

The SYLLABUS

Welcome to the MAB Class of 2020

Manhattan Cohort:

Heather Beechinor

Credit Analyst
American AgCredit
Merced, CA

Lisa Burkey-Jeeves

Owner
Nebraska Freedom
Farms
Auburn, NE

Joseph Freeze

Director of Athletic
Facilities
Dallas Baptist
University
Fort Worth, TX

Randy Hobert

Strategic Accounts
Manager
Ebro Foods
Houston, TX

Logan Hooyer

Manager
Renewable Energy
Group
Des Moines, IA

Kevin Horn

Merchandising
Manager
Gavilon
St. Paul, MN

Jade Hunsaker

Crop Insurance Agent
Northwest Farm
Credit Services
Filer, ID

Kinsley MgBike

Quality Specialist
Pinnacle Foods
Olathe, KS

Lenai Mull

Credit Analyst
American AgCredit
Chowchilla, CA

Henry Okupa

Manager
Lovog Global Services
Studio City, CA

John O'Leary

Plant Manager
Cargill
Ottawa, IL

Pierce Randall

Sales Management
Trainee
Great Plains
Manufacturing, Inc.
Lindsborg, KS

Dylan Romney

Credit Analyst
Northwest Farm
Credit
Pasco, WA

William Stafford

Legislative Assistant
Senator Pat Roberts
Washington, D.C.

Erin Stickel

Ingredient Account
Manager
The Andersons
Bowling Green, OH

Amy Stutzman

Nutritional Consultant
Hill's Pet Nutrition
St. Marys, KS

Amy Varner

Grain Originator
ADM
Leoti, KS

Emily Warriner

Pricing Specialist
Cargill Animal
Nutrition
Platte City, MO

Logan Hooyer

Manager
Renewable Energy
Group
Des Moines, IA

Olathe Cohort:

Megan Anderson

Food Safety
Modernization Act
Project Coordinator
Cochecton Mills, Inc.
Long Eddy, NY

Graham Chiringa

Dombodzvuku
Audit Partner
Deloitte Central Africa
Harare, Zimbabwe

Mckenzie Gee

Student
Veterinary Medicine
Manhattan, KS

Ashley Howlett

Farm Management
Pro-Dairy
Bliss, NY

Mindi Merritt

Owner
MKM Farms
Colquitt, GA

David Taylor

Equity Analyst
Barrow, Hanley,
Mewhinney
& Strauss
Dallas, TX

Julie Wadzinski

Farm Business
Production
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Alumni Research Spotlight

This is the second in a series of articles celebrating 20 years of the Master of Agribusiness program. As part of the year-long celebration, the MAB program will publish articles highlighting alumni and research conducted by students throughout the program. #MABTurns20

It's been 11 years since, **Michelle (Evosovich) Adams** ('06) completed her Master of Agribusiness thesis, "*Feasibility Study: Converting Conventional Feed Mill to Organic Production.*"

At the time, she was a Quality Supervisor for Land O'Lakes in Portland, Oregon. Due to the growth of the organic dairy market in the Pacific Northwest, Land O'Lakes considered converting a conventional feed mill to accommodate organic feed mill production. Adams conducted research to determine the feasibility of the conversion.

"The decision to convert the mill was dependent on regional market factors – input availability, demand for livestock feed and consumer demand of organic livestock products, as well as the actual costs of conversion and continued organic operation," Adams said.

A baseline scenario assumed the mill remain in conventional production, and was compared to a scenario of organic conversion. Profitability projections were made under six organic scenarios, assuming high or medium growth in demand coupled with three margin pricing scenarios. All analyses consistently indicated the mill could be profitable beginning in year one and significant profits could be realized over the future five years.

"Michelle's analysis provided results in favor of the conversion to organic production. Farmers and processors considering switching their operations

to organic would benefit from some of her cost estimates involved in the conversion," said Dr. Allen Featherstone, MAB director and professor of agricultural economics.

Based on her simulation results, it was recommended Land O'Lakes transition the mill to organic production. Ultimately though, the company decided to go in a different direction.

"I presented my thesis findings to the Land O'Lakes area management. They decided that the organic supply was just too difficult to get consistently, so they decided to close the mill rather than make the conversion," Adams said.

Though Land O'Lakes decided not to follow the recommendation, the project provided valuable results, and gave Adams the opportunity to conduct the financial analysis.

"Although Land O'Lakes chose not to convert the mill to organic production, without Michelle's research, the company would not have any data on which to base any decision," Featherstone said. "In that regard, her project was just as important as if they had made the conversion. It also gave



Michelle Adams speaks to MAB students during the March 2015 campus session.

her the critical thinking and problem solving skills needed to address the potential conversion process."

Currently a Production Supervisor with Temco (a CHS/Cargill joint venture in Kalama, Wash., Adams said, "The greatest reward from participating in the MAB program is the acquaintances I have made. I have made many contacts in the agriculture industry that still serve as important contacts for my career. I increased my business knowledge by 1,000 percent, and I appreciate the opportunities available because I earned my Master of Agribusiness from Kansas State.

"The program allowed me to work full time while pursuing my degree. Visiting campus a few times a year helped build the interpersonal relationships with classmates and faculty, as well as develop a connection with the university. I'd highly recommend the MAB to anyone considering a graduate program. The professors at K-State are top notch and always available," Adams said.

MAB Industry Advisory Board Annual Meeting

The Master of Agribusiness Industry Advisory Board met in October at K-State Olathe for its annual meeting. Several new board members were welcomed to the group.

Board members received an update on the program and provided suggestions on current industry needs, building industry awareness of the MAB program, and recruiting students.

The Advisory Board meets regularly to counsel the department on the ongoing development of the program. The board provides valuable input on focusing the program strategically, marketing and being aware of emerging issues in the food, agriculture and animal health industry that should be addressed in the program.

Current Members:

Barry Brant ('07)

Manager of Fertilizer Sales
DASCO, Inc.

Steve Brody ('01)

Global Director, Regulatory Affairs
Genus plc

Dana Brooks ('13)

Sr. Director of Government Affairs
& Industry Relations
Land O'Lakes

Raymond Cesca

Chairman
Aslan Group
Retired, McDonald's

Brandon Garrett ('13)

Area Business Manager - Cattle/
Equine Division
Zoetis

Terry J. Garvert

Retired, Grain & Oilseed Supply
Chain
Cargill, Incorporated

Keith Harris ('06)

Assistant Professor
Agricultural Economics
Department
Kansas State University

Jeana Hines

Vice President Sales & Marketing
Imperial Sugar Company

Bill Helming

Founder, Chairman and CEO
Rolling Plains Companies

Dave Rock ('03)

Retired, Manager, Channel
Development
John Deere Company

Marsha Webster

Chief Financial Officer
J.D. Heiskell

Larry Whipple

U.S. Pricing & Formulation
Manager
Cargill Feed & Nutrition

Sara Wyant

President
Agri-Pulse Communications, Inc.

For more information on the Advisory Board, go to <http://mab.k-state.edu/aboutus/advisoryboard.html>.

Calendar of Events

March 18-23

MAB Campus Session

March 30

Last day to schedule a defense for name to appear in Commencement program

April 5-7

MAB at MANRRS Annual Career Fair, Greensboro, NC

April 20

Final copy of thesis due to Graduate School to be Spring '18 graduate

April 23-25

MAB at PetFood Forum in KC

May 11

K-State Spring commencement at Bramlage Coliseum

June 17-28

MAB/KFB Food and Agribusiness tour of England, Ireland and Scotland

July 16-18

MAB at IFT Food Expo in Chicago

August 10

Final copy of thesis due to Graduate School to be Summer '18 graduate

August 12-16

MAB Campus Session

August 17-18

MAB at Risk and Profit at K-State

August 18-20

MAB at Fetch in Kansas City, MO

Be watching for more information...

Planning is in the early stages for the next MAB Professional Development/Alumni Reunion Event for the fall.

We are also working on a K-State football game and MAB tailgate to celebrate the 20th Anniversary of the program.

Be watching for more information.

MAB Scholarship Funds Drive

This spring the program is launching a drive to raise funds for two MAB scholarships: the Agribusiness Scholarship and the Alumni Producer Scholarship, which is awarded to a student in production agriculture. Currently, both scholarship funds are low. Without additional contributions, we will not be able to continue awarding scholarships in the near future.

Donate to one of the MAB scholarship funds by October 5, 2018 and be entered in a drawing for a football signed by K-State Head Football Coach Bill Snyder!*

Alumni have opportunities to contribute directly to the MAB program through funding gifts for professorships, endowments, and scholarships.

Scholarships allow us to attract students who otherwise may not be able to enter the program due to financial reasons, including individuals throughout the United States and the world. The diversity that these students bring to the program benefits all participants.

If you'd like to donate, you can mail a check to the MAB office at 324 Waters Hall, Manhattan, KS 66506, or you can donate online at found.k-state.edu and click on "Give Online". Make sure to "Designate your Gift" and search under "Agribusiness"



for the two MAB scholarships. Select the fund to which you would like to donate and complete the donor information form.

Please contact the MAB office if you are interested in exploring other funding opportunities to make a difference for others. Keep in mind your company may provide a match for gifts made. For more information, please call us at 785-532-4495.

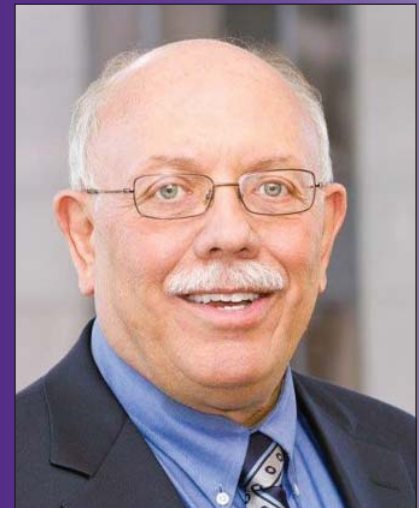
**\$50 minimum donation to be entered in football drawing*

Why I Give to the MAB Program

"The K-State Master of Agribusiness (MAB) program has provided me with the analytical and technical skills using Microsoft tools to be successful in my career. It is rewarding to be recognized by your peers as a subject matter resource when they have questions.

Contributing to the MAB Scholarship program is one small way that we can 'pay it forward' and provide others with assistance to enjoy the KSU MAB experience!"

~ Wendell Hockens ('01)



Students complete thesis projects

To read current or previous thesis projects, go to <http://krex.k-state.edu> and search by author, title or keywords. To read a thesis written before 2008 or view thesis defense, log onto K-State Online Canvas, www.online.ksu.edu, with your eID and password. Go to the MAB Community Page and click on Theses.

Zach Gregoire ('16), *A Strategic Approach to Reducing Mycoplasma Testing Costs*

Carl Kass ('16), *Micro Feeding Machines in the Dairy Industry*

Matt Irsik ('17), *A Make vs Buy Truck Logistics Decision for Grain Companies*

Sita Pendurthi ('16), *Mango butter financial feasibility analysis: Value added in the Chittoor District, Andhra Pradesh, India*

Adam Tjernagel ('17), *Product Development Efficiency Enhancement in the Animal Health Industry*



Student & Alumni News

Steve Stephens ('00) is the Senior Vice President/Chief Appraiser at American AgCredit in Dodge City, KS.

Laura Roessler ('03) started a new job as the Vice President/Commercial Lender at Stifel Bank & Trust.

Brent Johnson ('04) is now the Director of Procurement and Co-Manufacturing at Madhava Natural Sweeteners.

Steve Weber ('04) is now the North American Business Director for Sakti Agro.

Tyson Chick ('06) took a new position as the General Manager for CHS SunBasin Growers in central Washington.

Ryan Dunn ('07) is now the Senior Manager, Cattle Biologicals Marketing at Zoetis Inc.

Young Jung ('07) has moved to Morgan Stanley as a Financial Advisor.

Edward Stephenson ('08) is now a Production Manager at Bison Designs.

Abby Amick ('10) and her husband welcomed their third child, Dalton Keen, into their family on October 16.

Brian Cigainero ('11) is now the Delta Business Unit Director at Timac Agro USA.

Tanner Ehmke ('11) was promoted to Manager of CoBank's Knowledge Exchange Division in May 2017.

Tucker Schumacher ('11) is now a Dairy Product Manager at Merck Animal Health.

Matt Smith ('12) and his wife, Kristy, won the South Dakota Farm Bureau Excellence in Ag Award. They also welcomed daughter Macy Ann on December 28.

Dana Brooks ('13) has been appointed the President and CEO of the Pet Food Institute (PFI).

Beth Holmes ('13) is now the Vice President of Speciality Crops at Calxyt.

Chris Wagner ('13) was promoted to Vice President of Grain at Garden City Co-Op Inc.

Mike and Jarah Hauger ('14) announced the birth of their baby girl, Joycelyn Anna, on October 11.

Jarah Hauger ('14), has taken a State Affairs position with John Deere responsible for Missouri, Kansas, Nebraska, and North and South Dakota.

Heather Tenhoff ('14) was promoted at USDA and is now an Agricultural Marketing Specialist.

Emerson Wohlenberg ('14) is now the Business Development Manager at Informa Economics IEG in Porto Alegre, Brazil.

Lance Zollinger ('14) is now the Senior Lender/Vice President at Cache Valley Bank in Logan, Utah.

Jake Maurer ('15) began a new job with RDO Equipment Co. as the Agronomist for RDO's Midwest agriculture dealerships in North Dakota, South Dakota and Minnesota.

Lindsey Ahlen ('16) began a new job as a Freight Forwarder at Damco in Sydney, Australia.

Rick Grabiell ('16) accepted a position as a teacher of Biological Sciences at Pensacola State College in Pensacola, FL.

Carrie and Zach Gregoire ('16) welcomed daughter Aurelia "Ari" Denise on September 13.

Jesi Kreller ('16) is the Administrative Contracting Officer at Hill U.S. Air Force Base in Utah.

Eric Putnam ('16) is now a Senior Manager of Food Safety for United Airlines.

Nicole Cleggs-Burns ('17) was promoted to the Farm Loan Chief of Alabama within the Farm Service Agency.

Jamie Cooke ('17) began a new job as a Strategic Sourcing Manager for Oldcastle Materials, Inc.

Andrew Garr ('17) was promoted to Plant Manager of the Ardent Mills' facility in Stockton, CA, and has relocated with his family to Valley Springs, CA.

Ednah Kasanda ('17) is now the Customer Experience Lead for Zoona in Zambia.

Andrew Lauver ('17) will be interning for the American Seed Association in Washington, D.C. during Summer 2018 as a Legislative Intern

Sarah Lukach ('17) is now the Principal Credit Officer in the Food and Agribusiness Department for Compeer Financial.

Skyler Rinker ('17) is now a Graduate Assistant at Iowa State University while he obtains his Ph.D. in Agricultural Education.

John Sachse ('17) and his wife, Kinsely, are expecting their first baby in July 2018.

Geo Ceratti ('18) now Head of Grains OTC and Risk Management Sales for EDF MAN Capital Markets and has relocated to Miami, FL.

Erin Clem ('18) began a new position as a Senior Quality Assurance Manager for Golden Peanut and Tree Nuts.

Sarah Strahler ('18) has taken a Vessel Execution and Logistics Coordinator position with Agrex Inc. She relocated to Overland Park, KS.

Tyler Rumbold ('19) was promoted to the role of Product Manager for the Air Seeding Group at John Deere.

Cassie Schneider ('19) began a new job in October as a Scientist for Novozymes North America Inc.

Lindsey Wilson ('19) started a new job at MWI Animal Health as a Pricing Specialist.

Join us online!

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Facebook: www.facebook.com/KstateMAB

LinkedIn: K-State Master of Agribusiness