

**Course Prefix/Number/Title:** HORT 262 – Specialty Crop Marketing

**Number of credits:** 2 Semester Credit

**Course Description:** This course is intended to prepare the Specialty Crop producer with a marketing strategy necessary to compete in several marketing channels. Establishing marketing outlets is based primarily on the producer's desire to increase the financial returns from specialty crop production. Business Plan writing in this course assists the grower in developing a good long term marketing plan.

**Pre-/Co-requisites:** None

**Objectives:**

1. To gain an understanding of the different marketing options..
2. Creation of a business plan and financial statements in preparation for starting a specialty crop business.
3. Develop a marketing plan.

**Instructor:** Keith Knudson

**Office:** Room 28, Molberg Center; 105 Simrall Blvd., Bottineau, ND 58318;

**Office Hours:** By appointment

**Phone:** 701-228-5489

**Email:** Keith.a.knudson@ndus.edu

**Lecture/Lab Schedule:** Online

**Textbook(s):** This course is an Open Education Resources program. The resource materials required for this course are free. Electronic copies of the resource materials will be made available through this class.

-*"Wholesale Packing Resource Guide"* Author Lesley Sykes (SARE)

-*"Seven Steps to a Marketing Plan for Horticultural Products"* Authors - Karen Mundy, Charles W. Coale, Jr., Susan B. Sterret

- *"Direct Marketing Guide for Producers of Fruits Vegetables and Other Specialty Products"* - University of Tennessee

**Course Requirements:** Grading will be based on the following to obtain points. There will be two lecture quizzes each worth 40 points, two forums are worth 20 points each, four assignments worth 100 points, and a final exam worth 50 points. Points for quizzes and final exam may be adjusted using a curve method. Total possible points for the course are 570. The final grade is based on the following criteria:

- A = 89.5% to 100% of the total points (510 points to 570 points)
- B = 79.5% to < 89.5% of the total points (453 points to 509 points)
- C = 68.5% to <79.5% of the total points ( 390 points to 452 points)
- D = 59.6% to <69.5% of the total points (339 points to 389 points)
- F = < 59.5% of the total points (<339 points)

**Tentative Course Outline:**

	Hours
- Introduction to Wholesale Marketing	0.5
- Overview of Wholesale Marketing Methods	1.0
- Marketing Cooperatives	0.5
- Restaurant and Institutional Sales	1.0
- Introduction to Direct Marketing	0.5
- Overview of Direct Marketing Methods	1.0
- Direct Farm to Consumer Considerations	2.0
- Closer Look at Pick Your Own Market	2.0
- Road Sign Stands and Farmers Markets	2.0
- Community Support Associations (CSA)	0.5
- Work experience (two markets)	4.0
- Exam	1.0
- TOTAL	16.0

**General Education Goals/Objectives**

Not Applicable

**Relationship to Campus Theme:**

This course addresses the campus theme of Nature, Technology and Beyond by learning about our natural resources and how best to utilize each resource. Marketing methods promote fresh and safe vegetables using technology to inventory and notify wholesalers of available quantities.

**Classroom Policies:**

1. Cell phones, iPods and related technology are prohibited in the classroom at all times. It is recommended that you do not bring your cell phone into the classroom or, at the very least, turn it off.
2. Food and beverages are permitted in accordance with IVN classroom policy.
3. Be respectful of other students, instructors and guests.

**Academic Integrity:**

All students are expected to adhere to the highest standards of academic integrity. Dishonesty in the classroom or laboratory and with assignments, quizzes and exams is a serious offense

and is subject to disciplinary action by the instructor and college administration. For more information, refer to the student handbook.

**Disabilities and Special Needs:**

If you have a disability for which you are or may be requesting an accommodation, you are encouraged to contact your instructor and Jan Nahinurk in the Learning Center (701-228-5479) as early as possible during the beginning of the semester.

**Communications:**

Dakota College at Bottineau is increasingly dependent upon email as an official form of communication. A student's campus-assigned email address will be the only one recognized by the campus for official mailings. The liability for missing or not acting upon important information conveyed via campus email rests with the student. Please check your campus-assigned email daily.