

May 07, 2019

South Dakota Board of Technical Education

RE: Southeast Technical Institute
Letter of Notification of New Academic Program

Dear Chairman Dykhouse and Members of the Board of Technical Education:

Southeast Tech will be launching a new AgriBusiness emphasis which will be embedded within its current Associate of Applied Science in Business Administration degree. The degree is focused on providing education for entry level positions which support farming and ranching operations. Graduates will be able to seek positions in the banking; insurance; implement and seed sales; and in operations management.

The sequence of courses will be outlined in the attached program flyer. The program development involved several industry focus groups which included companies such as Wells Fargo, Poet Nutrition, Smithfield Food, Simplot Growers Solutions, Pipestone Systems, First Dakota, Eastern Farmers Association, Farmers Business Network, and Farm Credit Services of America.

Southeast Tech is geographically positioned to provide support to the expanding agriculture industry in southeast South Dakota, western Minnesota, along with northern Iowa and Nebraska.

Southeast Tech will be utilizing current business courses and taking advantage of courses within the new Veterinary Technician program. There will be several new courses that would provide a student within insight and training on the farming and ranching industry.

New Class Descriptions for the AgriBusiness Program:

BUS 103 – Introduction to Agri Business 3 Credit Hours (3:0)

This introductory course to Agri Business will explore the startup, operation and management of an Agribusiness, Agricultural Economics, the Agribusiness Input Sector, and the Agribusiness Output Sector – AgriMarketing, which assists in moving food and fiber from farms and ranches to the consumer. Personal Financial Management and Farm Management will also be explored.

ECON 245 Introduction to Economics 3 credits (3:0)

Introduction to the basic economic concepts of supply and demand analysis, competition, resource allocation, pricing and the market system. The market will be analyzed as firms strive to maximize profit and other elements of the market structure seek to exhibit maximizing behaviors affecting price, output and competition.

BUS 155 Business Statistics 3 credits (2:2)

The course is an introduction to basic probability and statistical methods that are used in a wide variety of disciplines. Topics include: descriptive statistics: histograms, the average, the standard deviation, the normal curve, correlation. In addition inferential statistics, which draw conclusions from data that are subject to random variation (e.g., observational errors, sampling variation).

BUS 175 COMMODITY FUTURES AND OPTIONS 3 Credits (2:2)

An overview of key topics in the futures industry and how to use futures and options contracts to hedge price risk. Besides learning the fundamentals and the mechanics of futures, hedging, basis, price analysis and options, students will analyze agricultural commodity markets, generate trading proposals and initiate, manage and close positions. *Prerequisite:* Economics

HT 110 Introduction to Crop Science 3 credits (2:2)

This is an introductory course in agronomy with a goal to provide the general principles underlying crop production. The course examines the dynamics and functions of crop systems, influence of the environment on crop production, plant morphology and metabolism, crop growth and development. Focus will be on the growth stages of crops grown in the Midwest and different techniques for growing them. *Prerequisite:* HT 123 - Soils and Nutrition

BUS 291 Agribusiness Internship 3 credits

The Agribusiness internship experience is designed to supplement coursework with related agriculture work experience. Students will integrate knowledge into a real world setting of interest to the student. Student weekly reports as well as a final report and evaluation from the supervisor will be collected.

VET 130 - Intro to Animal Science 3 credits (2:2)

Designed to provide the student with an overview of industry practices in the beef, equine, sheep, poultry and swine industries, including animal husbandry, nutrition and health. Includes lab time at an animal facility.

MKT 211 Agricultural Marketing 3 credits (3:0)

Analysis of farm prices and the effect of supply, demand and institutional forces on farm income and farm income policy. This course will explore why marketing is the foundation for all successful agribusinesses. Effective product development, promotional activities, distribution and pricing will be evaluated. **Prerequisites:** Intro to Agribusiness and Economics.

BUS 201 Data Analytics for AgriBusiness 3 credits (2:2)

Students will use MS Excel to collect, organize, analyze, and report agriculture data to assist in decision making. In addition to the use of Advanced Excel Tools, Power BI Analytics will also be used to connect and transform data with visual reports and dashboards.

HT 245 Land and Resource Management

Exploring the impact of today's farming and ranching practices on the environment and natural resources including soil, water, air, trees, wetlands, rangeland, and wildlife. The course will focus on the conservation planning and management, and will develop the necessary skills to develop an ecosystem based conservation plan. Topics will include waste management, tillage, crop rotation, cover crops, weed management, fertilizer, and pesticide applications. **Prerequisites:** HT 123 and 123L, Crop Science HT 110

VET 225 – ANIMAL NUTRITION

Principles of Animal Nutrition deals with classification and function of nutrients, deficiency symptoms, digestive processes, characterization of feedstuffs, and formulation of diets for domestic animals. **Prerequisite:** Intro to Animal Science

BUSINESS ADMINISTRATION: AGRIBUSINESS

*Build your agriculture
business career today.*

Do you want a career in South Dakota's No. 1 industry? A Business Administration degree with an Agribusiness emphasis is a comprehensive business management program that supports farming and ranching operations. Students learn business principles along with crop science, soils and nutrition, animal science and nutrition, agricultural inputs and outputs and the impact of economics and globalization in the agriculture economy.

**IT'S
TIME
FOR
TECH**

**SOUTHEAST
TECH**

605.367.6040
admissions@southeasttech.edu
SOUTHEASTTECH.EDU/ADMISSIONS

APPLICATION PROCESS

Must be complete for acceptance into program.

- Complete the Southeast Tech Application.
- Submit your Official High School Transcript/GED Certificate.
- Submit your Official College Transcript(s), if applicable.
- Submit your ACT and SAT scores, if applicable.
- Complete the free Next-Generation ACCUPLACER, if required by Admissions.

Upon successful completion of the above, pay a \$75 non-refundable registration fee and take your next steps following the Accepted Student Checklist.

ADMISSION CRITERIA (1 OF THE FOLLOWING):

ACT	15
ACT Math	15
SAT	830-870
SAT Math	400
HS GPA	2.0 GPA
College GPA	2.0 GPA
<i>Based on 12+ credits</i>	
Professional Discretion	

If students do not meet one of the above requirements, they are required to take the Next-Generation ACCUPLACER:

Writing	255
Arithmetic	217

CAREER OPPORTUNITIES

Students who emphasize in Agribusiness find exciting careers in agricultural lending, data analytics, chemical or agricultural sales, crop insurance, agronomy, farm management and marketing. They may work at cooperatives, elevators, government agencies and family businesses.

CURRICULUM

FALL

College Math	3 credits
Intro to Computers	3 credits
Soils and Nutrition	3 credits
Intro to Economics	3 credits
Intro to Agribusiness	3 credits
Student Success Seminar	2 credits

SPRING

Business Statistics	3 credits
Commodity Futures and Options	3 credits
Composition	3 credits
Accounting I	4 credits
Intro to Crop Science	3 credits

SUMMER

Internship	3 credits
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FALL

Intro to Animal Science	3 credits
Data Analytics for Agribusiness	3 credits
Accounting II	4 credits
Technical Writing	3 credits
Agricultural Marketing	3 credits

SPRING

Land and Resource Management	3 credits
Project Management	3 credits
Principles of Selling	3 credits
Animal Nutrition	3 credits
Psychology in the Workplace	3 credits

Total Credits:

67 credits



COMPUTER REQUIREMENTS

Bring Your Own Laptop (BYOL). You may purchase a laptop on your own or from the Southeast Tech Support Center.

PROGRAM START DATES

- Fall (August)
- Spring (January)

Get ahead and start General Education courses early. You may be able to take them prior to your program start.