

# **MEMORANDUM OF UNDERSTANDING**

**BETWEEN**

**STATE UNIVERSITY OF NEW YORK AT COBLESKILL**

**Bachelor of Science or Bachelor of Technology in Agricultural Business and  
Bachelor of Technology in Food Systems and Technology**

**AND**

**DELAWARE VALLEY UNIVERSITY**

**Master of Business Administration, Food and Agribusiness Specialization**

**June 2017**

## **I. General Statement of Purpose**

This document establishes a formal Memorandum of Understanding between the SUNY Cobleskill's Bachelor of Science and Bachelor of Technology in Agricultural Business and Bachelor of Technology in Food Systems and Technology degree programs with Delaware Valley University's Master of Business Administration with a specialization in Food and Agribusiness graduate degree program.

The purpose is to facilitate the admission of qualified SUNY Cobleskill Bachelor of Science or Bachelor of Technology in Agricultural Business and Bachelor of Technology in Food Systems and Technology degree recipients into Delaware Valley University's Master of Business Administration with a specialization in Food and Agribusiness graduate degree program.

## **II. Requirements and Terms**

- A. Students must earn a cumulative GPA of 3.0 or above at the time of application to the graduate program, and maintain an overall GPA of 3.0 or above at the time of completion and graduation from the Bachelor of Science or Bachelor of Technology in Agricultural Business and Bachelor of Technology in Food Systems and Technology degree programs at SUNY Cobleskill.
- B. Students will receive a minimum grade of "C" or better on all required courses in the Bachelor of Science or Bachelor of Technology in Agricultural Business and Bachelor of Technology in Food Systems and Technology degree programs at SUNY Cobleskill, resulting in a cumulative GPA of 3.0 or higher.
- C. Completion of the Bachelor of Science or Bachelor of Technology in Agricultural Business and Bachelor of Technology in Food Systems and Technology degree programs at SUNY Cobleskill.
- D. Students will meet the academic requirements for admission including specific coursework as outlined on the attached guide sheets and prerequisite requirements outlined by Delaware Valley University.
- E. Completion of the admissions application for Delaware Valley University's Master of Business Administration with a specialization in Food and Agribusiness graduate degree program.

- F. Students will provide Delaware Valley University with a final transcript listing degree posted and cumulative GPA for the Bachelor of Science or Bachelor of Technology in Agricultural Business and Bachelor of Technology in Food Systems and Technology degree programs.
- G. Delaware Valley University will hold up to 5 slots per year for the admission of qualified students from SUNY Cobleskill, but may admit more depending on quality and quantity of applicants.

**III. Benefits and Advantages**

- A. Admission to Delaware Valley University’s Master of Business Administration with a specialization in Food and Agribusiness degree program in which students learn the principles of economics, marketing, operations and business management which can be applied across a wide range of jobs, both within and outside of the food and agribusiness sector.
- B. To attract qualified students to both institutions who wish to pursue a Master of Business Administration with a specialization in Food and Agribusiness.


**IV. Review and Revision of this Memorandum of Understanding**

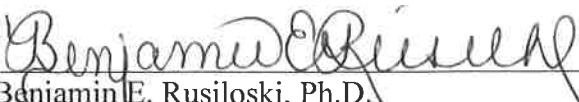
This agreement will be reviewed every two years in June, starting with the year of inception. Should either party desire to terminate this agreement, notification will be given to the other party, in writing, no less than six months prior to the proposed date of termination. Students enrolled at the time of termination will be permitted to complete their degree program at Delaware Valley University.


DELAWARE VALLEY UNIVERSITY

SUNY COBLESKILL

  
 \_\_\_\_\_  
 Maria Gallo, Ph.D. Date  
 President

  
 \_\_\_\_\_  
 Marion A. Terenzio, Ph.D. Date  
 President

  
 \_\_\_\_\_  
 Benjamin E. Rusiloski, Ph.D. Date  
 Interim Vice President of Academic Affairs and  
 Dean of the Faculty

  
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 Susan J. Zimmermann, Ph.D. Date  
 Provost and Vice President for Academic Affairs

GUIDE SHEET  
FOR  
MEMORANDUM OF UNDERSTANDING  
BETWEEN  
STATE UNIVERSITY OF NEW YORK AT COBLESKILL  
**Bachelor of Science in Agricultural Business**  
AND

DELAWARE VALLEY UNIVERSITY  
**Master of Business Administration with a specialization in Food and Agribusiness**

SUNY Cobleskill Course Sequence (120 Total Credits)

SEMESTER 1		SEMESTER 2	
ENGL 101 Composition I	3	AGBU 107 Ag Business Operations	4
MATH 111 College Algebra (or higher)	3	ACCT 101 Financial Accounting	3
AGBU 104 Intro. to Agribusiness and Ag Economics	4	Liberal Arts and Sciences	6
Technical Elective	3	Lab Science	3
FFCS 101 Foundations for College Success	1		
<b>TOTAL CREDITS</b>	<b>14</b>	<b>TOTAL CREDITS</b>	<b>16</b>
SEMESTER 3		SEMESTER 4	
AGBU 241 Ag Production Management	4	AGBU 242 Ag Business Financial Management	4
Liberal Arts and Sciences	9	AGBU 300/400 Electives	6
Technical Elective	3	Liberal Arts and Sciences	3
		Lab Science	3
<b>TOTAL CREDITS</b>	<b>16</b>	<b>TOTAL CREDITS</b>	<b>16</b>
SEMESTER 5		SEMESTER 6	
AGBU 300/400 Electives	6	AGBU 300/400 Electives	6
Technical Elective	3	ENGL 102 Composition II	3
Liberal Arts and Sciences	3	MATH 125 Statistics	3
Liberal Arts and Sciences 300/400 level	3	Liberal Arts and Sciences 300/400 level	3
<b>TOTAL CREDITS</b>	<b>15</b>	<b>TOTAL CREDITS</b>	<b>15</b>
SEMESTER 7		SEMESTER 8	
AGBU 300/400 Electives	3	AGBU 300/400 Electives	6
Upper Level Technical Elective	3	Upper Level Liberal Arts and Sciences	6
Liberal Arts and Sciences	5	General Elective	1
Upper Level Liberal Arts and Sciences	3	Anything from PHED	1
<b>TOTAL CREDITS</b>	<b>14</b>	<b>TOTAL CREDITS</b>	<b>14</b>

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SUNY Cobleskill Course Sequence (120 Total Credits)

SEMESTER 1		SEMESTER 2	
ENGL 101 Composition I	3	AGBU 107 Ag Business Operations	4
MATH 111 College Algebra (or higher)	3	ACCT 101 Financial Accounting	3
AGBU 104 Intro. to Agribusiness and Ag Economics	4	Liberal Arts and Sciences	3
Technical Elective	3	Lab Science	3
FFCS 101 Foundations for College Success	1	Technical Electives	3
<b>TOTAL CREDITS</b>	<b>14</b>	<b>TOTAL CREDITS</b>	<b>16</b>
SEMESTER 3		SEMESTER 4	
AGBU 241 Ag Production Management	4	AGBU 242 Ag Business Financial Management	4
Liberal Arts and Sciences	6	AGBU 300/400 Electives	3
Technical Electives	6	Liberal Arts and Sciences	6
Anything from PHED	1	General Elective	3
<b>TOTAL CREDITS</b>	<b>17</b>	<b>TOTAL CREDITS</b>	<b>16</b>
SEMESTER 5		SEMESTER 6	
AGBU 300/400 Electives	8	AGBU 300/400 Electives	6
Liberal Arts and Sciences	6	AGBU Internship Orientation Ag Bus	1
		Technical Electives	6
		Upper Level Liberal Arts and Sciences	3
<b>TOTAL CREDITS</b>	<b>14</b>	<b>TOTAL CREDITS</b>	<b>16</b>
SEMESTER 7		SEMESTER 8	
AGBU 450 Internship in Ag Business	12	AGBU 300/400 Electives	7
		Technical Elective	2
		Upper Level Technical Elective	3
		Upper Level Liberal Arts and Sciences	3
<b>TOTAL CREDITS</b>	<b>12</b>	<b>TOTAL CREDITS</b>	<b>15</b>

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SUNY Cobleskill Course Sequence (121 Total Credits)

SEMESTER 1		SEMESTER 2	
ENGL 101 Composition I	3	Liberal Arts and Sciences	3
MATH 111 College Algebra (or higher)	3	Food Science and Production Electives	6
AGBU 104 Intro. to Agribusiness and Ag Economics	4	Food Systems Management Electives	4
AGBU 199/160 Intro to Food Systems	3	Anything from PHED	1
FFCS 101 Foundations for College Success	1		
<b>TOTAL CREDITS</b>	<b>14</b>	<b>TOTAL CREDITS</b>	<b>14</b>
SEMESTER 3		SEMESTER 4	
BIOL 111 – Biology I	3	AGBU 330 Commodity Supply and Marketing	3
BIOL 111X – Biology I Lab	1	AGEN 299/265 Food Processing Technology and Engineering	3
Major Field Electives	6	CHEM 111 General Chemistry I	3
Sustainability Elective	3	CHEM 111X General Chemistry I Lab	1
Liberal Arts and Sciences	3	Liberal Arts and Sciences	6
<b>TOTAL CREDITS</b>	<b>16</b>	<b>TOTAL CREDITS</b>	<b>16</b>
SEMESTER 5		SEMESTER 6	
AGBU 420 Agricultural and Environmental Policy	4	AGBU 340 Food System Regulation	3
AGSC 399A/311 Managing Multicultural Workforce	3	AGBU 395 Value-added Production and Marketing	2
AGSC 399B/312 Ag Workplace Spanish	3	AGBU 395X Value-added Production and Marketing Lab	1
CAHT 105 Intro to Food Science	2	CAHT 305 Food Science II	2
CAHT 105X Intro to Food Science Lab	1	CAHT 305X Food Science II Lab	1
Food Science and Production Elective	3	Food Systems Management Elective	3
Liberal Arts and Sciences	3	Sustainability Elective	3
<b>TOTAL CREDITS</b>	<b>19</b>	<b>TOTAL CREDITS</b>	<b>15</b>
SEMESTER 7		SEMESTER 8	
AGBU 380 Internship Orientation	1	AGBU 450 Internship	12
CAHT 399/302 Dairy Processing Technology	2		
CAHT 399/302X Dairy Processing Technology Lab	1		
Liberal Arts and Sciences	3		
General Electives	8		
<b>TOTAL CREDITS</b>	<b>15</b>	<b>TOTAL CREDITS</b>	<b>12</b>