

The Syllabus

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A newsletter for Master of Agribusiness students, alumni & friends

MAB in KC: the Global Agribusiness Puzzle

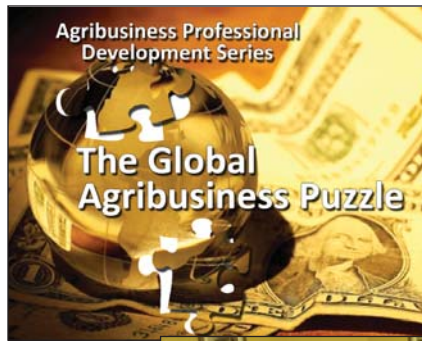
The third MAB Professional Development Conference: The Global Agribusiness Puzzle was August 27-28, 2009 in Kansas City, MO at the Embassy Suites Kansas City - International Airport. More than 45 agribusiness industry professionals attended the event to hear the latest on three key topics addressed from multiple perspectives: effects of climate change regulation, issues with the economic recession, and managing risk in a volatile commodity market.

"I found this event very informative. These topics, especially climate change regulation, are timely and will continue to be important in the future. Although, this did not help me arrive at any conclusions, it did make me more aware of the issues in general," Glenn McClelland, CEO of M2P2, LLC in Ames, Iowa, said.

Sara Wyant, President of Agri-Pulse Communications, gave an overview and update of cap and trade policy and climate change regulation.

"I thoroughly enjoyed the interaction we had on the climate change debate and the potential implications for agriculture. As I mentioned during my speech, the outcome of this debate will undoubtedly have

more impact on the future of American Agriculture than any previous farm bill," Wyant said.



Otherspeakers oncap and trade included: Mike Frame, Energy Sales Director - West Region, CHS, addressing the perspective of the energy industry; Rick Krause, American Farm



Bureau, providing the perspective from the agriculture industry; and Guy Trafford, Professor, Lincoln University, discussing New Zealand and Australia's cap & trade experiences and projections.

Sessions discussing issues of the economic recession included an overview of the economic meltdown by Allen Featherstone, Professor, Kansas State University, and its effect on agribusiness; Ken Keegan, Senior

KC continued on pg 2

Auction for MAB scholarships a success!

We would like to thank everyone who donated items, bid on a basket or made an additional contribution to the MAB Scholarship fund during the basket auction in Kansas City. The auction brought in \$2,050. With additional contributions from those who didn't purchase baskets and company matches, our total will be more than \$5,000! Thank You!



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Inside this issue:

- Alumni Spotlight 3
- 2010 Trip to Australia & New Zealand 4
- Thesis projects 5
- In the News 6

Vice President & Chief Risk Officer from Farm Credit Services of America shared the effects on the lending industry; Dave Brown, Product Manager – Fresh Pork for Farmland Foods supplied the agribusiness prospective; and Terry Garvert, Specialty Foodgrains Team Leader - Grain and Oilseed Supply Chain NA, Cargill, provided an update on the effects of the economic recession on international trade.

The final topic addressed during the 2-day event was managing risk in the current commodity market. Attendees heard an overview of current markets from Mike Woolverton, Professor at Kansas State University; Joe Barker, Kansas City Branch Manager of Country Hedging offered a trader's perspective; Dominic Melendez, Strategic Procurement Manager Raw Materials, Hill's Pet Nutrition, Inc. provided the agribusiness perspective; and Jane Lu Hsu, National Chung Hsing University in Taiwan gave an international grain market perspective.

In addition to hearing the latest on climate change, the recession and risk, there was opportunity for discussion and networking with fellow agribusiness professionals.

"Participants in the MAB conference represented a highly-talented and diverse set of individuals who are eager to engage speakers and each other on some of the most-pressing issues facing their industries," Wyant said.

Previous professional development events sponsored by the Master of Agribusiness program for members of the agribusiness industry have been held in Kansas City and Manhattan, Kans. This event was cosponsored by www.AgCareers.com.

"There is more we don't know than what we do know about each of these topics. This event was timely and effective at providing us updates on topics we need to be informed about," Walden Hodges, Sales Manager for HC Brill Company, Inc. in Oak Creek, Wisc., said. "This is the third MAB event I've attended and they keep getting better."

What attendees had to say...

"The interaction between students, faculty and speakers being possible—exchanging ideas and market trends in a friendly environment was a highlight of the event. And key speakers like Ken Keegan from Farm Credit, Terry Garvert (Cargill), Drs. Featherstone and Woolverton offered the audience a broader view from market-oriented professional and academics perspectives. In the near future agriculture will face great challenges: lower prices for agricultural commodities, less financial tools and diminishing maturity for agricultural financing."

Walter Filho

"I came away with a better understanding of the current recession."

Bob Burton

"I felt the video presentation around Australia and New Zealand's Greenhouse Gas and Climate change legislation was very enlightening. I had no idea those countries were that far along in determining these effects on Agriculture."

Terry Garvert

"I found the presentations and discussions on climate change legislation very informative, helping to increase my awareness and understanding of the issues from various industry perspectives as well as New Zealand agriculture."

Dave Rock



Top: MAB Alumni Tom Carlson and Rich Porter connect during a break.

Top right: Sara Wyant, President of Agri-Pulse Communications, provides an overview of current cap and trade policy.

Bottom left: MAB Student Bill Davis and Alumni Mike Frame, Matt McKamey and Walter Filho.

Bottom right: First-year student Travis Heiman, Alum Jim Bosley and Advisory Board Member Terry Garvert.



Alumni Spotlight

Max Irsik

MAB Class of 2002

Assistant Professor & Extension/Beef Cattle

Large Animal Clinical Sciences

University of Florida

Gainesville, Florida

Business and economics skills complement Veterinarian's scientific background

by Mary Bowen

Max Irsik earned his Doctor of Veterinary Medicine from Kansas State University in 1977 and began practicing. He operated a successful mixed-animal Veterinary practice in Western Kansas. After growing his practice and expanding into consulting arrangements with several large beef cattle stockyards, he heard about the K-State Master of Agribusiness (MAB), a distance-degree program offering business and economic skills for professionals in the food and agriculture industry.

The flexibility and convenience of the MAB program allows students to continue working while they complete their graduate degree. The degree is completed using DVDs, podcasts, email and multi-audio interactive chat sessions. Students only come to the K-State campus four weeks during the 2½ year program so they are able to continue their everyday life without relocating for school.

“I was running a busy practice and raising a family, but wanted more academic and practical business knowledge related to the animal health industry. I couldn’t take time away from my family or practice to go back to school, so when I learned about the MAB program, I was very interested. The flexibility of not being on campus full time plus the focus on business skills and agricultural policy was what I was looking for,” Irsik said. “I learned new skills in policy, computer analysis and finance that are all very applicable and I learned to put them all together to analyze economic factors in animal health. These are a completely separate set of tools than you learn with an animal health/science background.”

Irsik found the skills learned in the program not only

complemented his technical skills and experiences as a Veterinarian, but he was able to use them to provide better consulting for his clients. His thesis was titled, “Estimating the Effects of Animal Health on the Performance of Feedlot Cattle.” The thesis examined the effects of animal health, mortality or morbidity on the performance of feedlot cattle and models were developed to aid in the analysis for feed conversion, average daily gain and cost of gain.



“I learned new skills in policy, computer analysis and finance that are all very applicable and I learned to put them all together to analyze economic factors in animal health. These are a completely separate set of tools than you learn with an animal health/science background.”

After completing his MAB in 2002, he had several offers to purchase his mixed-animal practice. Eventually he did sell the mixed-animal clinic, but continued working with his large-animal clients. Named Kansas Stockman of the Year in 2003, Irsik kept looking for opportunities to further use his combination of technical and business skills.

“With my new business skills and extensive Veterinary experience, I thought academia might be a good choice,” he said. “It turns out teaching has been a great way to use the combination of skills I have learned.”

Irsik and his wife, Linda, moved to Gainesville, Florida, where he took an Assistant Professor position with Large Animal Clinical Sciences at the University of Florida. As an Extension Veterinarian, he provides support for the beef cattle industry within the state of Florida, as well as providing technical information and consultations with producers about the management and health of beef cattle.

“I really enjoy being an extension Vet. I have the opportunity to do consulting and research, as well as teaching,” he said. “I like to tell Vets the importance of having the ability to

problem solve using computer applications. Having the knowledge to build spreadsheets and use data to make better decisions that will maximize operations is helpful and I encourage them to look into programs such as the MAB program to gain those skills.”

Working in Extension at the University of Florida also provides him an opportunity to continue research that is

Irsik continued on pg 4

Australia and New Zealand tour planned

Planning for the MAB agribusiness tour of New Zealand and Australia is well underway. Scheduled for **April 16 - May 1, 2010**, the trip includes stops at cattle, deer and sheep farms, dairies, fruit and vegetable farms, grain and cotton farms, as well as, agricultural and food related industries and an overnight farm stay in Australia. Time has also been set aside for sightseeing.

We are currently collecting a \$600 per person deposit. All deposits are due by November 1. The trip cost is \$4,950* per person, which includes in-country logistics; hotel/motel rooms; entrance fees for special events; & most meals for double occupancy; and flights from West Coast to Auckland, New Zealand, internal flights in New Zealand & Australia, and from Brisbane, Australia to West Coast.

We have close to 30 individuals committed to join the group, but there are a few spaces left, so if you are interested in joining us on our trek down under, please contact Mary, mjbowen@ksu.edu or 785-532-4435. **A full itinerary is available at www.mab.ksu.edu.**

*These rates are based on current estimates and exchange rates. Trip costs will be paid in local currencies and the final cost will depend on the number of travelers and exchange rates.

Trip Itinerary & Highlights:

Friday, April 16, Depart U.S.

Sunday, April 18, Arrive into Auckland, NZ

Monday, April 19, Hamilton - Rotorua

- Meeting at Fonterra
- Waikato farming province
- Visit an Organic Kiwifruit orchard
- Visit to 700 cow dairy farm
- Rotorua, Maori Hangi, and interesting thermal activity

Tuesday, April 20, Rotorua - Palmerston North

- Te Puia thermal area
- Visit a deer farm and learn how red deer are farmed for their antler velvet and venison
- Visit a beef (1,000) and lamb (10,000 plus) finishing property near Fielding

Wednesday, April 21, Palmerston North – Wellington fly to Christchurch

- Visit Massey University
- Agribusiness visits

ANZ continued on pg 5



Irsik continued from pg 3

valuable to the industry. His research interests include reproductive efficiency of beef herds, calf health, computer applications for beef producers and the association of animal health and economics in beef cattle production. He has also contributed to industry publications and given presentations such as “Factors Affecting the Sale Price of Bulls Consigned to a Graded Sale”; “Adding Value to Holstein Steers Through Confinement Feeding”; and “Computers, Vets and Data: a Synergy or a Conflict?”

As for the future, Irsik and his family enjoy living in Florida and working with cattlemen in the state. However, he is interested in further expanding his consulting services. With the convenience of the internet, he has discovered he can consult from Florida or any other location.

“I’ve learned to change my paradigm. You can consult with a feedlot in Kansas from anywhere in the world through the use of a computer as long as you have the expertise to interpret the data you’re looking at.”

ANZ continued from pg 4

Thursday, April 22, Christchurch - Mackenzie Country

- Visit Lincoln University and tour the University's modern irrigated dairy farm
- Agribusiness meeting with Ravensdown Fertiliser co-op.
- Visit an arable farm, which also finishes lambs on greenfeed and crop residues

Friday, April 23, Mackenzie Country - Queenstown

- Visit to high country Merino sheep and Hereford cattle farm
- Tour of apple and summer fruit orchard
- Historic town of Arrowtown
- Aerial gondola ride to Bobs Peak for a Farewell Dinner

Saturday, April 24, Queenstown – fly to Sydney, Australia

- Free time in Queenstown
- Sightseeing tour of Sydney

Sunday, April 25, Sydney

- City and beaches tour
- Free time to explore the city

Monday, April 26, Sydney - Canberra

- Sightseeing in and around Canberra

Tuesday, April 27, Canberra – fly to Brisbane

- Meeting with representative of the National Farmers Federation
- Visit to the US Embassy for meeting with the

Agricultural Attaché.

- Port of Brisbane facilities at the mouth of the Brisbane River
- Visit the facilities of either Dunavant Enterprises or the Queensland Cotton Corporation

Wednesday, April 28, Brisbane - Toowoomba

- Visit a beef feedlot
- Traditional Aussie Bush Lunch
- Visit a leading cotton farm for an inspection of the water harvesting and cropping practices.
- Dinner with representative from the Condamine Catchment Management Association

Thursday, April 29, Toowoomba - Kingaroy

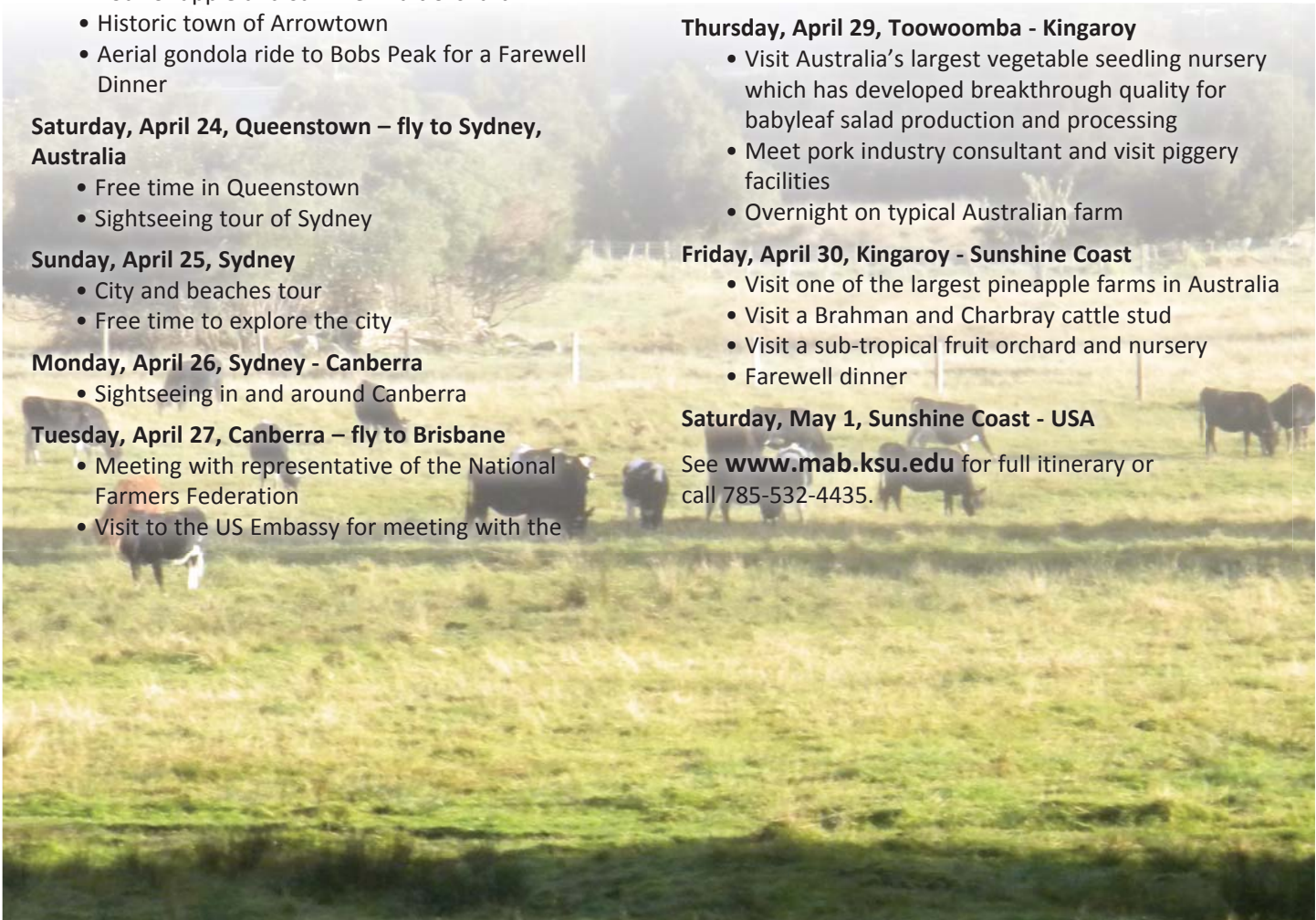
- Visit Australia's largest vegetable seedling nursery which has developed breakthrough quality for babyleaf salad production and processing
- Meet pork industry consultant and visit piggery facilities
- Overnight on typical Australian farm

Friday, April 30, Kingaroy - Sunshine Coast

- Visit one of the largest pineapple farms in Australia
- Visit a Brahman and Charbray cattle stud
- Visit a sub-tropical fruit orchard and nursery
- Farewell dinner

Saturday, May 1, Sunshine Coast - USA

See www.mab.ksu.edu for full itinerary or call 785-532-4435.



Students complete thesis projects

To access an electronic version of a thesis or view a thesis defense, log onto K-State On-Line, www.online.ksu.edu, with your eID and password. Go to the MAB Community Page, go to Files & Content and click on Theses.

Matt McKamey, Class of 2005, *Analysis of Rail Rates for Wheat Rail Transportation in Montana; Comparing Rates in a Captive Market to One with More Intramodal Competition*

Rick Palermo, Class of 2009, *Analysis of Solar Power Generation on California Turkey Ranches*

in the NEWS...

Josh Wolters, class of 2002, has a position at SureFire Ag as an Equipment Engineer.

Debbie Clough, class of 2004, has accepted a position at Hill's Pet Nutrition as the Tour Coordinator of their research facility.

Gunnar Tomsen, class of 2011, is now a Risk Management Consultant for FC Stone in Omaha.

Derrick Coleman, class of 2010, has accepted a position in Research & Development at Land O' Frost, Inc. in Searcy, Ark.

Katy Venard, class of 2007, has accepted a new position in Des Moines as a Quality Assurance Manager with ADM Alliance Nutrition, Inc.

Steve Brody, class of 2004, was promoted to Director of Government Affairs and Industry Relations for Pioneer's and DuPont Ag and Nutrition's Biotechnology Affairs group.

Ted Monoson, class of 2002, is working as the Director of Legislative Affairs for Growth Energy in Washington, D.C.

Mauro Bergerman, class of 2009, and his wife, Celly, are the proud parents of Daniela, born August 11th, 2009. Daniela joins big brothers Isaac (11) and David (9).

Leslie Svacina, Class of 2009, is now working at the University of Wisconsin-Lacrosse as a Graduate Assistant in the Student Centers and she is pursuing a master's degree in students affairs/counseling.

Cody Ruby, class of 2011, was promoted to Technical Service Manager at Cargill Value Added Meats in Timberline, Va.

Tanner Ehmke, class of 2011, was recently engaged and will be married in March 2010.

Piercarlo Marletta, class of 2009, Drs. Vincent Amanor-Boadu and Arlo Biere won the "Best Local Solution to a Global Challenge Award" at the International Food & Agribusiness Management Association (IAMA) 2009 Symposium for their paper, "Entrepreneurial Supply Chains and Strategic Collaboration: The Case of Bagoss Cheese in Bagolino, Italy."

Audra Geiger, class of 2011, was promoted to the Topeka Plant Quality Enabler for Frito Lay, Inc.

Sara Sellers, class of 2007, is now a Beef Risk Management Specialist for Cargill.

Marsha Webster, MAB Advisory Board member, is now the Chief Financial Officer of Hawkeye Gold, LLC, an ethanol marketing company in Ames, Iowa.

Cortney Bowden, class of 2011, was recently married to Adam Bally, and accepted a position as an associate National Account Manager for the Fresh Meats Division of Rochelle Foods.

Stan Sikora, class of 2010, has been promoted to Territory Manager serving John Deere dealers in Northwest Ohio.

Josh St. Peters, class of 2010, recently took a position with Pioneer Hi-Bred as Communications Manager.

Alison Rosenblum, class of 2004, has accepted a position as the Brand Manager for Coffee Bean International.

Becky Bradwell, class of 2009, has a new position as a Logistics and Customs Specialist with Gear for Sports.

Shadel Nyack Compton, class of 2007, adopted two children, a boy and a girl, in December 2008.

Nate Smith, class of 2011, and his wife, Carla, had a baby boy, Anderson James, on July 8th.

Amy Brusk, class of 2009, and her husband, Richard, are expecting their first child in February 2010.

Oussama Alaoui, class of 2005, and his wife, Mounia, are expecting their second child, a baby boy in November.

Ben Smith, class of 2011, has a new position with John Deere in the Tactical Marketing Department as a Product Marketing Manager for Harvesting and Seeding equipment. He will be relocating to Lenexa, Kan.

Elizabeth Conzo, class of 2009, has accepted a position with Deere's North American Ag & Turf Division as Manager of Estimates & Forecasting.

Clair Doan, Class of 2009, and his wife, Kathryn, welcomed their daughter Carmyn Donna Catherine on September 28th. She was 7 lbs 9 oz. and 19.5 inches.

Mark Seitz, Class of 2003, and his wife, Robin, announced the birth of Olivia Grace September 25. She weighed 7 lbs. 2 oz, was 20 1/2 inches. She joins big sister, Reagan.

Dave Mace, Class of 2005, accepted a position as a Consultant for the Kansas Small Business Development Center, serving Butler, Chase, Marion, Morris and Greenwood counties.

facebook

Join us on Facebook!

Search for: **Master of Agribusiness** (Kansas State University). The group is open to all MAB Students, alumni and friends.

Upcoming Events

October 15

Applications due for cohort starting January 2010 (Class of 2012)

November 1

\$600 deposit for Australia/New Zealand trip due

December 1

Scholarship applications for 2010 due

December 2

Deadline to attend winter commencement - Approval to schedule final examination and diploma information forms due

December 11

K-State fall commencement

December 18

Final electronic copy of thesis due to graduate school

January 3-8, 2010

Campus Session

January 18-22, 2010

Thesis Campus Session

February 1, 2010

Final Australia/New Zealand trip registration payment due

March 14-19, 2010

Campus Session

April 16-May 1, 2010

Trip to New Zealand & Australia