

# Management Education Programs



**Minnesota**  
STATE COLLEGES  
& UNIVERSITIES

# Problem Statement

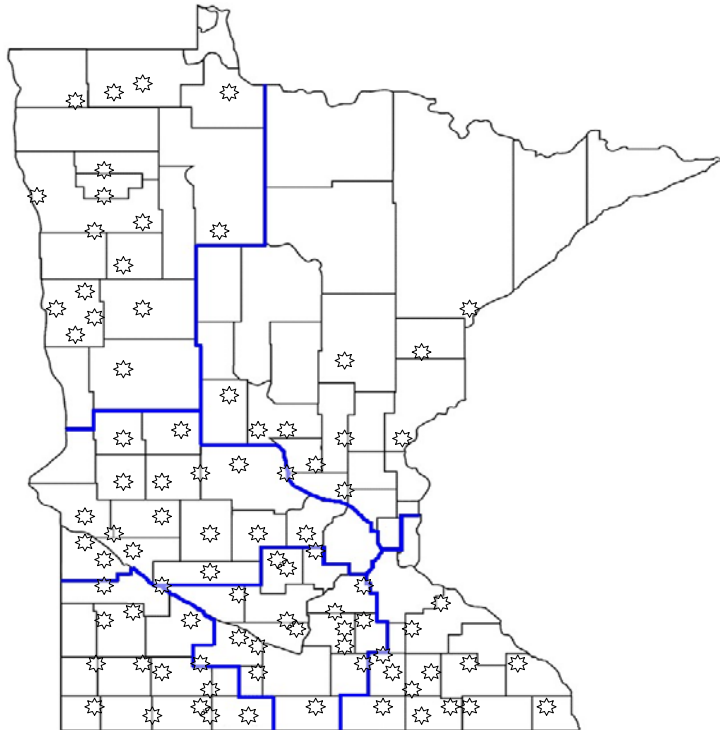
These long standing programs represent a major resource recognized statewide by the legislative, agriculture and business communities; however, their special instructional delivery method presents a significant financial strain on the 6 colleges where these programs are concentrated.

# 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



Just in Time



Just in Case

# 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.



Just in Time



Just in Case



# The Student Perspective



Just in Time

- “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.”



Just in Case

- “... it’s the one-on-one teaching in my own office that I am especially grateful for.”



Real Time

- “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)*

Real Impact



# Program Impact

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- **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**



**Just in Time**



**Just in Case**



**Real Time**



**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

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# 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.