



**COWLEY COLLEGE
& Area Vocational Technical School**

COURSE PROCEDURE FOR

**EQUINE BUSINESS MANAGEMENT
AGR1272 3 Credit Hours**

Student Level:

This course is open to students on the college level in either the freshman or the sophomore year.

Catalog Description:

AGR1272 - EQUINE BUSINESS MANAGEMENT (3 hrs)

Students will cover topics that influence the equine industry such as legal issues, tax laws, contracts, liability, and economic forces. Operational strategies and management issues involved in business plan development for equine enterprises will be discussed.

Prerequisites:

None

Controlling Purpose:

The purpose of Equine Business Management is a review of management practices essential for business planning of the equine stable operations, operating procedures, budget, basic management principles, business planning, how to staff and run the stable for the benefit of the horse. Tax and legal issues will be discussed and researched.

Learner Outcomes:

The learner outcomes of Equine Business Management are to help the student develop a basic understanding of the overall business aspects of running an equine related facility. We will look at the overall economic factor of equine-related businesses, business set-up, human resource management, insurance, taxes, contracts and leases, liability issues related directly to the equine business industry.

Units Outcomes and Criterion Based Evaluation Key for Core Content:

The following defines the minimum core content not including the final examination period. Instructors may add other content as time allows.

Evaluation Key:

- A = All major and minor goals have been achieved and the achievement level is considerably above the minimum required for doing more advanced work in the same field.
- B = All major goals have been achieved, but the student has failed to achieve some of the

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less important goals. However, the student has progressed to the point where the goals of work at the next level can be easily achieved.

- C = All major goals have been achieved, but many of the minor goals have not been achieved. In this grade range, the minimum level of proficiency represents a person who has achieved the major goals to the minimum amount of preparation necessary for taking more advanced work in the same field, but without any major handicap of inadequacy in his background.
- D = A few of the major goals have been achieved, but the student's achievement is so limited that he is not well prepared to work at a more advanced level in the same field.
- F = Failing, will be computed in GPA and hours attempted.
- N = No instruction or training in this area.

UNIT 1: Business Operations

Outcomes: Upon completion, the student will be able to discuss the issues relating to barn management, know various businesses and the economic impact of the equine industry, discuss financial/budgeting issues, human resource and marketing techniques in relations to the equine industry.

A	B	C	D	F	N	Specific Competencies
						Demonstrate the ability to:
						Knowledge of the liability statute of various states.
						Discuss barn management responsibilities.
						Recognize various businesses in the equine field.
						Discuss economic impact of the horse industry.
						Know the difference between sole proprietorship, partnership, corporation, and S-corporation.
						Create an operations plan for the equine business.
						Create a finance plan, budgeting and lending.
						Discuss human resource needs and issues.
						Recognize the role of employee/employer in the equine business.
						Discuss marketing, sales, and advertisements.
						Understand insurance and how it relates to neglect and accidents.
						Know the warranties involved in sales/contracts.
						Know how to create contracts and leases.
						Discuss business permits, licensing, and requirements to operate an equine-related business.

UNIT 2: Legal Application

Outcomes: Upon completion, the student will be able to discuss tax liability issues, hobby loss situation with the horse business. Discuss liability statute-related cases and real-life situations, riding stable issues and legal issues, the horse owner and the issues, the unwanted horse and the impact of the horse industry, seizures with abuse and neglect cases, and create a business plan.

A	B	C	D	F	N	Specific Competencies
						Demonstrate the ability to:
						Discuss taxes and hobby loss in relation to equine businesses.
						Know situations that relate to the liability statute protection.
						Know riding stable legal issues.
						Discuss the horse owner legal issues.
						Discuss the unwanted horse and how it affects your business.
						Comprehend animal seizures and the law.
						Discuss abuse and neglect differences and cases.
						Create a business plan that relates to the horse industry.

Projects Required:

Textbook:

Contact Bookstore for current textbook.

Materials/Equipment Required:

Attendance Policy:

Students should adhere to the attendance policy outlined by the instructor in the course syllabus.

Grading Policy:

The grading policy will be outlined by the instructor in the course syllabus.

Maximum class size:

Based on classroom occupancy

Course Timeframe:

The U.S. Department of Education, Higher Learning Commission and the Kansas Board of Regents define credit hour and have specific regulations that the college must follow when developing, teaching and assessing the educational aspects of the college. A credit hour is an amount of work represented in intended learning outcomes and verified by evidence of student achievement that is an institutionally-established equivalency that reasonably approximates not less than one hour of classroom or direct faculty instruction and a minimum of two hours of out-of-class student work for approximately fifteen weeks for one semester hour of credit or an equivalent amount of work over a different amount of time. The number of semester hours of credit allowed for each distance education or blended hybrid courses shall be assigned by the college based on the amount of time needed to achieve the same course outcomes in a purely face-to-face format.

Refer to the following policies:

[402.00 Academic Code of Conduct](#)

[263.00 Student Appeal of Course Grades](#)

[403.00 Student Code of Conduct](#)

Disability Services Program:

Cowley College, in recognition of state and federal laws, will accommodate a student with a documented disability. If a student has a disability, which may impact work in this class which requires accommodations, contact the Disability Services Coordinator.