March 30, 2006

This proposal describes how the Agribusiness major, which is presently being offered at Athens, can be offered at the UGA Griffin Campus.

Description of Agribusiness Major

The agribusiness major prepares students for professional careers in agribusiness marketing, management, and finance. Agribusinesses process and market food and fiber products, supply inputs to agricultural production, and manage agricultural production. Agribusiness majors learn economic principles and strategies for agribusiness marketing and management. Students take courses in agribusiness management, marketing, accounting, economic theory, communications, mathematics, computers, and agriculture. Students learn decision-making skills for agribusiness management, finance, marketing, sales, processing, manufacturing, transportation, and international trade. The agribusiness degree, provides career flexibility for students planning to work in private industry or government.

Practical Experience: Agribusiness students develop management and financial strategies using case study data and microcomputer programs. Students forecast market prices, develop strategies for marketing new agribusiness products, and participate in case studies. Students develop communication skills for more effective agribusiness management. The agribusiness program is enriched by student participation in internships and cooperative projects with agribusiness companies and government agencies.

Career Opportunities: The agribusiness program is designed to place students in businesses supplying inputs to agricultural production, processing, and transportation, in businesses engaged in food and fiber marketing, and in agencies that service and regulate agribusiness industries. Agribusiness majors develop skills to start their own businesses. Agribusiness accounts for 15 percent of the nation's total economic activity. The University of Georgia's agribusiness program is expected to play a major role in meeting the agribusiness education needs of the state, region, and nation.

Employment opportunities for U.S. college graduates with expertise in food, agriculture, and natural resources are expected to remain strong during the next five years according to the latest projections. Management and business will offer the most opportunities. There is expected to be a shortage of four thousand graduates annually in management and business occupations in the Food, Agricultural, and Natural Resources System. There are projected to be 24,000 annual openings compared to 20,200 graduates with expertise in these areas. In fact, of all projected jobs for college graduates in the food, agricultural, and natural resources system, just under half (46 percent) are projected to be in management and business occupations. Source: Goecker, Allan D., et al. Employment Opportunities for College Graduates in the U.S. Food, Agricultural, and Natural Resources System 2005-2010. USDA CSREES and Purdue University, 2005.

Program Requirements for the Agribusiness Major leading to a BSA degree
The proposed Agribusiness Major for the Griffin Campus is an upper division program, consisting primarily of third and fourth year courses. Entering students will be expected to have completed the lower division core requirements of 60 semester hours. The upper-division requirements for the Agribusiness Major in Griffin is identical to the requirements for the Agribusiness Major in Athens as follows:

**Entrance Requirements**
- Completion of Core Areas A-E.
- Applicants must meet UGA transfer admission requirements

**Major Requirements**
A baccalaureate degree program must require at least 21 semester hours of upper division courses in the major field and at least 39 semester hours of upper division work overall.

**Required Courses - 20 hours**
- AAEC 3040 or AAEC 3100
- AAEC 3400
- AAEC 3580-3580L
- ACCT 2102*

*Course will not be offered to the Agribusiness Major at Griffin

**Major Electives - 21 hours**
Choose fifteen hours from the following list of electives approved by the student's advisor
- AAEC 3010
- AAEC 3020
- AAEC 3040*
- AAEC 3100*
- AAEC 3200*
- AAEC 4610-4610L
- AAEC 3910*
- AAEC 4040-4040L*
- AAEC 4050 or AAEC 4930/6930*

* Courses proposed to be part of the Griffin curriculum

**Technical Agriculture - 3 hours**
Select three hours from the following list:
- ADSC 2010
- ADSC 3320
- CRSS 2010-2010L
- CRSS(FORS) 3060-3060L*
- CRSS 3270*
- CRSS 3270L
- POUL 2020-2020L

* Courses that part of the Griffin curriculum

**Verbal and Written Communication - 3 hours**
Select three hours from the following list:
- Any Foreign language*
ENGL 3590 or above  
MARK 4200 or MARK 4250 or MARK 4600  
SPCM 2300 or above*  
TELE 3010 or above  
*These courses will not be offered through the Agribusiness Major at Griffin  

General Electives - 18-19 hours  
Upper division (1-7 hours)  
Any level (1-19 hours)  
(At least twelve hours of course work must be at the 4000-level or above.)  

Total hours required  120  
(This total does not include the 1-hour P.E. requirement)  

**Availability of Required Courses Outside the Agricultural and Applied Economics Department**  

1. Students will need to have access to courses with which to satisfy the technical agriculture and written or verbal communication requirements. With the College of Agricultural and Environmental Sciences offering two other majors on the Griffin campus, several upper division courses are available to satisfy the technical agriculture requirement.  

2. Students are required to have 39 hours of upper division courses. The Agribusiness major requirements and major electives account for 32 of those hours. Thus, students must pick up another 7 upper division hours in either technical agriculture, verbal or written communication, or general electives.  

3. ACCT 2102 Accounting II (3 hours) is a major requirement in Agribusiness. This course is presently not offered on the Griffin campus, so students will be expected to take this course at another institution.  

4. The Agribusiness major requires that students take MATH 2110 or MATH 2210-2210L as a prerequisite for AAEC 3580-3580L. Since MATH 2110 is taught only at UGA in Athens, students will need to take MATH 2210-2210L at another institution.  

**Faculty Required for the Agribusiness Major at Griffin**  

Courses for the Agribusiness Major at Griffin will be taught by AAE faculty on the Griffin Campus and supplemented by distance education as needed. Upper-division general and restricted electives will be taken from courses currently being taught on the Griffin Campus. The University of Georgia’s plan for adding majors to the Griffin Campus includes the addition of 1.0 EFT Instruction in FY07 and 2.0 EFT Instruction in FY08 to support the Agribusiness Major. The proposed budget for each position is $85,000 in salary and $15,000 in start-up and operating expenses. These EFTs will allocated to new and existing tenure-track faculty as needed. Thus, a total of $300,000 of continuous funding is required to fully support the
Agribusiness Major at Griffin. Courses offered as part of the Agribusiness Major may be used by other majors on the Griffin Campus, including the proposed Consumer Economics Major. Likewise, courses offered by Consumer Economics faculty may serve as electives to students in the Agribusiness Major.
Appendix A
Proposal for an External Degree
The University of Georgia

Institution: University of Georgia  Date: 23 March 2006

College/School/Division: College of Agricultural & Environmental Sciences

Department: Agricultural and Applied Economics

Degree (please indicate whether this is a stand-alone degree): BSA

Major: Agribusiness

CIP Code: ________________________________

Proposed Start Date: Fall 2006

The proposal for an External Degree must include a brief narrative that addresses the following points and completion of the attached Addendum for Distance Education Delivery of New Programs.

1. Assessment

A needs assessment for the Griffin Campus was conducted in conjunction with establishing the Environmental Resource Science Major and the Biological Sciences Major on the Griffin Campus in Fall 2005. The findings of that assessment are considered relevant to the Agribusiness Major.

Gordon College, located 20 miles south of the University of Georgia Griffin Campus, has been a two year college of the University System of Georgia since 1972. Gordon College has an enrollment of 3,500+ students and offers an Associate Degrees of Arts in 12 majors and an Associates of Science in 27 majors. Majors offered at Gordon College that are relevant to this proposal and that are eligible for the University System of Georgia transfer program include: Business Administration, Information Systems and Social Science. Over 80 percent of Gordon’s students come from the Atlanta Metropolitan Area. As a residential college, Gordon drew students from 86 different Georgia counties. A survey showed that a substantial majority of students (97%) intend to pursue a four year degree. About 75% of the students also indicated an interest in pursuing a four year degree on the Gordon Campus if a program in their intended major were available.
2. Admission Requirements

All requirements for admission to an External Academic Degree Program will be the same as those for the same degree at an authorized unit. Students applying to the Agribusiness Major at Griffin will be required to meet the transfer admissions requirements established by the University of Georgia for admission to the Agribusiness Major in Athens. Transfer students will be expected to transfer into the program after having completed 60 semester hours and their core requirements. Students will be required to meet University entrance requirements.

3. Program Content

Courses taught by the Agricultural and Applied Economics Department for the Agribusiness Major on the Griffin Campus would be selected from the following list of course offerings. A complete listing of program requirements can be seen at

http://www.bulletin.uga.edu/bulletin/prg/agribusiness_bsa_req.html

- AAEC 3040 Agribusiness Marketing - 3 hours
- AAEC 3100 Food & Fiber Marketing - 3 hours
- AAEC 3200 Selling in Agribusiness - 3 hours
- AAEC 3400 Introduction to Agricultural Policy - 3 hours
- AAEC 3580-3580L Intermediate Economic Principles - 4 hours
- AAEC 3690 Agribusiness Finance - 4 hours
- AAEC 3910 Internships - 3 hours
- AAEC 4040-4040L Quantitative Approaches to Agricultural Management - 4 hours
- AAEC 4050 Agribusiness and Natural Resource Law - 3 hours
- AAEC 4720 Food Security, Economic Development and the Environment
- AAEC 4760 Economics of Agricultural Processing and Marketing
- AAEC 4870 Futures and Options Markets - 3 hours
- AAEC 4980 Agribusiness Management - 3 hours
- AAEC 4910 International Agribusiness Marketing & Management - 3 hours
- AAEC 4990 Special Topics in Agricultural and Applied Economics - up to 3 hours

The study abroad course (AAEC 4910) will continue to be taught by Athens faculty but offered at such locations as Mexico during May session and Armenia during the summer semester. Students from the Griffin campus can participate in this course.

Only half of these courses would be offered in the initial year of the program, 2006-07. In subsequent years, all of these courses would be offered.

4. Student Advising
Each student must have reasonable access to an advisor or advisory committee. To determine the interest in teaching undergraduate courses on the Griffin Campus, a survey was conducted of the entire Griffin faculty. Of the 27 respondents, 78% indicated that they would be willing to teach or team-teach a course. Thirty-eight percent preferred to teach the entire class and 62% indicated they would prefer to co-teach. Fifty-eight percent indicated that they would be willing to advise or mentor an undergraduate student.

5. Resident Requirements

Residence requirements will be identical to those established for the authorized degree program with residence at the approved location serving to meet that requirement.

6. Program Management

The Agribusiness Major at Griffin will be managed by the Department of Agricultural and Applied Economics (AAE). Dr. Fred White, department head, will be responsible for teaching assignments and for maintaining program quality. Contact persons include the Assistant Dean on the Griffin Campus and AAE Faculty located on the Griffin Campus.

The Agribusiness Major at Griffin is scheduled to be offered Fall 2006, pending faculty and Board of Regents approval. An application process for students applying to the program is currently being developed with the expectation that the Griffin Campus will not be subject to the enrollment caps of the UGA Athens Campus. Course offerings will be scheduled over a two-year basis to accommodate the student cohorts as they move through the program. Courses are expected to be taught on the Griffin Campus and be supplemented through distance education, as needed. The Major will be subject to University Program Review and Assessment process. The Agribusiness Major is not thought to duplicate other programs in the immediate area.

7. Library and Laboratory Resources

The CAES Griffin Campus Library, a branch of The University of Georgia Libraries, houses a representative collection of books and journals to support graduate-level research in the areas of agricultural and applied economics, biological and agricultural engineering, crop and soil science, entomology, food science and technology, horticulture, and plant genetic resources conservation. The library is located on the first floor of the Stuckey Building. The library contains over 300 subscriptions to periodicals, over 10,000 catalogued books, on-line access to all Elsevier, Kluwer, Blackwell and Wiley Journals, the GIL on-line catalog, the GALILEO on-line databases, and document delivery service. Publications from the UGA Cooperative Extension Service and Experiment Stations are also available and are free to the public. Two staff members provide assistance and five computers, four printers, a copier and fax machine are available for students.

The Gordon College Library provides material to supplement students’ work in the
classroom and the laboratory. The library also provides material for recreational reading and for the pursuit of special interests. The library is an open-shelf library with the books arranged according to the Library of Congress classification system. Students are encouraged to browse, to read while in the library, and to check out books. The library provides access to the collection through an on-line catalog, Voyager System, which is used by all of the University System schools.

Currently, the regular collection includes approximately 80,000 books. In addition to this collection, students have access to a variety of valuable reference tools. The library subscribes to more than 125 periodicals, with the back issues of many of these bound or on microfilm. Current coverage of local, state, regional, national, and international events is provided by a number of newspapers in the library and by NEWSBANK, an electronic database. Galileo (Georgia Library Learning Online), another electronic resource, provides access to full-text journal and magazine database, the Internet, and many online catalogs.

As a member of the regional group of cooperating libraries, the Gordon College library makes its facilities and collection available to other academic institutions. In return, Gordon College students have access to the resources of many other colleges, special, and public libraries. As the learning resources center for Gordon College, the library combines traditional library services with modern educational technology. In addition to books and periodicals, the library houses a growing collection of audiovisual materials, films, video-tapes, record, slides, and maps that are available for student use in the Library. Record players, cassette players and recorders, microfilm and microfiche reader-printers, film projectors, computers, and CD-ROM reference materials are also available in the library.

Gordon students may use self-service, coin-operated photocopiers and microfilm copiers located in the library. Computer-generated articles from GALILEO and the Internet and word processed papers may be printed on a laser printer for a nominal charge.

8. Budget Required for the Agribusiness Major at Griffin

Courses for the Agribusiness Major at Griffin will be taught by AAE faculty on the Griffin Campus and supplemented by distance education as needed. Upper-division general and restricted electives will be taken from courses currently being taught on the Griffin Campus. The University of Georgia’s plan for adding majors to the Griffin Campus includes the addition of 1.0 EFT Instruction in FY07 and 2.0 EFT Instruction in FY08 to support the Agribusiness Major. The proposed budget for each position is $85,000 in salary and $15,000 in start-up and operating expenses. These EFTs will allocated to new and existing tenure-track faculty as needed. Thus, a total of $300,000 of continuous funding is required to fully support the Agribusiness Major at Griffin. Courses offered as part of the Agribusiness Major may be used by other majors on the Griffin Campus, including the proposed Consumer Economics Major. Likewise, courses offered by Consumer Economics faculty may serve as electives to students in the Agribusiness Major.
Students enrolling in the Agribusiness Major at Griffin will be eligible for AAE and CAES scholarships and internship opportunities.

9. Program Costs Assessed to Students

No additional program costs are anticipated for the Agribusiness Majors on the Griffin Campus, above those paid by the same majors on the Athens Campus.

10. Accreditation

Agribusiness programs at the University of Georgia are not subject to external accreditation.

March 30, 2006

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