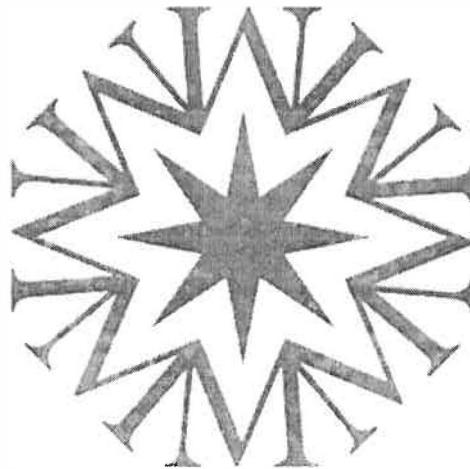


Management Education Programs



**Minnesota
STATE COLLEGES
& UNIVERSITIES**

Problem Statement

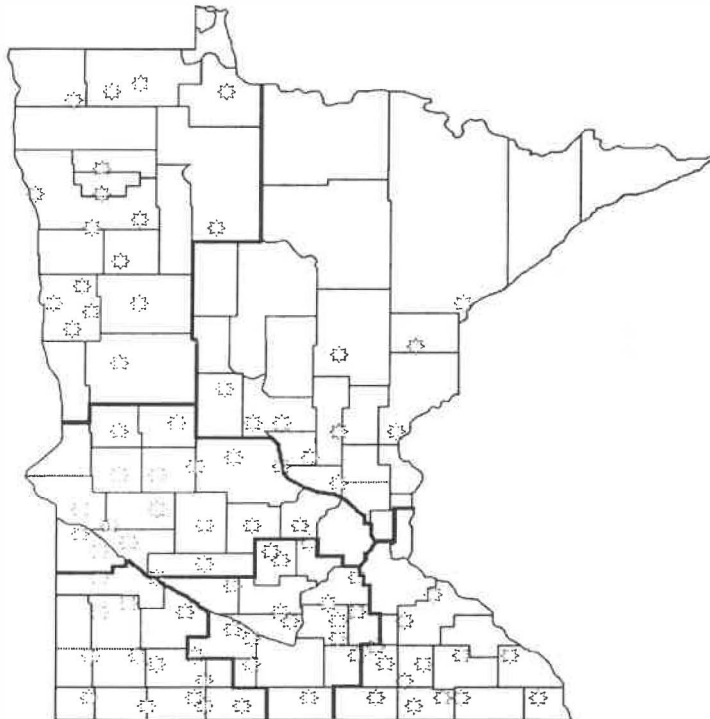
These long standing programs represent a major resource recognized statewide by the legislative, agriculture and business communities; however, their special instructional delivery method presents a significant financial strain on the 6 colleges where these programs are concentrated.

Why Invest Here?

- Students in the program have a significant economic impact on the state's economy.
- Reaches an important student population that would otherwise be “un-reached.”
- Key constituent groups support and expect the system to deliver education to the agriculture and small business industries. (Legislature, Department of Agriculture, Farm Service Agency)

Program Scope

	<u>FY99</u>	<u>FY04</u>
• Students	5,000	4,000
• FYE	1650	1300
• Sites	87	80
• Faculty	150	105



- Farm Business
- Small Business
- Computerizing Small Business
- Lamb and Wool
- Specialty Crop



Unique Program Design

The student centered approach is “by design.”

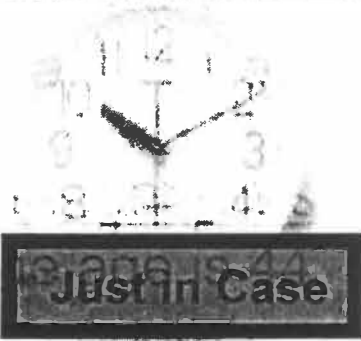
- Delivery of education at the business site
- Focus on Business and Personal Goals





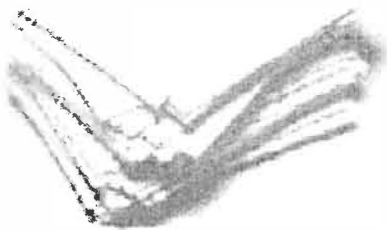
The Student

Management Education Programs provide education to a student population that is unlikely to access education in the traditional format.



The Management student:

- Average age is 44
- Owns or operates a business – typically in a rural community.
- Attend college on a part-time basis due to business and other employment commitments
- Is seeking a systematic process of education and evaluation focused on their business activity.
- Has an educational need that is different from other students/programs in our system.





The Student Perspective

- “I can’t say enough about this program! I have taken other classes but this is the only program that got right down to where my business was at.”
- “... it’s the one-on-one teaching in my own office that I am especially grateful for.”
- “I like that the instructor listens along with teaching. Sometimes it’s just good to have an ear to talk at during the high stress times of farming.”

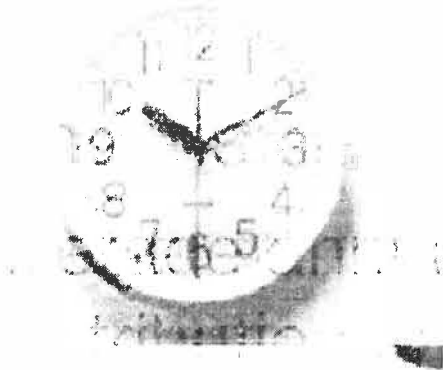
Sincerely,

The Management Student



Program Impact

Students of the program have been willing to share personal and financial information for educational and research purposes.



■ Farm Business Management

- Average annual student contribution to community: over \$400,000
- Total annual economic impact to Minnesota: over \$1.6 billion.

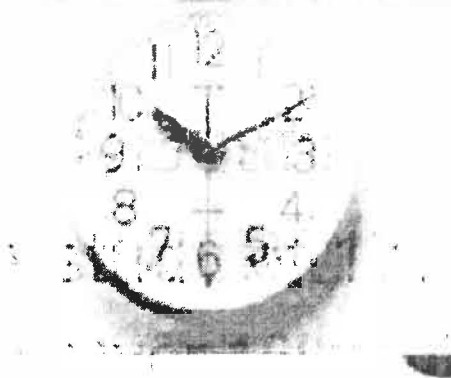
(annual student contribution x 4000 students)





Program Impact

Students of the program have been willing to share personal and financial information for educational and research purposes.



■ Small Business Management

- **A study of 177 SBM businesses:**

- **Over 1600 full & part-time jobs**
- **286 new jobs.**
- **Paid \$2,493,825 of Minnesota Sales Tax.**
- **Over \$150,000 in wages paid to employees by the average business.**

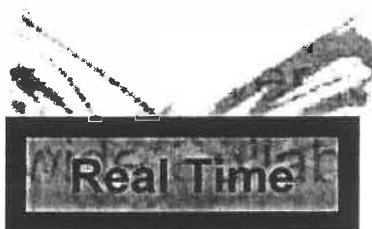
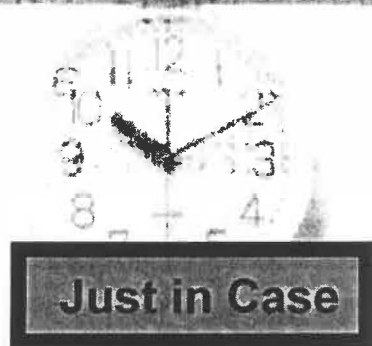


Real Impact



Legislative Proposal

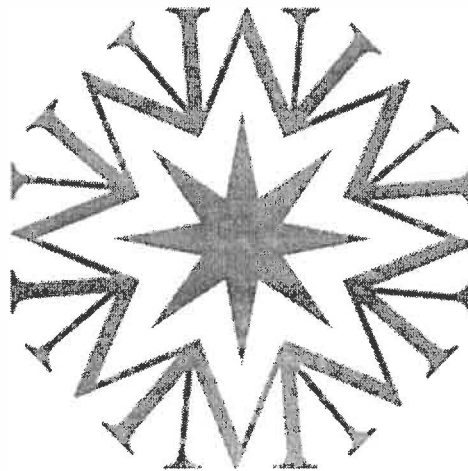
The initiatives listed below are included in the Minnesota State Colleges and Universities Legislative request for FY06-07 biennium. The total request is \$3 million.



- | | |
|---------------------------|-------------|
| ■ Student Support | \$1,500,000 |
| ■ Revenue Coverage | \$900,000 |
| ■ Statewide Collaboration | \$300,000 |
| ■ Diverse Needs | \$200,000 |
| ■ Capacity Building | \$100,000 |



Management Education Programs



**Minnesota
STATE COLLEGES
& UNIVERSITIES**

Minnesota Secondary Ag Programs

190 Secondary Agricultural Education Programs

240 Secondary Agricultural Education Teachers

20,000 students are served by Agricultural Education Programs in grades 10-12

4,000 students are served by Agricultural Education Programs in grades 7-9

These are the students that have the opportunity to be served by and benefit from the FFA Organization

Career and Tech Ed Local Levy Authority

Present Law:

Based on 2000-01 CTE Categorical Aid

12 million for CTE

4 million for Agricultural Education

Local District Example:

2000-01	\$16,057.38
2004-05	\$16,057.38

Career and Tech Ed Local Levy Authority

Limitations:

- *There is a cap placed on Local Levy Authority for CTE
- *No provision for new agricultural programs added to school districts
- *Does not allow for Levy support when expanding agricultural programs
- *No provision to allow school districts to keep the levy up to date with current costs from 4 years ago.