

# The SYLLABUS



## MAB and KFB tour England, Ireland and Scotland



In June, 69 MAB students, alumni, friends, and members of Kansas Farm Bureau (KFB) participated in an international farm and agribusiness tour of England, Ireland and Scotland.

"We really enjoyed the MAB/KFB trip. The farm visits put a face on agriculture in the United Kingdom. Producers shared how they work under European Union (EU) regulations and use programs that enable them to produce food for their

markets, as well as preserve the land and farmsteads for agritourism and future

generations," said Dave Rock, MAB alum, Olathe, KS.

Due to the large number of travelers, participants were split into two groups for the tour, but visited many of the same operations including a stop at Causey Farm outside of Dublin, Ireland. Causey Farm breeds limousine-cross cattle and has a flock of Belclair ewes, an Irish breed famous for their high numbers of lambs. In addition, they grow winter wheat and spring barley, as well as curly kale, beets and

turnips. As an added treat during the visit, travelers learned how to make Irish soda bread that was baked for them while they toured the farm.

"The Causey Farm was a real hoot to see all of the activities of the farming operation. It was also awesome to make our own souvenir loaf of bread!" said Earl Biggers, MAB Alum, Lake Norden, SD.

The two groups did spend a couple of days together in Edinburgh, Scotland, for some sightseeing and to visit the Royal Highland Show, a large farm and livestock show. The 4-day event has more than 6,500 animals and 2,150 livestock competitors.

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"The Royal Highland Show showcases some of the best livestock in the UK. It was a real highlight of the trip!" Deborah Kohl, MAB Program Coordinator said. "We saw different types of meat and dairy cattle, miniature ponies, all kinds of horses, and several breeds of sheep."

One of the main topics the groups heard about during visits was how Brexit may affect agriculture. Brexit is the shorthand way of saying that the UK is leaving the EU. While there are many questions about the upcoming UK exit, it may provide opportunities for U.S. trade.

"Brexit will alter the UK's trade relationship with the European Union. Many of the farmers we talked to think it may be a positive change for the UK," Dr. Allen Featherstone, Ag Econ Department Head and Director of the MAB program, said. "There is also potential for the U.S. to build closer trade relationships with both the UK

and EU in the process. These new relationships could be beneficial to U.S. producers."

The trip was not all business, as sightseeing was also worked into the schedule. The group toured many of the region's famous locations including: the Guinness Storehouse and Trinity College in Dublin, Ireland, Powerscourt Gardens (near Dublin), Edinburgh Castle and St. Andrew's Golf Course in Scotland, and Westminster Abbey in London, England.

"For Dawn and me, one of the best aspects of the trip was being able to travel with such a great bunch of K-Staters and other Kansas folks. We enjoyed every stop and being able to share the experience with such a great group of people. I definitely liked the agricultural focus,

especially the dairy related stops!" Biggers said.

The next international farm and agriculture tour will be in 2020. Location and details will be announced soon.



*Page 1: Group at Edinburgh Castle*

*Page 2, Clockwise: Kaitlyn O'Neal ('19), Mindy Andres and Kalby Wehrbein ('19) talk with David Hurst at Law Farm, Hertfordshire, England*

*Sheep cross-breeding at Scaife Hall Farm in Blubberhouses, England*

*Group at JCB Factory in Cheadle, England*

*Learning to make bread at Causey Farm, County Meath, Ireland*

*Belted Galloway cattle*

*Sydney Van Ravenswaay ('18) holds a lamb at Causey Farm*



# Alumni Research Spotlight

*This is the third 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*

Twelve years ago, Tyson Chick completed his Master of Agribusiness thesis *Strategic Alliance Evaluation and Development for Specific Assets of Agri Cooperative and AGP*.

While in the program, he was the General Manager for Siebert Cooperative in Siebert, Colorado and then relocated to Holdrege, Nebraska to work as the Grain Department Manager at Agri Co-Op. As his interest area was in strengthening the cooperative system, Chick conducted research to determine the profitability of a possible alliance between Agri Co-Op and another local cooperative, AGP Grain Marketing LLC (AGP).

"Agri Co-op and AGP have grain elevator facilities and other assets that are in close geographic proximity and have the potential to operate more efficiently and profitability through some form of coordinated operations," Chick said.

Using a competitive environment model, a series of several key questions regarding the atmosphere the companies operate in were answered. Next, a five- forces model of competition was used to evaluate the competitive pressures associated with the local market. From this examination, further research was done regarding factors driving industry change, strategic group mapping and strategic rival techniques. Chick also discussed the benefits and consequences of a full joint venture and potential lease agreements.

Based on his extensive research, Chick provided recommendations to build trust and open opportunities between the two organizations without formal contractual obligation. "Building trust between the organizations was expected to enable and encourage movement to full joint venture alliances, in the future. While economic factors of local markets become the driving force for the needed awareness, there was still an underlying trust factor that needed to be solved for any business alliance to work," Chick said.

About completing his thesis and the Master of Agribusiness program, Chick said, "The MAB program really helped me get more comfortable with evaluating business performance and strategic planning. My career up to the point of starting the program had all been focused on trading. My thesis topic helped me to do much more than work through a potential merger. It taught me how to evaluate a business, its potential, and long term viability. While the thesis project was a daunting capstone to completing the MAB program, I can now say that



*Tyson Chick speaks to MAB students during the January 2015 campus session in Manhattan, KS.*

I am very proud and grateful of the opportunities and practical application to use, what was learned in the program, that it gave me."

Today, Chick works as a General Manager for a Business Unit of CHS in Central Washington. "More than 10 years after the MAB program I am still finding ways to incorporate it into my daily work," Chick said.

# MAB Tailgate & Scholarship Drive

On Saturday, October 13th, the MAB program along with the Agricultural Economics Department, will host a tailgate before the K-State vs. Oklahoma State football game in Cat Town. We'll be sending out more information to register for the tailgate, but if you'd like to purchase tickets to the football game here's an opportunity:

\$45 Tickets - A savings of \$30 (while supplies last)

## PROMO CODE INSTRUCTIONS

1. Visit [www.kstatesports.com/grouptickets](http://www.kstatesports.com/grouptickets)
2. Enter the promo code FB18AGECON
3. Click on game you wish to purchase tickets to and ignore all messages regarding availability.
4. Determine the number of tickets that you wish to purchase and click 'Continue'.

Tickets will be delivered to your email via Print at Home (\$5.00) and click 'checkout' to purchase.



If you have issues using the promo code please contact the K-State Ticket Office at 785-532-7606.

We are also still accepting donations for the MAB Scholarship funds. **If you donate to one of the MAB scholarship funds by October 5, 2018, you will be entered in a drawing for a football signed by K-State Head Football Coach Bill Snyder!\***

If you'd like to donate, you can mail a check to the MAB office at 306 Waters Hall, Manhattan, KS 66506, or you can donate online at [found.k-state.edu](http://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*

## 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](http://www.online.ksu.edu), with your eID and password. Go to the MAB Community Page and click on Theses.

**Jacob Aizikoitz** ('18), *Yield Protection as a Risk Management Strategy*

**Geo Ceratti** ('18), *XYZ Corporation: Utilizing Risk Solver Platform to Improve Soybean Crushing Profitability*

**Erin Clem** ('18), *Application Study For Food Safety Risk Mitigation In A Nut Processing Facility*

**Bethany Huls** ('18), *Financial Feasibility of Investing in Bulk Soybean Infrastructure: The Case of an Evergreen Seed Agent*

**Kellen Liebsch** ('18), *An Economic Impact Analysis of a Proposed Local Enhanced Management Area for Groundwater Management District #4*

**John Locklear** ('18), *A Optimized Staffing Between Product Lines for a Technical Support Center*

**Austin Mbamba** ('19), *Consumer Color Preferences and the Economics of Bean Consumption in Malawi*

**Marvin Mbaso** ('19), *Economic Feasibility of Hybridizing Forward Contracts and Warehouse Receipt System in Malawi*

**Kristina McAllister** ('18), *Evaluation of Farm Credit Express Delinquencies*

**Mike Reecy** ('18), *Location Optimization of Dairy Processing*

**Tyler Rouse** ('18), *Analysis of Marketing Strategies and Advanced Retail Sales Processes to Improve Company A's Position in the Segment*

**Sara Schoenborn** ('18), *Impact of State Funding on Rail System and Agricultural Cooperatives in Wisconsin*

**George Warui** ('18), *Economic Feasibility of Producing Pasta in Kenya*



## Students & Alumni News & Photos

**Richard Fechter** ('00) is the incoming President of the National Association of County Agricultural Agents (NACAA).

**Carlos Piana** ('01) is now working as a Commercial Manager for Ecuakao, a subsidiary of Goddard Enterprises Limited

**Barry Brant** ('07) has been promoted to President of DASCO Inc.

**Clay Mead** ('08) is now the Great Plains Regional Manager with Allfex USA.

**Becky Bradwell** ('09) is now a Customer Operations Supervisor for Cargill.

**Leslie Svacina** ('09) and her husband, Scott, welcomed their second child, Cadence Ellen on January 10.

**Ivan Mills** ('10) is now a Project Manager at Chipperfield Ag Erectors.

**Adam Flavin** ('11) has become a Consultant with Roach Ag Marketing, Ltd.

**Amber Hanna** ('12) is a Sales Enablement Specialist at DST Systems.

**Angie Bauch** ('13) has taken a Kansas Farm Management Association (KFMA) Economist position and has relocated to Chanute, KS.

**Nanci Daesch** ('13) accepted a position with Bayer Crop Science as the Global Crop Science Risk Management Lead.

**Magnus Rupp** ('14) is now the Product Manager Axion with CLAAS.

**Colin Peterson** ('15) has taken a new position with New Holland as a Regional Sales Director of the Mid South Region and will be relocating to Texas.

**Lindsey Ahlen** ('16) is now an Export Specialist for the Middle East for SunRice in Sydney, Australia.

**Eric Putnam** ('16) and his wife, Maggie, are expecting the arrival of their first grandson.

**Ben Blue** ('17) has accepted a Supply Chain Manager position with Darigold in Seattle, WA.

**Andrew Lauver** ('17) is now Manager, Industry Relations, North America at Syngenta. He and Mary Francque also recently announced their engagement.

**Britney Rosburg** ('17) and Dr. Terry Griffin's article, "Whole-Farm Planning Models for Assessing Inter-Generational Transition," was published in the *Journal of National Association County Agricultural Agents* (NACAA) in June.

**John Sachse** ('17) and his wife, Kinsley, announced the birth of Emerson Owen on July 22. Emerson weighed 7 lbs, 8 oz. and was 20.5 inches.

**Sara Schoenborn** ('18) is now the Director of Marketing and Public Relations for the Wisconsin Agri-Business Association.

**R.J. Layher** ('19) is now serving as a Policy Adviser to the Administrator for the USDA Risk Management Agency.

**Logan Hooyer** ('20) was recently promoted to Senior Manager of Procurement at Renewable Energy Group.

**Amy Stutzman** ('20) has taken a new position within Hill's Pet Nutrition as a Regulatory Affairs Specialist.

*Willie the Wildcat and Derrick Coleman* ('10) MAB Program Coordinator *Deborah Kohl and Leah Suellentrop* ('02)

*Rita Ramirez* ('21) and *Scott Marckini* ('19)

*Sita Pendurthi* ('16) and *Dr. M. S. Swaminathan*, father of green revolution in India.

*John Sachse, Michael Rattray, Andrew Lauver, Skyler Rinker, Ben Blue and Aaron Cling* (all '17) at Rinker's wedding earlier this year.



# Upcoming Events



Kansas State University's Master of Agribusiness Program, Kansas Farm Bureau and Kansas Department of Agriculture are hosting a blockchain drive-in workshop. This event will explain blockchains and discuss uses in agriculture. It is open to all professionals in the food, animal health and agribusiness industry.

**Friday, October 12, 9 a.m. - 2 p.m.**

**Kansas Department of Agriculture**  
1320 Research Park Dr.  
Manhattan, KS 66506

**\$40.00 per person** includes meeting materials and lunch

## Workshop Sessions Include:

- Blockchain 101 - Andy Brudtkuhl, National Pork Board
- First Movers, The Case of Wyoming Beef - Rob Jennings, Beefchain.io
- Policy Implications - Daniel Gorfine, CFTC (invited)
- Practical Applications - Lukas Fricke & Neil Johnson, ChorCheck
- Practical Applications - Tanner Ehmke, CoBank

Register online at <http://bit.ly/blockchaindrivein>



**September 24-26**  
MAB at Women in Ag in Denver, CO

**October 12**  
Blockchain workshop at Kansas Department of Ag

**October 13**  
MAB/AgEcon Tailgate before the KSU/OSU football game

**October 21-26**  
MAB Campus Session at K-State Olathe

**October 23**  
Animal Health Industry Insights - Trends and Career Pathways at K-State Olathe

**October 23**  
Last day to schedule a defense for name to appear in Commencement program

**November 2**  
K-State Global Campus scholarship application deadline

**November 2**  
MAB at AFA Career Fair in Kansas City, MO

**November 11-13**  
MAB at Ag Bankers Association in Omaha, NE

**November 15**  
MAB at Swine Day in Manhattan

**November 16**  
Final copy of thesis due to Graduate School to be Fall 18 graduate

**December 1**  
MAB/AgEcon scholarship application deadline

**December 7**  
K-State Fall commencement at Bramlage Coliseum



This event features animal health industry speakers sharing insights on current trends in the animal health industry and what that means for the future of the industry, including the impacts of acquisitions and mergers. A panel discussion will follow with a focus on career development, specifically related to the animal health industry.

**Tuesday, October 23**  
**11:30 a.m. - 3 p.m.**

**K-State Olathe**  
22201 W. Innovation Dr.  
Olathe, KS 66601

**\$40.00 per person** includes meeting materials and lunch

- Eric Alsup, D.V.M., Vetoquinol USA
- Gaynor Hillier, Elanco Animal Health
- Craig Wallace, Ceva Animal Health LLC
- Robert Zolynas, D.V.M., Bayer HealthCare LLC, Animal Health

Register online at <http://bit.ly/ahindustry>