

The Syllabus

K-State Master of Agribusiness *A decade of developing agribusiness leaders*

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Kansas State University
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Welcome to the class of 2010!

Alberto Barcenas
Chemical Supervisor
Goodwin Pro Turf
Overland Park, Kansas

Derrick Coleman
Regional Sales Manager
Pierre Foods, Inc.
Cincinnati, Ohio

Autumn Crider
Loan Officer
Farm Credit of the Virginias
Warrenton, Virginia

Bill Davis
SPV- Chief Credit Officer
Farm Credit Services of
America
Omaha, Nebraska

Abby Dechant
Economic Development
Director
Wabaunsee County
Alma, Kansas

Juan Garza Quiroga
Business Development
Manager (Seafood Dept)
Supermercados Int. HEB
Escobedo, N.L., Mexico

Baljit Ghotra
Senior Scientist
Natraceutical Canada, Inc.
Edmonton, Alberta, Canada

Virginia Guardia
Livestock Business
Coordinator
FUCREA - CarneCREA
Montevideo, Uruguay

Kevin Heikes
Director of Operations
Farms Technology
Overland Park, Kansas

Lauren Kelley
Agriculture Specialist
U.S. Customs & Border
Protection
Lukeville, Arizona

Blane Lowe
Technical Services Vet
Pfizer Animal Health
Eaton, Colorado

Ryan Mass
Beef Product Manager
Lallemand, Inc.
Milwaukee, Wisconsin

Ivan Mills
QA Technician
Honeyville Grain Inc.
Honeyville, Utah

David Mog
Plant Superintendent
Cereal Food Processors
Wichita, Kansas

Dustin Ploeger
Sales and Merchandising
Farmers Union Cooperative
Cedar Bluffs, Nebraska

Ryan Reed
Owner/Operator
Reed Farms, Inc.
Montezuma, Kansas

Stan Sikora
Territory Customer Support
Manager
John Deere Company
Dublin, Ohio

Josh St. Peters
Farm Information Director
Illinois Farm Bureau
Bloomington, Illinois

Joshua Staley
Assistant Manager
J Bar S Excavating
Buhl, Idaho

Philippe Steffan
Manager - Flour Mill
Grands Moulins de Dakar
Dakar, Senegal

Daren Stephens
Instructor
Oklahoma Panhandle State
University
Goodwell, Oklahoma

Steve Turner
Sr. Marketing Rep - Ag Parts
Marketing
John Deere Company
Lenexa, Kansas

Tim Ulrich
Marketing Specialist
Loveland Products, Inc.
(United Agri-Products)
Greeley, Colorado

Sean Webster
Plant Operations Director
M&M Mars Retail Group
Henderson, Nevada

Students complete thesis projects

To access an electronic version 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 Content and click on Theses.

Chris Carey, class of 2007

The Benefit of an Effective Safety Program in the Agribusiness Industry

Tom Carlson, class of 2004

Finding a Position for a Firm to Succeed in the Seed Industry

Stacie Garvert, class of 2007

Performance of Female Hedge Fund Managers

Leanne Hoagland, class of 2007

A Business Plan and Strategy for Big Sky Shires & Equine Services

Sarah Velasquez, class of 2007

The Adoption of Good Manufacturing Practices in Grain Elevators

Southeast Asia *Malaysia, Thailand & Vietnam 2008*

We are planning our 3rd international MAB trip, **November 7-22**, with stops in Kuala Lumpur, Malacca, Bangkok, Hanoi and Ho Chi Minh (Saigon). Visits to various crop and livestock operations, agricultural and food-related industries, aquaculture and shipping ports, as well as sight-seeing, are planned. A **\$600 per person deposit is due April 1st**.

If you are interested in more information or would like to register for the trip, please contact Mary Bowen at mjbowen@ksu.edu or 785-532-4435. A full itinerary is available at www.mab.ksu.edu/Alumni/International_Trips.html.

Rates:

Double Occupancy Rate:

Single = \$3,900*

Couple = \$7,800*

Single Occupancy Rate =
\$4,440*

*These are current estimates

What's included:

- Roundtrip international airfare from West Coast
- Double occupancy hotel accommodations & breakfast
- Guided sightseeing and admission fees
- Meals as per itinerary
- Airport-hotel transfers

Additional Expenses:

- Visa for Vietnam (\$65)
- Additional meals
- Airfare from local origin to West Coast
- Optional trip insurance, souvenirs & personal items



Blog shares the MAB experience

First-year student, Josh St. Peters, Farm Information Director for Illinois Farm Bureau, has started a blog about his experience in the MAB program. The blog starts a couple of weeks before the January campus session and will continue as Josh completes the program. We invite all students and alumni to follow along, and possibly share comments.

“It doesn’t take much time and is a great way to share thoughts and experiences on all aspects of returning to school and being part of the MAB program,” St. Peters said. “There is a lot of information about graduate programs out on the internet, but not much from a student’s perspective. It made sense to help showcase MAB through this kind of personal media.”

We often invite individuals interested in the MAB program to speak with current students and alumni in order to get an idea of what the program is like. “The MAB Experience” will give those interested a first-hand look into one student’s experience.

“I hope my experiences, as shared through the blog, can help others learn more about the benefits of the MAB program,” he said.

The blog can be found at <http://kstatemab.blogspot.com/> or it is linked from several pages on the MAB website, www.mab.ksu.edu. We hope you enjoy reading about the program from Josh’s perspective.



Upcoming Events

February 13

Last day to change KSU eID password.

March 17 - 21

Campus Session

April 14

AGEC 710, Comparative Food and Agriculture Systems begins

May 2

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

May 16

K-State spring commencement & final copy of thesis electronically deposited with graduate school

November 7 - 22

Southeast Asia Trip



Alumni Spotlight

Zach Gaines

MAB Class of 2006
Brewhouse Manager
Anheuser-Busch, Inc.
Los Angeles, California

Higher education key to Anheuser-Busch employee development

by Mary Bowen

While filling a temporary position with Busch Agricultural Resources, Inc., Zach Gaines developed an interest in the beer industry and agriculture. With an undergraduate degree in English and little background in agriculture, Gaines, a Research Technician in Fort Collins, Colo., knew he needed to learn more about the industry to be successful. His answer: the Kansas State University Master of Agribusiness (MAB) distance program.

“I was a guy with a liberal arts degree working for the largest beer producer in the U.S. That was a big motivational factor in the decision to continue my education,” Gaines said. “I wanted to learn more about the company and its role in the beer industry.”

Gaines chose the MAB program because of its agribusiness focus, the direct application of coursework to current work situations and the ability to complete a master’s degree without being on campus full time. The program has met those expectations and more. After receiving his MAB degree, Gaines was promoted to the position of Brewhouse Group Manager at the Los Angeles Brewery, Anheuser-Busch, Inc.’s second-largest brewing facility, which produces more than 12 million barrels and 19 brands of beer a year.

“The Master of Agribusiness program helped bridge a gap between where I was and where I wanted to go. The skills I learned allowed me to make the jump between research and brewing production management. It has made me a greater asset to Anheuser-Busch and I’m beginning to better understand the complex relationship between the two distinct sides of the business: raw materials and production,” Gaines said.

As a Group Manager, Gaines is responsible for front-line brewery management and oversees the day-to-day operation

of the brewhouse. He also makes sure the brewhouse is stocked with adequate amounts of raw materials and analyzes data to optimize the brewery’s performance. Being able to analyze data is crucial to the entire supply chain.

“I couldn’t do my job without the knowledge I learned about spreadsheet modeling in all of my MAB courses. From evaluating breeding programs for brewing quality to analyzing and trending data to find out what is going right or wrong with our beer, solving problems by looking at numbers is a big part of what Anheuser-Busch does,” Gaines said.

Gaines’s decision to begin the MAB program was encouraged by Anheuser-Busch for several reasons. One key reason is it gives students a broad knowledge of the agricultural industry that isn’t found in a traditional MBA program.

“The Master of Agribusiness program helped bridge a gap between where I was and where I wanted to go. The skills I learned allowed me to make the jump between research and brewing production management.”

“We’ve had other employees in the program and it has been highly beneficial for them and Anheuser-Busch. It helps create successful ‘next-level’ managers,” Tom Loch, Director of Human

Resources of Anheuser-Busch, Inc., said. “The employees’ respective divisions as a whole have benefited from the perspective and skills they bring back.”

The ability to complete the program and continue working at the same time is also a big plus for both employee and employer. Since students attend class online, they do not have to take time away from work.

“Zach could do coursework online during the evenings or weekends so it didn’t impact his workday and the two-week commitment to come to campus each year didn’t cause any

problems either,” Loch said.

Both agree the thesis project Gaines completed analyzing the impact of the growing popularity of microbreweries addressed an issue important to the traditional beer industry.

“Zach’s thesis about microbreweries and their affects on traditional beer was very insightful. He was able to research a current topic and put together a good piece of work that has been shared with several individuals within our company,” Loch said.



MAB Alumnus Zach Gaines at work at Anheuser-Busch Brewery in Los Angeles, California.

International elective, AGEC 710, begins in April

The MAB's international elective, Comparative Food and Agriculture Systems, will be offered again this year starting in mid-April.

Newly expanded with the addition of two regions, AGECE 710 is team taught by faculty at K-State's partner institutions in Uruguay, France, Russia, New Zealand, Uganda, India and Thailand. The course gives students a first-hand account of the history and conditions of each of the significant economic zones studied – MERCOSUR, European Union, Russia and the FSU, Oceania, sub-Saharan Africa, South Asia and East Asia. The award-winning graduate level course is 3 credit

hours and is \$1,692. The course is open to students in the MAB program, but may also be taken by individuals not currently participating in the Master of Agribusiness program. Anyone with a bachelor's degree, two years of professional work experience and an interest in the food and agriculture sector is encouraged to enroll. This is an excellent opportunity for anyone thinking about joining the MAB program to test the distance technology and get a feel for the program.

Those interested in the elective should contact Lynnette or Mary at 785-532-4495 to get registered.

February 13 is deadline for K-State eID password change

University security policy requires everyone change passwords on their eIDs at the beginning of the fall and spring semesters. For spring 2008, the password change period is January 1 through February 13. Passwords must be seven - eight characters and must contain characters from 3 of the 4 following: uppercase letters, lowercase letters, numbers and special characters.

To change your password, go to <http://eid.k-state.edu> and sign in. Select "Change your eID password" and follow the prompts. Unchanged passwords will stop working on February 14.

After changing your password, you may need to change password settings in programs such as e-mail.

Need help? Contact the K-State IT Help Desk, 313 Hale Library, e-mail eid@k-state.edu, (785) 532-7722 or 1-800-865-6143.

In the NEWS...

Derrick Coleman, class of 2010, and his wife, Mallory, announced the birth of Phoenix Marie on January 21st. Phoenix weighed 7 lbs 5 oz.

Doug Regehr, class of 2009, has left John Deere and is now a Manager for Purple Wave Auction. He and his wife, Tabatha, have relocated to Tonganoxie, Kansas.

Misty Fuller, class of 2008, has accepted a new position with ConAgra Foods. She will be the Procurement Manager of Flavorings and Additives. She was also recently married to Mark Trumble.

Walter Von Muhlen Filho, class of 2005, participated in the Harvard AgriBusiness Seminar in Boston studying agricultural trends for 2008.

Ryan Dunn, class of 2007, and his wife, Elaine, welcomed their firstborn, Griffin Carter, on January 9th.

Leslie Shuler, class of 2009, has new responsibilities with CHS. She is now managing CHS Foundation, corporate giving and community relations programs and marketing communications projects.

Catia Jorge, class of 2008, has been promoted to Senior Trader for Cargill in Sao Paulo, Brazil.

Tracy Brunner, class of 2002, was elected as the 2008 President of the Kansas Livestock Association.

Mark Seitz, class of 2003, and his fiancée, Robin Taylor, announced their engagement on Christmas Day. A May 25th wedding in West Virginia is planned.

Stephen Olson, class of 2009, and his wife, Emily, announce the birth of their daughter on November 17th. She was 7 lbs and 18 1/2 inches.

Ray Hammarlund, class of 2001, accepted a position as the Director of the Energy Programs Division of the Kansas Corporation Commission.

Laura Roessler, class of 2003, left Rabo AgriFinance and has begun a new position as a Senior Lending Officer with FCS Financial.

Chris Carey, class of 2007, has been hired as a consultant to develop safety programs for businesses, based on the safety plan he created for Fehr Foods for his thesis project.

Koe Kla, class of 2009, is now working with Extra Space Storage as a Property Manager in Bethesda, Maryland.

Meng Tee, class of 2009, was recently promoted to West Coast Division Manager at Speedling Incorporated. He is responsible for Speedling's nurseries in California and Texas.

Charlie Sauerwein, class of 2007, and his wife, Carolyn, recently celebrated their youngest son's wedding and the births of three grandchildren.

Dustin Ploeger, class of 2010, accepted a position as a Sales Rep and Merchandiser for Farmers Union Cooperative in Cedar Bluffs, Nebraska.