the program fits in with the institutional mission, strategic plan, existing institutional program array, and academic priorities.

The mission of Northern State University is to “provide diverse academic, civic, social and cultural opportunities that prepare students through the liberal arts, professional education and E-learning for their future endeavors, while also enriching the local and regional community.” The NSU strategic plan further emphasizes the university’s aspiration to be recognized regionally for its performance in key academic areas, including Business. The BS in Agricultural Business program is closely aligned with Northern's strategic plan. The program requires an internship in agricultural business, which supports Distinctive Learning, and the program is made possible through and directly connects to major agricultural businesses in the region, integrating with Distinctive Partnerships.

The BS in Agricultural Business program promotes the University’s Strategic Priority #1: "Build a growth strategy to expand student access, success and educational attainment to increase students’ socioeconomic mobility while serving the public good” and Strategic Priority #3: “Build sustainable collaborative public/private partnerships to advance academic, cultural, health, recreational, and economic opportunities that serve the public good and produce value for NSU, Aberdeen and the region”.

The BS in Agricultural Business program supports building a growth strategy by directly addressing demand for the program from hundreds of students who have expressed interest in studying agricultural business at Northern State University and by aligning effectively with the existing array of academic programs in the NSU School of Business.

In addition to building on collaborative partnerships with regional agricultural businesses, Northern's BS in Agricultural Business builds on partnerships with the Northern Innovation and Startup Center and South Dakota State University.

Northern’s BS in Agricultural Business program includes a new course in Agribusiness Entrepreneurship in Practice, which supports the work of the Northern Innovation and Startup Center, the Aberdeen Development Corporation, and the City of Aberdeen to build a tech and innovation economic ecosystem in northeastern South Dakota. With the support of the Northern Innovation and Startup Center and Northern faculty, Northern students have garnered success in the Governor's Giant Vision program, where three students have placed in the top 3 and four students have been invited in the last 3 years.

Northern's BS in Agricultural Business builds on an existing key partnership with South Dakota State University. Northern students currently take a combination of Northern Business courses and South Dakota State University Agricultural Economics courses to earn the South Dakota State University Agricultural Business Minor. Northern's BS in Agricultural Business amplifies this key partnership with SDSU to ensure Northern students can access a robust curriculum that will prepare them well to contribute to key agricultural business partners upon graduating from Northern State University.

If the program does not align to the strategic plan, provide a compelling rationale for the institution to offer the program.

N/A

4. How does the program connect to the Board of Regent’s Strategic Plan?

Northern State University’s BS in Agricultural Business helps achieve the SDBOR’s mission to enrich the state’s economic life and the vision to educate more individuals to enhance state workforce development.

Northern State University's BS in Agricultural Business directly addresses Goal 4 of the SDBOR Strategic Plan by providing workforce skills, meeting workforce demands, and fostering strategic partnerships between Northern State University and agricultural businesses in northeastern South Dakota. Northern's BS in Agricultural Business also addresses Goal 1 of the SDBOR Strategic Plan by collaborating with South Dakota State University to deliver four courses in the program.

Northern State University’s BS in Agricultural Business program capitalizes on the strengths of Northern State University and partnerships with business leaders and industry in northeastern South Dakota. Students gain a firm foundation of business courses in trade, cooperatives, leadership, analytics, finance, banking, economics, and marketing through Northern State University’s accredited School of Business. The new program adds additional coursework in agricultural business including a required internship and a new course in Agribusiness Entrepreneurship in Practice. Additionally, Northern's BS in Agricultural Business ties directly to the SDBOR Strategic priority to continuously improve and create efficiencies through collaboration. Students in Northern's BS in Agricultural Business will take courses in Agricultural Economics from South Dakota State University.

Students in Northern's program will complete an internship with one of the hundreds of agricultural employers in Aberdeen and northeastern South Dakota. The program’s required internships with strategic partners address the SDBOR’s Strategic Focus Statement calling for additional bachelor’s degrees that create a more highly educated population through partnerships ”with business and industry using high impact practices to prepare our students for gainful employment.”[1]. Internships are a high impact practice that directly improve student success outcomes and fulfill Northern's experiential learning strategic priority.

The BS in Agricultural Business directly addresses Goal 5 of the SDBOR Strategic Plan "Financial Health/Competitiveness" by addressing demand for an academic program and attracting new students to Northern State University. The university's financial health is improved by offering a new academic program with specific coursework offered from another BOR institution - SDSU - while capitalizing on existing excellence in the NSU School of Business. This efficient approach creates a robust curriculum in agricultural business for Northern students. Northern’s Agricultural Business major will attract and retain non-resident students who are agriculturally-oriented from North Dakota and Minnesota. It will also reduce the loss of South Dakota residents from the northeastern and central parts of the state to universities that offer Agricultural Business in North Dakota and Minnesota.

[1] SDBOR Strategic Plan 2022-2027, p. 4.

Program Summary

5. If a new degree is proposed, what is the rationale?

This question refers to the type of degree, not the program. For example, if your university has authorization to offer the Bachelor of Science and the program requested is a Bachelor of Science, then the request is not for a new degree.

N/A

6. What modality/modalities will be used to offer the new program?

Note: The accreditation requirements of the Higher Learning Commission (HLC) require Board approval for a university to offer programs off-campus and through distance delivery.

On Campus	Yes/No	Intended Start Date	
	Yes	Fall 2025	
Off Campus Location	Yes/No	Location(s)	Intended Start Date
	No		
Distance Delivery	Yes/No	Delivery Method(s)	Intended Start Date
	Yes	Online; HyFlex	Fall 2025
Does another BOR institution already have authorization to offer the program online?	Yes/No	Identify Institutions	
	Yes	South Dakota State University has authority to offer the BS in Agricultural Economics online.	

7. If the program will be offered through distance delivery, identify the planned instructional modality:

Both / HyFlex

8. What are the student learning outcomes for this program?

Students will:

1. Analyze Core Agribusiness Concepts: Demonstrate an understanding of fundamental agribusiness principles and apply analytical methods to evaluate real-world agribusiness scenarios.
2. Apply Strategic Problem-Solving: Utilize agribusiness knowledge and strategic reasoning to assess challenges and opportunities, developing actionable solutions that align with industry needs and strategic goals.
3. Exhibit Advanced Critical Thinking in Agribusiness Contexts: Critically evaluate complex agribusiness issues, integrating data and multiple viewpoints to formulate well-supported recommendations.
4. Integrate Multidimensional Perspectives in Decision-Making: Synthesize economic, environmental, social, and global factors to make informed and effective agribusiness decisions that address multiple stakeholder needs.
5. Develop Collaborative and Leadership Skills in Agribusiness Teams: Engage in team-based analyses of trends, data, and industry dynamics, effectively communicating and collaborating to advise on evidence-based decisions in agribusiness.

9. For associate's and bachelor's degree proposals, identify the 3-5 AAC&U Essential Learning Outcomes that have been selected for this program.

Use the chart below to indicate the student learning outcomes that align to the selected ELOs (See BOR Policy 2.11 and Guideline 8.5).

Essential Learning Outcomes (AAC&U)	Student Learning Outcomes
Inquiry and Analysis	SLO 1
Critical and Creative Thinking	SLO 3
Information Literacy	
Teamwork	SLO 5
Problem Solving	SLO 2
Civic Knowledge and Engagement	
Intercultural Knowledge	
Ethical Reasoning	
Foundational Lifelong Learning Skills	
Integrative Learning	SLO 4

10. Enter the number of credit hours required to graduate

Credit Hours

120

11. Complete the following tables to provide a degree program curriculum summary.

A. Table 1 –Total Program Degree Credit Hours

	Credit Hours In Program	
	Hours Per Requirement	% Total Hours
System General Education Requirements	30	
<i>Subtotal - Gen Ed Requirements</i>	30	%
Program Requirements		
Required Support Courses	54	
Major Requirements	24	
Major Electives	0	
<i>Subtotal - Program Requirements</i>	78	%
Free Electives	12	
<i>Subtotal - Free Electives</i>	12	%
Degree Total	120	%

**Board Policy 2:29 requires each baccalaureate level degree program to require 120 credit hours and each associate degree program to require 60 credit hours. Exceptions to this policy require documentation that programs must comply with specific standards established by external accreditation, licensure, or regulatory bodies or for other compelling reasons, and must receive approval by the Executive Director in consultation with the President of the Board of Regents.*

B. Table 2 – Insert Required Program Support Courses Impacting Other Programs (outside department). Do not include General Education courses.

*The individual curriculum tables should be included as a word document **attached** to the TDX ticket.*

C. Table 3 – Insert Major Requirements (within department)

*The individual curriculum tables should be included as a word document **attached** to the TDX ticket.*

D. Table 4 – Insert Major Electives

*The individual curriculum tables should be included as a word document **attached** to the TDX ticket.*

12. New Course Approval

New courses required to implement the new degree program may receive approval in conjunction with program approval or receive approval separately. Please check the appropriate statement:

Yes

Academic Quality

13. What peer institutions and current national standards will be referenced to develop the curriculum for this program?

Peer Institution: Regional and Competitive institutions. Include links to at least 3 comparable programs at peer institutions and links to national or accreditation standards, if any.

Three regional comprehensive state universities that are not land-grant colleges will serve as the peer institutions for Northern State University's BS in Agricultural Business. All three peer universities are located in towns in remote rural locations, similar in size and remoteness to Aberdeen:

- o Fort Hays State University in Fort Hays, Kansas
<https://www.fhsu.edu/agriculture/academic-programs/agriculture-business/>
- o Northwest Missouri State University in Maryville, Missouri
<https://www.nwmissouri.edu/academics/undergraduate/majors/ag-business.htm>
- o Truman State University in Kirksville, Missouri
<https://www.truman.edu/majors-programs/majors-minors/agricultural-science-major/areas-of-specialization/agri-business-specialization/>

Northern State University School of Business is accredited by the ACBSP, and the University will follow ACBSP accreditation guidelines in the program curriculum and standards. The three peer institutions have different accreditations. Fort Hays State University's School of Business does not have a special business accreditation. Northwest Missouri State University is accredited by ACBSP. Truman State University is accredited by AACSB.

14. What program accreditation is available, if any?

ACBSP accreditation.

15. Will the proposed program pursue accreditation or certifications?

Yes

If no, why has the department elected not to pursue accreditation for the program?

N/A

16. Did the university engage any developmental consultants to assist with the development of the curriculum? Did the university consult any professional or accrediting associations during the development of the curriculum? What were the contributions of the consultants and associations to the development of the curriculum?

Developmental consultants are experts in the discipline hired by the university to assist with the development of a new program, including content, courses, and experiences, etc. Universities are encouraged to discuss the selection of developmental consultants with Board staff.

Northern State University did not hire a consultant to develop the curriculum. The Northern School of Business faculty engaged with both of its Business Advisory Board and its Banking and Financial Services Advisory Board to develop the curriculum. Faculty, Chairs, and the Dean serve on both boards, and they discussed and received guidance on the curriculum for Northern's BS in Agricultural Business in advisory board meetings. Feedback included the desire for a required internship so Northern students graduate with workforce skills and exposure to the multitude of employment opportunities in agricultural business in the region. Northern also engaged with leaders of major agricultural businesses in northeastern South Dakota to garner feedback on the curriculum and support for the program. The School of Business Dean met with agricultural business leaders at Agtegra, AGP, and Glacial Lakes Energy. Their letters of support affirm the need for Northern to offer the BS in Agricultural Business and support the curriculum in the program, especially the required internship in agricultural business.

17. Inclusion of High Impact Practices (HIP) across all undergraduate programs is a strategic priority of the Board of Regents to enhance academic quality and increase student engagement. For associate’s and bachelor’s degree proposals, which HIPs will faculty embed into the program?

Mark all that apply. To be considered as a HIP program, two or more should be selected and required in the program.

High Impact Practices	Included
Capstone courses and projects	Yes
Collaborative assignments and projects	Yes
Common intellectual experiences	Yes
Diversity/global learning	Yes
ePortfolios	No
First year experiences	Yes
Internships	Yes
Learning communities	No
Service learning, community-based learning	No
Writing intensive courses	Yes
Undergraduate research	Yes

18. For associate’s and bachelor’s degree proposals, discuss how HIPs will be embedded into the program

Your discussion should provide examples and include whether the HIP is required or an optional component. It should also indicate at what point the experience is offered or required. (eg “students will be required to participate in an internship during their third year of enrollment in order to develop skills in...”).

Students will have multiple opportunities to participate in HIPs in this program. A first-year seminar (FYS) is required for the major. This will be an interactive course providing students the opportunity to write, read, and present. A group project is also required in this course. Also required in the Agribusiness program is an internship. All agribusiness majors will need to complete at least a 3-credit internship for the program requirements. Lastly, BADM482 Policy and Strategy is the capstone course and the writing-intensive course, and it is required for all Agribusiness students to complete.

Courses will provide opportunities for collaborative assignments and projects and intellectual experiences. Global topics will also be covered in courses in the program. Throughout the required courses in this major, students will have the opportunity to participate in undergraduate research. Courses may integrate required research assignments, and the opportunity to participate in a larger undergraduate research project is optional for all business students if they are interested. NSU has a nationally recognized Honors Program and an robust student research program, and the faculty in the School of Business strongly support student research.

Student Success

This section outlines the university's plan to assess student achievement of the program learning outcomes.

19. Complete the table below to provide evidence of a preliminary assessment plan. Place an asterisk next to assessments that are national or state-level instruments.

Note: It is only necessary to indicate the summative assessment for each outcome, not the formative assessments used throughout the program.

Program Learning Outcome	Course	Summative Assessment
SLO 1- Analyze Core Agribusiness Concepts	BADM 492; Major Requirements	Advanced courses in core and specialization; Internship paper
SLO 2 - Strategic Problem Solving	BADM 482/582	Industry professional case studies
SLO 3 - Advanced Critical Thinking in Agribusiness Contexts	BADM 449/549; BADM 418/518	Industry professional case studies and data analysis skills
SLO 4 - Multidimensional Perspectives in Decision Making	BADM 492; BADM 482/582; BADM 481/581	Internship paper; advanced courses; capstone course
SLO 5 - Collaborative and Leadership Skills in Agribusiness Teams	BADM 400 level courses	Final group projects

20. How will outcomes for graduates of the program be assessed?

Outcomes may include employment and placement rates, licensure examination pass rates, acceptance rates to graduate school, student or employer surveys, or other assessments of graduate outcomes.

In partnership with Northern State University Career Services and Student Success Center, faculty in the School of Business will track the outcomes of program completers and will assess employment rates of completers. In addition, School of Business faculty will analyze employer surveys from required agribusiness internships and feedback from internship supervisors that is shared as part of Northern's co-curricular assessment process. Faculty will analyze artifacts students produce in upper level courses and in required final internship.

Duplication and Competition

21. Do any related programs exist at other public universities in South Dakota?

*A list of existing programs is available through the university websites and the RIS Reporting: Academic Reports Database. If there are no related programs within the Regental system, indicate **none**.*

South Dakota State University offers a BS in Agricultural Business.
The University of South Dakota offers a BBA in Agribusiness Leadership.

A. If yes, defend the need for an additional program within the state, Include IPEDS enrollment data and additional data as needed.

Northern State University is located in Brown County in northeastern South Dakota. Brown County has the second highest number of jobs within agriculture, forestry, and related industries. "Of the nearly 130,000 jobs related to agriculture and forestry in South Dakota, Minnehaha County accounts for over 19% (more than 25,000). Brown county accounts for a further 7% of the state's jobs within these industries," more than 9,200. [2]

Agriculture is a vital part of the economy of Brown County. Brown County has more than \$2.77 billion in economic output from agriculture, forestry, and related industries. This puts Brown County in second place, behind Minnehaha, and more than \$1 billion ahead of Brookings County in economic output from agriculture and forestry. [3]

Northern State University's BS in Agricultural Business will provide students in northeastern South Dakota the opportunity to work in the largest industry in our region. As a regional comprehensive university, Northern serves the region of northeastern South Dakota. The second greatest number of agricultural jobs in the state are in Brown County, and the greatest number of agricultural jobs in the state are in Minnehaha County. South Dakota State University is only 51 miles from Sioux Falls (Minnehaha County) and 149 miles from Aberdeen (Brown County). By offering a BS in Agricultural Business, Northern State University will better serve producers and industries in Brown County in northeastern South Dakota. Northern State University will educate a workforce prepared to contribute to the agriculture business industry in the region.

The Bureau of Labor Statistics estimates 88,000 openings for farmers, ranchers, and all other agricultural managers across the country each year. [4] In northeastern South Dakota, major agriculture industry employers support Northern State University offering an Agricultural Business major in order to help meet their workforce needs (see letters of support).

[2] 2021 Economic Contribution Study <https://danr.sd.gov/AboutDANR/docs/2021AgEcStudy.pdf>

[3] 2021 Economic Contribution Study <https://danr.sd.gov/AboutDANR/docs/2021AgEcStudy.pdf>

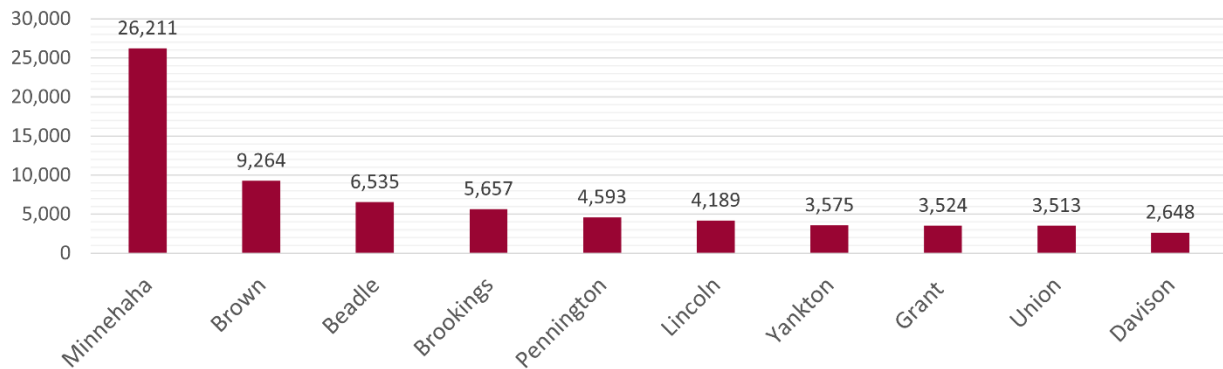
[4] Bureau of Labor Statistics. <https://www.bls.gov/ooh/management/farmers-ranchers-and-other-agricultural-managers.htm#tab-1>

B. If yes, would this program be a candidate for Regental system collaboration?

Northern State University has sufficient resources, faculty, and courses to offer the BS Agricultural Business because we already offer 105 of the 120 courses and credits in the program. Northern is creating one new course in applied agricultural entrepreneurship, and Northern is collaborating with South Dakota State University for SDSU 12 credits of focused agricultural economics courses in the program.

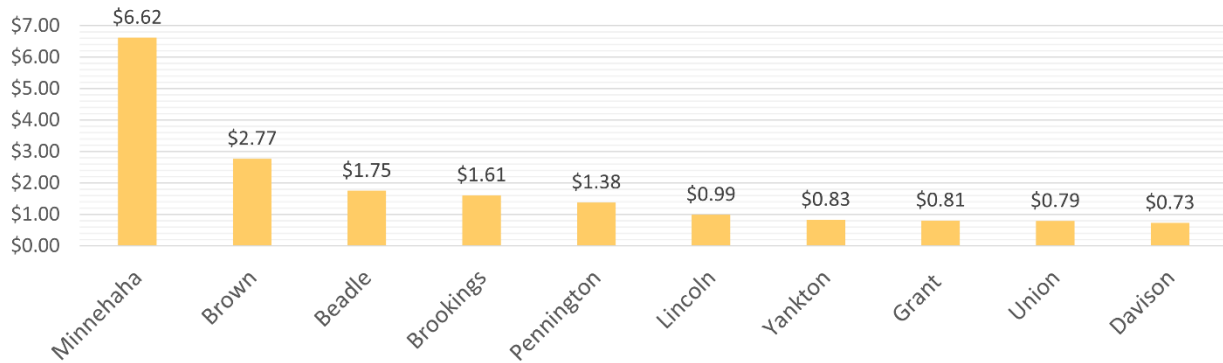
For a 120 credit degree, if students take all 3 credit courses, they will need to complete 40 courses. Using 30 credits for general education, that accounts for 10 courses, leaving 30 courses left for students to take in their major and electives. Northern's BS in Agricultural Business requires 26 courses for the the major program and allows for 4 free electives. With the addition of one new course, Northern has committed the resources and faculty to deliver 36 of the 40 total courses for the degree or 22 of 26 required courses in the major. Collaborating with SDSU is an efficient and effective way to offer the BS in Agricultural Business, as SDSU will offer the 4 remaining courses using their existing faculty expertise and resources, including: Ag Marketing and Prices; Intro to Cooperatives; Advanced Ag Farm and Ranch Policy; and Ag Policy. The other 22 courses of the 26 in the major program are Northern courses taught by Northern faculty. Collaborating with SDSU to

Top SD Counties Jobs Derived from All Agriculture and Forestry



2021 Economic Contribution Study <https://danr.sd.gov/AboutDANR/docs/2021AgEcStudy.pdf>

Top SD Counties Output Derived from All Agriculture and Forestry



2021 Economic Contribution Study <https://danr.sd.gov/AboutDANR/docs/2021AgEcStudy.pdf>

offer these four courses enables Northern students to capitalize on and learn from SDSU's faculty experts in agricultural economics.

22. Do any related programs exist at any non-Regental college or university within 150 miles of the university?

List those programs here:

No 4-year universities within 150 miles offer a BS in Agricultural Business. North Dakota College of Science in Wahpeton, ND is 105 miles from Aberdeen and offers an associate degree in Agricultural Business.

A. If yes, use IPEDS to identify the enrollment in those programs.

North Dakota State College of Science graduated 34 students from their 2-year degree in Agricultural Business in 2021-2022. [5]

[5] IPEDS. <https://nces.ed.gov/collegenavigator/?q=north+dakota+college+of+science&s=all&id=200305>

B. What evidence suggests there is unmet student demand for the proposed program, or that the proposed program would attract students away from the existing program?

Northern State University will attract students from the region who may be drawn to North Dakota State University (NDSU) or the University of Minnesota-Crookston for programs in agricultural business. See responses to questions 28 and 32 for additional information about recruiting students from North Dakota and western Minnesota as well as students in the region who choose not to go to college.

Located in Fargo, 175 miles from Aberdeen, NDSU's cost of attendance is higher than Northern State University's.

NSU cost of tuition and fees is \$8,843 for in-state and South Dakota Advantage students.

NDSU cost of tuition and fees is \$11,057 for ND students and \$12,918 for SD students.

Located 247 miles from Aberdeen, University of Minnesota Crookston's cost of attendance is higher than Northern State University's.

NSU cost of tuition and fees is \$8,842 for in-state and South Dakota Advantage students.

University of Minnesota-Crookston's cost of tuition and fees is \$13,120 for MN, ND, and SD students.

Northern State University's BS in Agricultural Business will be competitive in cost and a 4-year degree, providing an advantage over North Dakota State College of Science's (NDSCS) 2-year degree.

NSU cost of tuition and fees is \$8,842 for in-state and South Dakota Advantage students.

NDSCS cost of tuition and fees is \$7,114 for South Dakota and other out of state students.

Within South Dakota, one of the key takeaways of the Emsi program gap analysis study is the high demand and low supply of graduates with bachelor's degrees in agriculture. "Agriculture oriented programs are performing well within the state, with many of these programs showing room for growth or being currently aligned with the workforce demand in the state." [6] The Emsi report does not break down agriculture into sub-fields like agricultural business and precision agriculture.

[6] Emsi. South Dakota Board of Regents. Program Demand Gap Analysis: Economic Overview and Review of Academic Programs, p. 9

Market Demand

This section establishes the market demand for the proposed program (eg Regental system need, institutional need, workforce need). Use the following sources for your data:

- [South Dakota Department of Labor & Regulation](#)
- [O-Net](#)
- [US Department of Labor Projections Central](#)
- SDBOR Workforce and Degree Gap Analysis Report

23. What is the expected growth of the industry or occupation in South Dakota and nationally?

Include the number of openings, as well as the percentage of growth when possible.

Purdue University reports an average of 2,750 new job openings in agriculture every 4 weeks. With a average salary in the Midwest of \$50,801. Purdue University's analysis of agriculture job postings reveals more than 80.6% of the job postings list lending and finance, 35.2% of the postings list economics, and 48.5% of the postings list sales.

Among the postings, Purdue University analyzed the skills listed. Through this analysis, the researchers found that "experience has always been the most common requirement." Looking across all of the postings, more than 79.3% point to education requirements; 95.6% require experience, 86.7% require leadership, 68.1% require communication, and 47.3% require quantitative skills.[7] By requiring an internship in agricultural business, Northern's BS in Agricultural Business will provide students the number one skill listed in all agricultural business job postings - experience.

[7] Purdue University. Agricultural Job Market Report. February 2024.

https://ag.purdue.edu/commercialag/home/wp-content/uploads/2024/03/202402_agjobsreport.pdf

24. What evidence, if any, suggests there are unfilled openings in South Dakota or nationally?

The Emsi study found a significant gap between the number of graduates from agricultural, general programs and the number of positions available. The Emsi report shows 191 posts available, while SDSU graduated 55 students in the same year, creating a gap of 136 positions. [8] The Emsi report is not able to accurately gauge demand or supply in the agricultural sector because so many positions in agricultural business are self-employed. [8] The Bureau of Labor Statistics reports that 74.54% of employees in the "farmers, ranchers, and agriculture manager" sector are self-employed. [9]

Nationally, AgCareers lists over 5,000 jobs open in crop and livestock management, equipment sales, agricultural banking and finance, food production management, and agronomy. Students who graduate from Northern with a BS in Agricultural Business will have the business and industry skills and knowledge to earn positions in these fields. Graduates of Northern's program will also have completed an internship in agricultural business, which will expose them to industries and better prepare them for the workforce. In the Aberdeen area, specifically, AgCareers lists a range of agricultural business jobs within 100 miles. Job boards list roles such as agronomy sales representatives, farm managers, and agricultural equipment sales. For example, in the Aberdeen area, recent job openings include positions as in agricultural lending and in grain sales. [10]

[8] Emsi. South Dakota Board of Regents. Program Demand Gap Analysis: Economic Overview and Review of Academic Programs, p. 38. Emsi. See footnotes, page 6.

[9] MyFuture. <https://myfuture.com/career/farmers-ranchers-and-other-agricultural-managers>

[10] Ag Careers. <https://www.agcareers.com/aberdeen-south-dakota-jobs.cfm#gsc.tab=0>

25. What salaries can program graduates expect to earn in South Dakota and nationally?

Across the United States, the average salary is \$90,160, and in South Dakota, the average salary is \$87,802. These salaries are much higher than the average salary of \$54,053 over all industries in South Dakota. [11] The much higher salaries in the dynamic agribusiness industry will be a compelling recruiting tool for Northern State University. Students who choose to not attend college are often swayed by salaries of \$20-\$23 an hour (\$41,600 to \$47,840 per year) they can earn without a degree in the Aberdeen area.

[11] Bureau of Labor Statistics. <https://www.bls.gov/oes/current/oes119013.htm>

26. Optional: Provide any additional evidence of regional demand for the program.

e.g. prospective student interest survey data, letters of support from employers, community needs...

Northern State University will benefit employers in Aberdeen and across northeastern South Dakota by offering a BS in agricultural business. Agtegra, the #1 ag retailer in North and South Dakota [12], is headquartered in Aberdeen. Agtegra employs 340 people in Aberdeen and a 30-mile radius and 406 who report to work within a 30-mile radius. [13]

Dacotah Bank, the 15th largest ag lender in the United States, is headquartered in Aberdeen. More than 33% of Dacotah Bank's loans are concentrated in agriculture. Graduates of Agricultural Business programs are needed in the 8 banks headquartered in the state that make the American Banker Association's top 100 Agricultural Banks by Dollar Volume, including Wells Fargo (#2), Dacotah Bank (#15), First Dakota National Bank (#39), Bankwest (#49), First National Bank in Sioux Falls (#55), First Bank & Trust (#57), American Bank & Trust (#62), and Citibank (#74). [14]

[12] Croplife 100: Top 5 Ag Retailers Based in the Dakotas. <https://www.croplife.com/croplife-top-100/croplife-100-top-5-ag-retailers-based-in-the-dakotas/>

[13] Agtegra Human Resources, digital communication, November 2023.

[14] American Bankers Association. Top 100 Agricultural Banks by Dollar Volume. Updated 13 October 2023. <https://www.aba.com/news-research/analysis-guides/top-100-agricultural-banks-by-dollar-volume>

Student Demand

27. Provide evidence of student completers/graduates at that degree level at peer institutions that offer the same/similar program using data obtained from IPEDS.

Peer Institution: Regional and Competitive institutions. Choose programs not already listed in question 11. Use the most recent year available.

University Name	State	Program Name	Number of Degrees Conferred in Program	Total Number of Conferrals at Level (Undergrad or Grad)
Fort Hays State University	KS : Kansas	BS in Agricultural Business	55	3001
Northwest Missouri State University	MO : Missouri	BS in Agricultural Business	60	1118
Truman State University	MO : Missouri	BS in Agricultural Science, Agricultural Business Specialization	23	913

28. What evidence suggests there is interest from prospective students for this program at the university?

Hundreds of students from SD, ND, and Minnesota inquire about studying Agricultural Business at Northern State University, but very few of those who inquire about this field actually apply to Northern. The Office of Admissions extracted inquiries for first time, full time students interested in starting college in 2021, 2022, 2023, or 2024, and their list includes 557 inquiries and applicants who listed an interest in agribusiness or agriculture. Of the 557 students interested in agribusiness or agriculture who inquired, only 32 applied to Northern State University.

Among this pool of inquiries and applicants, the vast majority (71.5%) are from North Dakota, Minnesota, northeastern South Dakota, and central-northwestern South Dakota. Students who grew up on or work on farm/ranch operations in northeastern South Dakota, southeastern North Dakota, and western Minnesota have expressed a desire to attend college closer to their family's operation/their work so they can help or stay employed during college. Through the BS in Agricultural Business, Northern State University will better serve students in this region, provide robust workforce skills for the students, and meet workforce demand for employers.

Using the National Student Clearinghouse, Northern found that 40% of the 557 students who inquired about agricultural business or agriculture at Northern did NOT enroll in any college. Among the 334 who went on to enroll in a college, 73 enrolled in college in North Dakota. Northern's BS in Agricultural Business will specifically recruit the hundreds of students who are choosing not to attend college at all as well as the students who inquire at Northern and choose to enroll in North Dakota or Minnesota.

Finally, Northern will better serve the students who choose to attend Northern already and move into careers into the many agricultural business industries in Aberdeen and the surrounding region. Through the BS in Agricultural Business, Northern will better prepare our students who are already heading to careers in agribusiness.

Enrollment

29. Are students enrolling in this program expected to be new to the university or redirected from existing programs at the university?

Students are expected to be new to Northern State University, as demonstrated by the current gap of 32 out of 557 between those who apply to Northern and those who inquire about agricultural business or agriculture programs at Northern State University. To estimate enrollments, Northern estimated that a portion of our current Business Administration or Business Management students will switch to the BS in Agricultural Business; that a portion of the students who inquire at Northern but currently choose not to attend college or choose to attend in North Dakota or western Minnesota will enroll at Northern; and that a number of adult learners working in agribusiness industries in the region who have some college no degree will choose to complete their degree at Northern with the flexible delivery of courses - because all courses in the 120 credit major are currently offered online or HyFlex by Northern State University or SDSU.

30. Complete the enrollment worksheet to provide an enrollment projection for the next six academic years

Worksheet Completed

Yes

31. What is the minimum number of students required in this program to break even, with respect to the budget?

fewer than 6

32. Discuss the assumptions informing your enrollment estimates.

(e.g. current enrollment and trends in similar programs, IPEDS data, recruitment strategies, partnerships)

As mentioned in #28, Northern State University Office of Admissions for 2021, 2022, 2203, or 2024 starts revealed 557 inquiries and applicants who listed an interest in agribusiness or agriculture. Of the 557 students interested in agriculture who are inquiries or applicants, only 32 applied to Northern State University. This shows there is a demand for Northern's BS in Agricultural Business.

To estimate enrollments, Northern estimated that a portion of our current Business Administration or Business Management students will switch to the BS in Agricultural Business; that a portion of the students who inquire at Northern but currently choose not to attend college or choose to attend in North Dakota or western Minnesota will enroll at Northern; and that a number of adult learners working in agribusiness industries in the region who have some college no degree will choose to complete their degree at Northern with the flexible delivery of courses - because all courses in the 120 credit major are currently offered online or HyFlex by Northern State University or SDSU.

The credits in the enrollment projections and financial health Excel file are based on the 78 credits in the agribusiness major, with 12 of those credits being offered by SDSU. NSU will deliver 66 of the 78 credits of the major program. Working from a 120 credit major, Northern's financial projections and enrollment projections use the figure of 108 credits for Northern State University coursework in the program.

33. If projected program enrollment is not realized in year two, what actions is the university prepared to take?

If projected program enrollments are not realized in year two Northern State University will grow program enrollments by:

- * Expanding already strong partnerships with area employers to develop scholarships and tuition support for employees earning their BS in Agribusiness.
- * Engaging Northern's Business Advisory Committee and Banking and Financial Services Advisory Committee to develop leads for possible students in the program and to spread the word/marketing materials about the program.
- * Soliciting feedback from students in the program to develop testimonials for marketing materials and drip campaigns.
- * Purchasing names to grow the funnel of potential students.

34. Discuss the marketing and recruitment plan for the program

Include information on partnerships and pipelines (e.g. articulation agreements with BOTE, collaboration with partner university, community partnerships).

The School of Business will allocate marketing funds to create awareness of the BS in Agricultural Business. School of Business faculty will visit area high schools to meet with students taking agribusiness courses in the high school tech programs. The School of Business will communicate with area high school counselors and will promote Northern's Business Programs, including the BS in Agricultural Business, to the school counselors.

The Northern Academy will promote Northern's BS in Agricultural Business as a career and academic pathway for High School Dual Enrollment students who take their courses on campus at Northern.

The School of Business will work with academic advisors, Athletics, and our current NSU undergraduate students to promote the program on campus.

Northern State University is home to one of only four Pheasants Forever chapters in the nation, and School of Business faculty will meet with NSU students active in the Pheasants Forever chapter to promote Northern's BS in Agricultural Business. [15]

The School of Business will work with community partners, including the business leaders who serve on the School of Business Advisory Boards; the Aberdeen Development Corporation; the Chamber of Commerce; the City of Aberdeen and surrounding rural communities in northeastern South Dakota, southeastern North Dakota, and western Minnesota; and major agricultural businesses in the region, including Agtegra, Glacial Lakes Energy, and AGP to develop awareness of Northern's new BS in Agricultural Business and the University's efforts to supply students with workforce skills and meet workforce demands in the region.

[15] Pheasants Forever. <https://northern.edu/news/maroon-new-orange-taking-aim-tradition-pheasant-opener>

[16] Northern State University Pheasants Forever Collegiate Chapter is One of Four in the Nation.

<https://aberdeeninsider.com/northern-state-pheasants-forever-collegiate-chapter-is-one-of-four-in-the-nation/>

Financial Health

35. Complete the budget worksheet to provide a budget projection for the next six academic years.

Worksheet Completed	Yes
---------------------	-----

Financial Health Summary						
	1st FYxx	2nd FYxx	3rd FYxx	4th FYxx	5th FYxx	6th FYxx
Tuition & Fee Revenues	31748	50874	83005	108633	129671	142294
Program Expenses	16718	16718	16718	17168	17618	18068
NET	15030	34156	66287	91465	112053	124226
Other Supporting Revenues						
NET (Other)	15030	34156	66287	91465	112053	124226

36. Explain the amount and source(s) of any one-time and continuing investments in personnel, professional development, release time, time redirected from other assignments, instructional technology and software, other operation and maintenance expenses, facilities, etc., needed to implement the proposed major.

Address off-campus or distance delivery separately.

A \$1,000.00 travel stipend is included each year in case there is a faculty member who attends a conference or presents research on an agribusiness topic. A \$150.00 faculty stipend was allocated for each graduating student's internship coordinator.

37. If new faculty are not requested, describe how existing faculty will be utilized and indicate whether this action will impact other existing programs.

Northern's BS in Agricultural Business program has 78 credits. Twelve of these credits or 4 classes, will be taught by South Dakota State University faculty. There is only one new course in the proposal, AGB/BADM 481/581, that will be added to the School of Business courses. This course will be taught by a current faculty member as a course in their load, as overload, or by an adjunct faculty member. The remaining courses are currently being offered in the School of Business and are taught by the current faculty in various disciplines. As enrollments in the program grow, Northern will add additional sections of courses as needed to support the growth.

38. Is the university requesting or intending to request permission for a new fee or to attach an existing fee to the program?.

Requesting Permission for Fee?	Yes, existing fee
Explanation	The only fee attached to this program is the Business Program Fee that is applied to all business courses.

39. Use the table below to describe potential risks to the program's implementation over the next four years.

For each risk, identify the severity (low, medium, high), probability of occurrence (low, medium, high) and the institution's mitigation strategy for each risk.

Risk	Severity	Probability	Mitigation Strategy
low enrollment	Medium	Low	actively recruit students through methods outlined above.
need to hire faculty to support program	Medium	Medium	credit production must be high enough to hire additional faculty
courses from SDSU not available for NSU students	Medium	Medium	NSU dean and SDSU dean/chair work together directly to ensure students are supported and enough seats are available.

External Review

40. If this proposal is for a graduate program, provide information below for at least five potential consultants who may be considered to conduct the external review.

Reviewer Name	Title	Institution
/		
/		
/		
/		
/		

Additional Information

41. (Optional) Use this space to provide pertinent information not requested above that may assist the Board in understanding the proposal.

Letters of support are included from agribusiness industries in Aberdeen and the region.

Approvals

University Approval

To the Board of Regents and the Executive Director: *I certify that I have read this proposal, that I believe it to be accurate, and that it has been evaluated and approved as provided by university policy.*

President of the University	Date
	1/1/1970

Academic Affairs, Provost	Date
	1/1/1970

Finance and Administration, Vice President	Date
	10/8/2024

Veronica Paulson

Enrollment Management, Vice President	Date
	10/8/2024

Eric D Kline



March 18, 2024

Dear Members of the Board of Regents and Executive Director Lukkes,

As CEO of Agtegra, I write in support of Northern State University offering a BS in Agricultural Business degree.

Headquartered in Aberdeen, we employ more than 900 employees in South Dakota and North Dakota. Like many employers, we are experiencing workforce shortages across our company and at various levels and roles, and we have a need for employees with degrees in agricultural business.

It is my understanding is that Northern State University's BS in Agricultural Business will apply the fundamentals of business to agriculture and related industries. Students will study management of operations, financial analysis, data analytics, commodity markets, trade, and marketing and advance that knowledge in upper-level courses in agricultural business.

NSU's proposed program requires a 3-credit internship in agricultural business where students apply what they learn with agriculture business employers in the region.

Agtegra would actively recruit Northern State University students majoring in agricultural business to apply to our internship program. Agtegra would also like the opportunity to engage with students in a variety of ways throughout the Agricultural program. This may include classroom presentations or visits by company subject matter experts; company location tours and on-site education/information sessions; continued participation in career fairs; and other events that may be mutually beneficial for the agriculture business students and Agtegra.

Northern State University's BS in Agricultural Business will provide students the opportunity to work in the largest industry in the region. Agriculture is a vital part of the economy of Brown County and surrounding counties. By offering a BS in Agricultural Business, NSU will better serve industries in northeastern South Dakota and neighboring counties and states by educating a workforce that is prepared to contribute to the agriculture business industry for years to come.

Sincerely,

A handwritten signature in black ink, appearing to read "Jason Klootwyk".

Jason Klootwyk, CEO



Dear Members of the Board of Regents and Executive Director Lukkes,

As Director of HR at Glacial Lakes Energy, LLC I write in support of Northern State University offering a BS in Agricultural Business degree.

Headquartered in Watertown and with locations in Mina, Aberdeen, and Huron we employ more than 200 employees in northeastern South Dakota.

We have experienced workforce shortages across our company, and one need we have is for employees with degrees in agricultural business.

Northern State University's BS in Agricultural Business will apply the fundamentals of business to agriculture and related industries. Students will study management of operations, financial analysis, data analytics, commodity markets, trade, and marketing through the program and apply and advance that knowledge in upper-level courses in agricultural business.

Northern's proposed program requires a 3-credit internship in agricultural business where students apply what they learn with one of hundreds of agriculture business employers in the region. Glacial Lakes Energy, LLC would actively recruit Northern State University students majoring in agricultural business to our internship program.

Northern State University's BS in Agricultural Business will provide students in northeastern South Dakota the opportunity to work in the largest industry in the region. Agriculture is a vital part of the economy of Brown County. Brown County has the second highest number of jobs within agriculture, forestry, and related industries. Brown County also ranks second in economic output from agriculture, forestry, and related industries – at more than \$2.77 billion. By offering a BS in Agricultural Business, Northern State University will better serve industries in northeastern South Dakota by educating a workforce prepared to contribute to the agriculture business industry in the region.

Sincerely,

Tara Crowder
Director of HR



January 22, 2024

Dear Members of the Board of Regents and Executive Director Lukkes,

As CEO of Ag Processing Inc (AGP), I write in support of Northern State University offering a BS in Agricultural Business degree.

Headquartered in Omaha, we employ more than 60 people in northeastern South Dakota at our Aberdeen, SD facility. We are experiencing workforce shortages across our company, and one need we have is for employees with degrees in agricultural business.

Northern State University's BS in Agricultural Business will apply the fundamentals of business to agriculture and related industries. Students will study management of operations, financial analysis, data analytics, commodity markets, trade, and marketing through the program and apply and advance that knowledge in upper-level courses in agricultural business. Northern's proposed program requires a 3-credit internship in agricultural business where students apply what they learn with one of hundreds of agriculture business employers in the region. AGP would actively recruit Northern State University students majoring in agricultural business to our internship program. Northern State University's BS in Agricultural Business will provide students in northeastern South Dakota the opportunity to work in the largest industry in the region.

Agriculture is a vital part of the economy of Brown County. Brown County has the second highest number of jobs within agriculture, forestry, and related industries. Brown County also ranks second in economic output from agriculture, forestry, and related industries – at more than \$2.77 billion.

By offering a BS in Agricultural Business, Northern State University will better serve industries in northeastern South Dakota by educating a workforce prepared to contribute to the agriculture business industry in the region.

If you have any questions or concerns, don't hesitate to contact me at 402-498-5559.

Sincerely,

A handwritten signature in black ink, appearing to read "Chris Schaffer". The signature is fluid and cursive.

Chris Schaffer – Chief Executive Officer (CEO) AGP



**SOUTH DAKOTA BOARD OF REGENTS
ACADEMIC AFFAIRS FORMS**

Proposed Curriculum Summary

UNIVERSITY:	Choose an item.
PROPOSED PROGRAM:	BS in Agricultural Business

Required General Education Courses Specific to Major

(Please list if any general education courses are required for the proposed major. If not, leave blank.)

Prefix	Number	Course Title <i>(add or delete rows as needed)</i>	General Education Goal
BIOL	284	Soils and the Environment	
GEOG	131/L	Weather and Climate	

Required Support Courses Outside the Major

(Not general education requirements)

Prefix	Number	Course Title <i>(add or delete rows as needed)</i>	Credit Hours	New (yes, no)
				No
				No
				No
				No
				No
Subtotal				

Major Requirements

Prefix	Number	Course Title <i>(add or delete rows as needed)</i>	Credit Hours	New (yes, no)
ACCT	210	Principles of Accounting I	3	No
ACCT	211	Principles of Accounting II	3	No
BADM	102	Professional Development and Planning	1	No
BADM	220	Business Statistics	3	No
BADM	224	Business Communications	3	No
BADM	310	Business Finance	3	No
BADM	350	Legal Environment of Business	3	No

BADM	360	Organization and Management	3	No
BADM	370	Marketing	3	No
BADM	457	Business Ethics	3	No
BADM	459	Analytics	3	No
BADM	460	Human Resource Management	3	No
BADM	469	Project Management	3	No
BADM	482	Business Policy and Strategy	3	No
CSC	273	Spreadsheet Data Analysis	3	No
ECON	201	Principles of Microeconomics	3	No
ECON	202	Principles of Macroeconomics	3	No
FYS	101	First Year Seminar	2	No
MIS	325	Management Information Systems	3	No
AGEC	354	Agricultural Marketing and Prices	3	Yes
AGEC	364	Intro to Cooperatives	3	Yes
AGEC	471	Advanced Farm and Ranch Management	3	Yes
AGEC	479	Agricultural Policy	3	Yes
BADM	481/581	Agribusiness Entrepreneurship in Practice	3	Yes
BADM	418/518	Financial Futures and Options	3	No
BADM	449/549	Commercial and Ag Lending	3	No
BADM	492/592	Internship in Agricultural Business	3	No
Subtotal			78	

Major Electives: List courses available as electives in the program. Indicate any proposed new courses added specifically for the major.

Prefix	Number	Course Title <i>(add or delete rows as needed)</i>	Credit Hours	New (yes, no)
				No
				Choose an item.
				Choose an item.
				Choose an item.

ESTIMATES	FISCAL YEARS*					
	1st Year	2nd Year	3rd Year	4th Year	5th Year	6th Year
Students new to the university	4	4	8	8	10	11
Students from other university programs	3	2	1	1	2	2
Students off-campus or distance continuing students	1	2	2	2	3	3
		5	11	18	21	23
Total students in the program (fall)	8	13	22	29	36	39
Program credit hours (major Courses)**	128	208	352	464	576	624
Graduates			2	4	6	8

**Do not include current fiscal year.*

***This is the total number of credit hours generated by students in the program in the required or elective program courses. Use the same numbers in Appendix B – Budget.*

INSTITUTION, PROGRAM NAME

FINANCIAL HEALTH SUMMARY						
	1st	2nd	3rd	4th	5th	6th
	FY26	FY27	FY28	FY29	FY30	FY31
TUITION & FEE REVENUES	31,748	50,874	83,005	108,633	129,671	142,294
PROGRAM EXPENSES	16,718	16,718	16,718	17,168	17,618	18,068
NET (T&F REVENUES LESS PROGRAM EXPENSES)	15,031	34,156	66,287	91,465	112,054	124,226
OTHER SUPPORTING REVENUES	-	-	-	-	-	-
NET AFTER OTHER SUPPORTING REVENUES	15,031	34,156	66,287	91,465	112,054	124,226

FINANCIAL HEALTH SUMMARY - EXPANDED

	1st	2nd	3rd	4th	5th	6th
	FY26	FY27	FY28	FY29	FY30	FY31
PROGRAM TUITION AND FEE REVENUES						
<i>Estimated # of Students Enrolled</i>	8	13	22	29	36	39
Tuition (Net of HEFF)	27,970	44,819	73,126	95,704	114,238	125,359
Program Fees	3,779	6,055	9,879	12,929	15,433	16,935
Total Program Tuition and Fee Revenues	31,748	50,874	83,005	108,633	129,671	142,294

PROGRAM EXPENSES

Personal Services						
FTE - Faculty	0.13	0.13	0.13	0.13	0.13	0.13
FTE - NFE / CSA	0.00	0.00	0.00	0.00	0.00	0.00
# of Adjunct Course	0	0	0	0	0	0
# of GA's	0	0	0	0	0	0
Salary	12,500	12,500	12,500	12,500	12,500	12,500
Benefits	3,218	3,218	3,218	3,218	3,218	3,218
Sub-Total Personal Services	15,718	15,718	15,718	15,718	15,718	15,718
Chk	-	-	-	-	-	-
Operating Expenses (OE)						
Travel	1,000	1,000	1,000	1,450	1,900	2,350
Contractual Services	-	-	-	-	-	-
Supplies and Materials	-	-	-	-	-	-
Grants and Contracts	-	-	-	-	-	-
Capital Assets	-	-	-	-	-	-
Faculty Start-Up	-	-	-	-	-	-
Sub-Total Personal Services	1,000	1,000	1,000	1,450	1,900	2,350
Chk	-	-	-	-	-	-
Total Program Expenses	16,718	16,718	16,718	17,168	17,618	18,068
Chk	-	-	-	-	-	-
NET (T&F Revenues less Program Expenses)	15,031	34,156	66,287	91,465	112,054	124,226

OTHER SUPPORTING REVENUES

General Funds - New	-	-	-	-	-	-
General Funds - Redirect	-	-	-	-	-	-
Institutional Support	-	-	-	-	-	-
Private / Gifts	-	-	-	-	-	-
Industry Support	-	-	-	-	-	-
Other	-	-	-	-	-	-
Total Other Supporting Revenues	-	-	-	-	-	-
NET AFTER OTHER SUPPORT REVENUES	15,031	34,156	66,287	91,465	112,054	124,226
Chk	-	-	-	-	-	-

INSTITUTION, PROGRAM NAME
NEW TUITION AND FEE REVENUE PROJECTIONS

1st 2nd 3rd 4th 5th 6th
FY26 FY27 FY28 FY29 FY30 FY31

ENROLLMENT PROJECTIONS

Full-Time

Pgy 1	4	4	8	8	10	11
Pgy 2	3	5	6	7	7	9
Pgy 3	-	2	3	4	6	6
Pgy 4	-	-	-	3	4	4
Sub-Total	7	11	17	22	27	30

Part-Time

Pgy 1	1	1	1	1	1	1
Pgy 2	-	1	2	2	2	2
Pgy 3	-	-	2	2	2	2
Pgy 4	-	-	-	2	2	2
Pgy 5	-	-	-	-	2	2
Sub-Total	1	2	5	7	9	9

Total	8	13	22	29	36	39
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Notes:

PROGRAM CREDITS TAKEN (MAJOR, IN DISCIPLINE)

Full-Time

Pgy 1	16.50	16.50	16.50	16.50	16.50	16.50
Pgy 2	16.50	16.50	16.50	16.50	16.50	16.50
Pgy 3	-	16.50	16.50	16.50	16.50	16.50
Pgy 4	-	-	16.50	16.50	16.50	16.50
Total	33	50	66	66	66	66

Part-Time

Pgy 1	9	9	9	9	9	9
Pgy 2	-	9	9	9	9	9
Pgy 3	-	-	9	9	9	9
Pgy 4	-	-	-	9	9	9
Total	9	18	27	36	36	36

Notes: The BS in Agribusiness requires 78 credits in the major. 12 of these credits will be taken through SDSU. This leaves 66 credits within the major to be taken at NSU. Sixty-six credits were divided by 4 to average the 66 credits over the standard 4 year college degree.

TOTAL CREDIT HOURS GENERATED (MAJOR, IN DISCIPLINE)

Full-Time

Pgy 1	66	66	132	132	165	182
Pgy 2	50	83	99	116	116	149
Pgy 3	-	33	50	66	99	99
Pgy 4	-	-	-	50	66	66
Sub-Total	116	182	281	363	446	495

Part-Time

Pgy 1	9	9	9	9	9	9
Pgy 2	-	9	18	18	18	18
Pgy 3	-	-	18	18	18	18
Pgy 4	-	-	-	18	18	18
Sub-Total	9	18	45	63	63	63

Total	125	200	326	426	509	558
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Notes:

INSTITUTION, PROGRAM NAME
PROGRAM EXPENDITURES - PERSONAL SERVICES

1st 2nd 3rd 4th 5th 6th
FY26 FY27 FY28 FY29 FY30 FY31

FACULTY

Faculty / Administrator - 12 Mos		Annualized					
FTE		0.125	0.125	0.125	0.125	0.125	0.125
Salary	100,000	12,500	12,500	12,500	12,500	12,500	12,500
Benefits		3,218	3,218	3,218	3,218	3,218	3,218
Total		15,718	15,718	15,718	15,718	15,718	15,718

Notes: The only new course for NSU is BADM480/580. This equates to 1 course out of a faculty's usual 8-course load. It could also be assigned as an overload if needed. Four of the agribusiness courses will be taught by SDSU faculty. The remaining courses are currently being taught by the NSU School of Business faculty.

Faculty - 12 Mos		Annualized					
FTE		0.00	0.00	0.00	0.00	0.00	0.00
Salary	-	-	-	-	-	-	-
Benefits		-	-	-	-	-	-
Total		-	-	-	-	-	-

Notes:

Faculty - 9 Mos		Annualized					
FTE		0.00	0.00	0.00	0.00	0.00	0.00
Salary	-	-	-	-	-	-	-
Benefits		-	-	-	-	-	-
Total		-	-	-	-	-	-

Notes:

Adjunct		Avg Per Course					
# of Courses		0	0	0	0	0	0
Salary	-	-	-	-	-	-	-
Benefits		-	-	-	-	-	-
Total		-	-	-	-	-	-

Notes:

Faculty Sub-Total							
FTE		0.125	0.125	0.125	0.125	0.125	0.125
Adjunct Course Count		0	0	0	0	0	0
Salary		12,500	12,500	12,500	12,500	12,500	12,500
Benefits		3,218	3,218	3,218	3,218	3,218	3,218
Total		15,718	15,718	15,718	15,718	15,718	15,718

NFE / CSA

Program Advisor		Annualized					
FTE		0.00	0.00	0.00	0.00	0.00	0.00
Salary	-	-	-	-	-	-	-
Benefits		-	-	-	-	-	-
Total		-	-	-	-	-	-

Notes:

Program Assistant		Annualized					
FTE		0.00	0.00	0.00	0.00	0.00	0.00
Salary	-	-	-	-	-	-	-
Benefits		-	-	-	-	-	-
Total		-	-	-	-	-	-

Notes:

Other		Annualized					
FTE		0.00	0.00	0.00	0.00	0.00	0.00
Salary	-	-	-	-	-	-	-

Notes:

INSTITUTION, PROGRAM NAME

PROGRAM EXPENDITURES - OPERATING EXPENSES (OE)

1st 2nd 3rd 4th 5th 6th
 FY26 FY27 FY28 FY29 FY30 FY31

TRAVEL

Faculty Research/Conferences	1,000	1,000	1,000	1,000	1,000	1,000
Faculty Stipend for Internship Coordination	-	-	-	450	900	1,350
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Total	1,000	1,000	1,000	1,450	1,900	2,350

Notes: Faculty receive \$1,000.00 for travel each year. There will not be a faculty member dedicated to the Agribusiness program. However, there might be a faculty member travel to a conference or present research in the agribusiness discipline. The faculty stipend for the coordination of internships was calculated by taking the number of graduates in those years and multiplying it by \$150.00.

CONTRACTUAL SERVICES

Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Total	-	-	-	-	-	-

Notes:

SUPPLIES AND MATERIALS

Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Total	-	-	-	-	-	-

Notes:

GRANTS AND CONTRACTS

Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Total	-	-	-	-	-	-

Notes:

CAPITAL ASSETS

Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-

Notes:

INSTITUTION, PROGRAM NAME

PROGRAM EXPENDITURES - OPERATING EXPENSES (OE)

	1st FY26	2nd FY27	3rd FY28	4th FY29	5th FY30	6th FY31
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Total	-	-	-	-	-	-

FACULTY START-UP

Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Description	-	-	-	-	-	-
Total	-	-	-	-	-	-

Notes:

TOTAL OPERATING EXPENSES (OE)

TRAVEL	1,000	1,000	1,000	1,450	1,900	2,350
CONTRACTUAL SERVICES	-	-	-	-	-	-
SUPPLIES AND MATERIALS	-	-	-	-	-	-
GRANTS AND CONTRACTS	-	-	-	-	-	-
CAPITAL ASSETS	-	-	-	-	-	-
FACULTY START-UP	-	-	-	-	-	-
Total	1,000	1,000	1,000	1,450	1,900	2,350

INSTITUTION, PROGRAM NAME
OTHER RESOURCE IMPLICATIONS

PLEASE PROVIDE NARRATIVE REGARDING ANY NEW NEEDS OR IMPACT TO THE FOLLOWING SUPPORT AREAS

CLASSROOMS:

Classrooms on campus will be utilized for the courses in this program. There are no unique classrooms needs. The courses are lecture, discussion, and project based. The current classrooms and the classrooms in the new business building meet these needs.

OTHER PHYSICAL FACILITIES: Faculty offices, student space, labs, seminar rooms, etc.

No new faculty offices are needed. No student space, labs, seminar rooms, etc. are needed for the program.

TECHNOLOGY RESOURCES: Computer labs, software, network/internet, Audio-visual / telecommunications, wireless connectivity, etc.

The technology needed for this program already exists on campus. This includes D2L, Wifi, HyFlex technology, and wireless connectivity.

LIBRARY SERVICES: Staffing, collections (books, ebooks, journals, subscriptions), study space, etc.

The current library services, including books, ebooks, journals and subscriptions, meet the needs of the program. The study space is also adequate for the program.

REGISTRAR: Student records support, classroom scheduling support, etc.

This program is not expected to cause excess work for the registrar. The School of Business faculty and staff schedule the courses and reserve the classrooms.

MARKETING & ENROLLMENT SERVICES: program marketing, program recruitment, etc.

The School of Business will work with the NSU marketing department to develop marketing materials. The School of Business will work closely with admissions to help recruit students.

STUDENT SUPPORT: International student support, health counseling, career services, housing, scholarship, etc.

The university Student Success Center will help with student support including academic support and career services. The School of Business has an academic advisor to help schedule courses. Counseling s

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