

# THE SYLLABUS

A newsletter for Kansas State University  
Master of Agribusiness students, alumni & friends



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MAB Students Zack Leist, Diana Zamora, and Hunter McNelly doing the KSU cheer in Santiago, Chile during the recent MAB farm and ag tour of Chile and Argentina.

Read more about the trip on page 2.



### Travel Diary by Ben Jensen

A group of travelers recently got back to the United States from a nearly two-week-long farm and agriculture trip to Chile and Argentina. This trip was informative and engaging for the travelers while introducing them to new cultures that highlighted what made these countries different from the United States.

We landed in Buenos Aires after most of us spent the nights on a jet plane. While in the airport, I was personally met with a language barrier and was surprised by how many pesos were equivalent to a U.S. dollar. Thankfully, the convenience store worker corrected me when I almost mistakenly bought carbonated water rather than still water. This would become a common theme for most travelers throughout the trip.

We met our trip guide, Sebastian, and left the airport for the hotel. The first two days, the travelers were met with a massive city to explore and plenty of political, historical, and cultural monuments to see. On the second day, our city tour quickly got us accustomed to the city. The tour guide also explained to us the eclectic array of architectural designs around the city. They had a great respect for European ideas at different points in their history when constructing the city. Capping off the weekend, we attended a tango show and dinner on Sunday night.

We had a quick turnaround the next morning when we visited a massive wholesale fruit and vegetable market on the outskirts of Buenos Aires. Here we learned how a heavily populated city such as Buenos Aires was supplied with produce. Afterward, we visited a family-run dairy farm. We started with a discussion of the dairy industry and cattle industry in Argentina and then further discussed a variety of topics that gave us more insight into Argentina. I couldn't

help but notice the massive number of trophies the dairy farm had accumulated from showing his cattle competitively. The dinner that night in a small restaurant introduced some unfamiliar cuisine to many of our palates which included beef intestines and blood sausage.

The next morning, we toured an agricultural cooperative and a farm near the coop. This day gave us a better idea of how cooperatives in Argentina functioned and gave us plenty of views of farm ground in the area.

After staying the night in Rosario, we toured the Rosario Board of Trade and a John Deere Factory. The Rosario Board of Trade was a beautiful building with so much history. The John Deere factory provided insight into the assembly of John Deere tractors. Afterward, we heard from Diego Feldman, the marketing manager of dealers for John Deere in Latin America. He taught us about the marketing of the tractors and how to have a better mindset towards adversity by being like a coffee bean. The coffee bean concept came from a book that he had read while visiting America.

We continued the following day to a grain exportation port near Rosario where we learned about how exporting grain by ocean vessel. We visited another farm in the afternoon and continued to Buenos Aires to travel to Mendoza.

The next day, we flew to Mendoza and encountered a much dryer climate. We were impressed by the irrigation system that ran through the entire city to water their many trees. Our group learned they only get about 6 inches of annual rainfall in Mendoza. The agriculture in the area relied heavily on irrigation from melted snow from the Andes mountains. That day we visited the largest peach farm in the world in one single area. It was surprisingly cold that day and even more surprisingly it began to rain for the rest of the time spent in

Mendoza. We embraced the rain the next day and visited a couple of wineries near Mendoza. The day concluded with a short tour of Mendoza that was cut short by the rain. Our translator, Axel Von Martini, had done a very competent job translating for us throughout our time in Argentina. We wished him farewell and even some of us asked him to come with us to Chile.

We had planned to drive through the Andes mountains on a tour bus but the precipitation we experienced in Mendoza turned into much heavier snow in the mountains that prevented us from making the bus trip. We got our view of the mountains as we flew over them on our short plane ride to Santiago, Chile.

We had an excellent time in Santiago between exploring the city and hiking up a hill that overlooked the entire city. We toured a massive wholesale market, a vegetable farm, and stopped at a beautiful grape-growing operation with a winery. We learned about the wine named 120 after the 120 soldiers that were protected in the wine cellars of the Santa Rita winery. We also spent time touring the city of Santiago, Chile which had an amazingly overcome many earthquakes and still managed to have amazing architecture. We saw many government buildings and a massive and beautiful cathedral on our tour. The final night we celebrated by eating dinner on the top of a skyscraper. We rotated around the top floor which gave us a view of much of the city from the 16th floor of the building

while enjoying dinner.

Some of us said our farewell that evening but those who flew out of Chile later on the last day took a trip to Valparaiso, Chile to see the Pacific Ocean. It was hard to say goodbye to the many travelers because we had become close friends by the end of the trip. It was hard to forget celebrating Jack and Pati Hamm's 46th anniversary and I am glad we got to spend it with them. I will finish this summary by saying thank you to all the wonderful travelers for making the most of the trip. Thank you to the amazing tour guides for their insight and knowledge of Argentina and Chile.

**"This was such a fun and unique experience, and I am thankful I had the opportunity to travel with fellow MAB students and alumni. The food was amazing! Argentina likes to #eatbeef"**

*Baylee Wulfkuehle*



# Alumni Spotlight Jamie Cooke 2017



by Claire Geiger

For Jamie Cooke, Master of Agribusiness (MAB) program alumni, the journey to K-State began across the pond.

"I grew up in a small town in North Wales in the United Kingdom. My parents were not farmers, but I spent a significant part of my childhood working on farms," Cooke said.

After graduating from the Scottish Agricultural College and later earning a bachelor's in international business from Helsinki Business Polytechnic, Cooke began working as a sales professional in the feed industry.

As his career progressed, Cooke eventually made the transfer to working in procurement and project management roles. This switch allowed Cooke to live and work in numerous different countries around the world.

For the last seven years, Cooke has explored career paths outside agriculture, first in the mining and building products industry and most recently working with induction motors. While his career has taken him beyond agriculture, the MAB program provided a foundation for his current work.

"Around 2012, it suddenly dawned on me that in order to advance my career further, I likely needed to pursue a master's degree of some kind. Due to my life situation- 3 children and a full-time job- I wasn't in a position to study full-time and needed to find something that I could do remote or hybrid," Cooke said. "While attending IFT in Chicago in 2013, I got talking to some MAB recruiters and they sparked my interest in the program."

For Cooke, the hybrid-style coursework of the program and the ability to earn an economics degree tailored to agriculture were appealing factors.

"The hybrid model was a big plus for me. It offered the flexibility to study from home while also allowing me to enjoy the weeks

on campus," Cooke said. "This balance provided opportunities to study and socialize with classmates and have face-to-face discussions with teachers."

Throughout the decision-making process, Cooke spoke regularly with program faculty and coordinators to learn more about what the program could offer him. By 2015, he had decided to join the program.

While enrolled, Cooke's thesis focused on conducting an asset strategy study for the company he was working for at the time. The research he conducted allowed the company to better understand its market segments, customer base and facility needs.

For students currently in the thesis process or considering it, Cooke suggests choosing an interesting topic,

staying focused and regularly communicating with your thesis supervisor.

"Choose a topic that genuinely interests you—otherwise, it will feel like working in a job you dislike. Plan and organize thoroughly, and try to write something every day, even if it's just a paragraph or two," Cooke said. "Regularly consult with your thesis supervisor; I had a very positive experience with mine, who provided excellent guidance."

While Cooke graduated from the MAB program in 2017, the lessons he gained have followed him.

"Beyond industry-specific insights, I gained significant experience in time management," Cooke said. "Balancing work, home life and studies required careful weekly planning, which I have continued to practice since graduation."

Beyond the learning experiences, the program left Cooke with connections and purple pride that will follow him for a lifetime.

"I met some really great people throughout the MAB program - my student colleagues as well as the teaching staff," Cooke said. "I feel extremely proud to have attended the University and to be able to call myself a KSU alumnus."

***The hybrid model was a big plus for me. It offered the flexibility to study from home while also allowing me to enjoy the weeks on campus. This balance provided opportunities to study and socialize with classmates and have face-to-face discussions with teachers.***

## Welcome Dr. Brady Brewer to the MAB program

Starting this fall, the Master of Agribusiness program will welcome a new faculty member. Dr. Brady Brewer will join the program and take over teaching AGEC 700 Applied Agribusiness Economics for Dr. Andy Barkley.

"I love teaching to students that are in an executive program working while taking classes. They challenge me on how ideas and theory can be applied to their work which in terms makes me a better teacher as well. Teaching in a program like the MAB is a rewarding experience where I only hope the students get as much out of the coursework as I learn from the students," Brewer said.

Brewer has been an Associate professor in the Department of Agricultural Economics at Purdue University. His teaching responsibilities included an undergraduate agribusiness management course as well as a graduate course on the economics of strategy. His research agenda includes the broader topics of agribusiness and profitability, agricultural finance, and production/supply chain issues. His extension program includes education on credit and lending to both farmers and bankers as well as working with agribusinesses on a variety of financial management topics.

"At Purdue, I taught an undergraduate class in agribusiness management, a master's level class on the economics of strategy, research in the field of agricultural finance, and provided extension programming to agricultural lenders and agribusinesses," Brewer said. "I am looking forward to being back at K-State so that I can make an impact on the program and provide expertise to agribusiness professionals."

At K-State he will teach an undergraduate course in agribusiness management as well as a master's level course in economics and strategy.

He is looking forward to working with MAB students.

"I love teaching to executive audiences as they ensure that what I am teaching is applicable to what they are doing out in the agricultural industry. I find that students that seek out programs challenge me to provide real world examples and keep me updated on what is happening out in industry. This makes me a better teacher and also provides me with ideas for better research," he said.

Brewer grew up on a family farm in Oklahoma that raised wheat, soybeans, alfalfa, and cattle. He received a B.S. in agricultural economics and accounting from Oklahoma State University and later earned both his M.S. and Ph.D. from Kansas State University in agricultural economics.

Before joining the faculty at Purdue, he spent three years in the Department of Agricultural and Applied Economics at the University of Georgia. While there, he taught undergraduate courses in agribusiness management, agricultural finance and a graduate course in agricultural finance.



## SAVE THE DATE

### July 14-17

MAB at IFT in Chicago, IL

### August 4-9

Animal Health cohort Campus Session at K-State Olathe

### August 9

Defense ballot and final copy of thesis due to be Summer '24 graduate

### August 15-16

MAB at Risk and Profit Conference, Manhattan, KS

### September 13

MAB/AgEcon Tailgate before K-State/Arizona football game - be watching for more details!

### September 16

MAB at KC Ag Outlook Forum in Kansas City, MO

### September 23-36

MAB at Women in Agribusiness Summit, Denver, CO

### October 2

Last day to schedule Final Defense for name to appear in commencement program

### October 20-24

Animal Health Cohort Campus Session

### November 1

K-State Global Campus scholarship application due

### November 7

MAB at Chicago Section IFT in Chicago, IL

### November 8

MAB at AFA in Kansas City, MO

### November 8

Defense ballot and final copy of thesis due to be Fall '24 graduate

### December 1

Spring MAB/Ag Econ scholarship applications due

### December 13

Fall Commencement at Bramlage Coliseum

### January 5-9, 2025

MAB Campus Session in Manhattan, KS

### January 13-17, 2025

MAB Thesis Session in Manhattan, KS

### January 26-29, 2025

MAB at VMX Expo in Orlando, FL

### February 4-7, 2025

MAB at NCBA in San Antonio, TX

### February 11-13, 2025

MAB at World Ag Expo in Tulare, CA

# THESIS DEFENSES



**Amanda Bimonte**  
Class of 2024  
*U.S. Dog and Cat Owners Consumer Perception of Insect Proteins in Companion Animal Feed*



**Malinda Bothwell**  
Class of 2024  
*Application and Sensitivity Analysis of the Economic Order Quantity Model in Animal Feed Manufacturing and Warehousing*



**Callie Brauman**  
Class of 2025  
*Overall Effect of US Inflation Rates on Florida Cattle Production*



**Parry Briggs**  
Class of 2024  
*Financing Needs for Sustainable Agriculture Practices and Investments in the United States*



**Mario Cervantes**  
Class of 2013  
*Pathways to Blue Oceans: The Case of Two Horticultural Companies*



**Virginia Daly**  
Class of 2024  
*Impact of the Lapse of the Miscellaneous Tariff Bill on a U.S.-Based Agrochemical Manufacturer*



**Shayna DeGroot**  
Class of 2025  
*The Effects of Transportation on Wheat Prices to Local Kansas Wheat Farmers*



**Lincoln Griffin**  
Class of 2023  
*A Pig Marketing Model for Determining Optimal Cut Economic Perspectives of Plant Tissue Analysis*



**Jerricka Harrison**  
Class of 2025  
*From Training Activities to a Training Program*



**Cassandra Hartshorn**  
Class of 2023  
*Why Dairies Fail*

# THESIS DEFENSES



**Lauren Hutchinson**  
Class of 2024  
*The Economic Impact of Utilizing Micro Technologies' Micro-Weigh Micro Ingredient Delivery System and Pro-Control Plus Feed Batching System in a Dairy Feed Mill*



**Sean Johnstone**  
Class of 2024  
*An Economic Feasibility Study of a Managed Supply Chain Stocker Operation in NE Oklahoma*



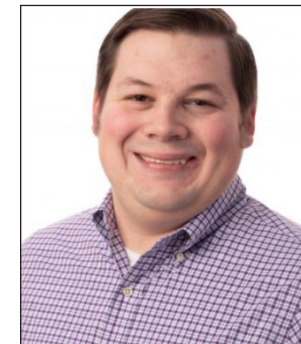
**Steven Locke**  
Class of 2024  
*An Economic Analysis of Agri-Food Firms' Resiliency: A Case Study of Six Companies*



**Sean Moore**  
Class of 2024  
*Feasibility of Extending Days on Feed for Increased Profitability of Cattle in Iowa Feed Lot*



**Emmanuel Oredola**  
Class of 2023  
*Optimizing Wheat Mix Composition to Maximize Customer Satisfaction*



**Jay Ostmeyer**  
Class of 2024  
*Ostmeyer Family Farms: Economic Feasibility of Replacing Summer Fallow with Spring Canola in Northwest Kansas*



**Riley Travis**  
Class of 2024  
*An Analysis of Debt Beta and Market Beta for Publicly and Non-Publicly Traded Companies*



**Hannah Wildman**  
Class of 2025  
*Optimization Methods for Cost-Effective Horticultural Product Transportation*



**Christian Wilson**  
Class of 2021  
*Optimization Methods for Cost-Effective Horticultural Product Transportation*

Thesis projects can be found at <http://krex.k-state.edu> or by logging into the MAB Community Page on Canvas.

# Students and Alumni

**Sandra Reid** ('06) started a new position with National Bank. She had previously been with Gay Lea Foods more than 17 years.

**Marsha Boswell** ('08) has been selected as a Fellow of the 17th class of the Kansas Agriculture and Rural Leadership (KARL) program.

**Nate Smith** ('11) started a new role as a Retail Parts Management Analyst for John Deere.

**Curtis Cretin** ('15) took a new job with Corteva Agriscience on May 7, 2024.

**John Sachse** ('17) will become the Executive Officer (XO) of his Kansas Army National Guard unit (995th SMC) in Concordia, Kansas.

**Corey Van Otegham** ('17) married Dr. Katelyn Gregory on April 6th. She is a local veterinarian, and started a new vet clinic outside of Victor, Iowa.

**Taylor Holmes** ('19) and her husband, Cody, welcomed their son Levi James on March 11th. She has also accepted a position as a Commercial Banking Officer at Landmark National Bank.

**Pierce Randall** ('20) married Jen Rhoades on June 22nd.

**Cassie (Kniebel) Aherin** ('21) and her husband, Dustin, announced the birth of their second son, Lawson Grant on September 21, 2023. She also is a co-author on an article that includes original research from her thesis project. It is published in the *Journal of Agriculture and Applied Economics* and titled "Grazing Management Plan Adoption and Objective Prioritization in U.S. Cow-Calf and Stocker Operations".

**Jenn Krultz** ('22) will marry Mike Sather on July 26th. Krultz also submitted her thesis to the *Journal of the Society of Farm Managers and Rural Appraisers*.

The article, "An Analysis of Sweat Equity Arrangements in Farm Succession Planning," was published in the 2024 edition.

**Jon LaPorte** ('22) will receive a Search for Excellence in Young, Beginning, or Small Farmers/Ranchers award from the National Association of County Agricultural Agents (NACAA) for the DEMaND Series he created at Michigan State University. The award recognizes NACAA members who have developed and carried out outstanding Extension educational programs for Young (<35 years of age), Beginning (< 10 years management experience), Small Farmer/Ranchers (<\$250,000 annual agricultural sales). He will be receiving the award and giving a short presentation on the DEMaND Series during this year's conference in July.

**Christa Milton** ('22) completed the KARL program as a Fellow of the 16th class.

**Beth McQuade** ('24) married Luke Massoth on February 10th.

**Megan Anguiano** ('26) has been selected as a Fellow of the 17th class of the KARL program.

## Recruit an MAB student and be entered in a chance to win K-State football tickets

Since the MAB program started in 1998, word of mouth referrals have been the main way new students have found the program. We are excited to announce the launch of a reward plan for those that share information about the program with friends and colleagues!

For each new student that applies and starts the program, the referring student or alumni will receive an MAB polo shirt and will be entered into a drawing for tickets to a K-State football game.

For more information or questions about the referral program, email or call Mary Sullivan at [mjbowen@ksu.edu](mailto:mjbowen@ksu.edu) or 785-532-4435.

