

The Syllabus

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

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Welcome to the members of the MAB Class of 2018



Manhattan Cohort

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Helena Chemical Company
Milton, Wisconsin

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Walmart
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Dairy Manager
Noble Dairy
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Luke Bellar

Manager
Bellar Farms Inc
Howard, Kansas

Kassi Berard

Office Manager
B & T Sugarcane Fields Inc.
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Risk Management Solution Manager
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Olam International
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Land O'Lakes Purina Animal Nutrition
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Senior Loan Officer
AgChoice Farm Credit
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Michael Reecy

Vice President, Commercial Lender
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Loan Officer Trainee
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Milling Supervisor
US DURUM Milling
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Dalhart, Texas

Kayla Lichty

Marketing and Events Coordinator
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Alumni Spotlight

Teresa Zube

Class of 2011
Business Development Coordinator
Sustainable Swine Resources
Kiel, Wisconsin



Teresa Zube recently spoke to MAB students during the January 2016 Campus Session. Mary Bowen, MAB Program Associate, sat down with Zube for a short chat.

MB: Tell me about your background, education and work experience.

TZ: I was raised in a small little town called Cashton, Wisconsin, population approximately 450. My family lived on a small rural property where I grew up with many animals (dogs, cats, rabbits, gerbils, guinea pigs, etc.). As you can see, I am an animal lover at heart.

As a child, I could never have a horse, so at the age of 32, I bought my first one—it has been all downhill from there. Growing up in Northwestern Wisconsin amongst the Amish community, I fell in love with the Belgian draft horse. The heritage and majestic beauty of the breed is what stuck with me and drove me to become more involved with the breed and the industry. At the age of 35, I was fortunate enough to acquire my first Belgian, thus starting the breeding program at Mystery Hills Stable formed in 2001 by my husband, Scott, and I. Our program started with one mare. It has grown to a herd that consists of three breeding stallions, 17 brood mares and a group of 16 young stock two years and younger spanning Wisconsin and Indiana. We have been breeders of Belgian draft horses for the last 14 years. Within our program, we foal out an average of eight babies a year.

“The MAB program was a great experience for me both personally and professionally. It pushed me out of my comfort zone and gave me a number of new skills that have helped me drive success both for the organization and for me personally.”

Teresa Zube

Along with our breeding program, we have been active in the show circuit across the Midwest and internationally, primarily showing in halter.

My love of horses also keeps me involved in the Belgian Draft Horse Corporation of America and the Wisconsin Draft Horse Breeder’s Association as an active member, as well as serving as a director on their boards. In 2015, we achieved a huge milestone for our stable by

receiving reserve All-American status for our three-year-old mare. This accomplishment was very self-fulfilling as we not only own the mare, but we also bred her. Most animals that receive this type of title are typically owned by the person showing them, but are purchased from another breeder.



Along with raising Belgian Draft Horses, I am an avid dog lover. Our four-legged children consist of Callie (Cocker Spaniel), Hailey (Great Dane), Zoey (Great Dane), Dillon (French Bulldog) and Cooper (French Bulldog). In my spare time, I also enjoy breeding and showing my Great Danes.

As far as education, I received a Bachelor of Science degree in Animal Science and a minor in Chemistry from the University of Wisconsin-River Falls. In 2011, I received my Master

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Sustainable Swine Resources provides a vast array of high quality pig co-products that can be utilized as sustainable resources within many human and animal industries. These industries include, but are not limited to Medical, Human Health, Industrial and Consumer, Zoological, Companion Animal and Animal Health.

- **Viscus Biologies** - A joint venture formed with respected leader in the medical industry. The finished product is a medical device using the peritoneal membrane of the animal (Xenomem).
- **Carnivore Essentials** - Finished product manufactured and distributed by Sustainable Swine Resources. Product is an all pork raw diet for carnivores within the zoological community.
- **JTI** - A joint venture formed with respected leaders in the rendering industry. Converts pork co-products into finished products for sale (pork meal, blood meal, choice white greases) in 2016.
- For more information about all Sustainable Swine Resources, go to www.sustainableswineresources.com



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of Agribusiness from Kansas State University.

Since graduation from the University of Wisconsin-River Falls all of my work experience has been in the food industry. Right out of school, I spent approximately 4 1/2 years with Armour Swift-Eckrich in both quality and supervisory roles. After I left Armour Swift-Eckrich, I moved to Kraft

Foods where I spent approximately 7 1/2 years in management roles. I have worked for Johnsonville Sausage the last 15 years in Plant Manager roles, and the last six years as the Business Development Coordinator for Sustainable Swine Resources.

MB: Describe the process of launching Sustainable Swine Resources. Lessons learned?

TZ: I would say we are still very much

in the infancy stages of this division. We have accomplished a lot. However, there is a great deal more to do. The concept and division were very well embraced by the organization, but like anything, you would like to see progress quicker than what we are realizing. At times, you need to step back and realize that you are literally creating new business from scratch in industries that aren't typically your competencies.

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As far as what I have learned along the way, you have to have passion for what you are doing. Without that, you aren't going to make progress. From there, it is all about learning the industries and applications, as well as building strong relationships with those industries and thought leaders to move initiatives forward. Another key lesson learned is that you have to have patience and not be afraid to stand alone or stand up for those things you are passionate about. You have to be comfortable with selling ideas and concepts at all levels and be prepared to be the subject matter expert for what you are doing. This experience has brought me the closest I will ever be to being my own entrepreneur, and you have to treat the business this way.

MB: Why did you decide to pursue the MAB program?

TZ: I pursued the MAB program because I wanted to enhance my education and round my skill set to improve myself personally, as well as make me a better member of Johnsonville Sausage for the future. By improving my skill set, I feel like I can make a better contribution to my employer and help to drive their future success.

MB: Let's talk about your thesis. Why did you choose your topic and what did you learn?

TZ: At the time I joined the MAB program, we were just in the beginning stages of creating the Sustainable Swine Resources division. As I looked at the topic for my thesis, I thought what a great opportunity to use the skills that I am going to learn through the MAB program to help

create the roadmap for the future of the division. Through the program, I learned key skills around business planning, entrepreneurship, finance, leadership and overall business success that enhanced the foundation that had been created through my experiences, both at Johnsonville Sausage, as well

"The things I have learned through the MAB program have helped me be a better leader and manager of the Sustainable Swine Resources division, and they have also helped me in my personal life with managing our horse business."

Teresa Zube



Zube shared information about Johnsonville Sausage and Sustainable Swine Resources with MAB students during the January 2016 campus session banquet.

as the other companies I worked.

MB: How have you benefited from the MAB program?

TZ: I feel like I have grown both personally and professionally as it relates to my skill set. The things I have learned through the program have helped me be a better leader and manager of the Sustainable Swine Resources division, and they have also helped me in my personal life with

managing our horse business (Mystery Hills Stable).

MB: What advice do you have for individuals regarding the thesis process?

TZ: Don't be afraid of it and don't talk yourself into believing it is more overwhelming than it is. At the end of the day, you are the expert and it is a matter of taking the skills you have learned through the program and imparting them into your topic. I think we hear the word "thesis" and immediately feel that there is no way we can do it. It really is about making the time to sit down and work on it. Put your thoughts and learning into action.

MB: Why would you recommend the program to others working in the industry?

TZ: I personally like the program because I was able to enhance my skill set, but it was geared around the working professional. Many of the Master's programs today aren't designed for the working professionals. With the Master of Agribusiness program you also get to interact with your classmates. At first I was concerned that the long distance learning would be an issue for me. However, I found it to be a great program because I could learn long distance, but I still got to meet my classmates, make a bond with them and learn about their backgrounds.

MB: Other comments you'd like to share?

TZ: Overall, the MAB program was a great experience for me both personally and professionally. It pushed me out of my comfort zone and gave me a number of new skills that have helped me drive success both for the organization and for me personally.

MAB launches webinar series: Dr. Michael Dicks, AVMA, first presenter



*Dr. Michael Dicks, Director of the Economics Division,
American Veterinary Medical Association*

The MAB program was pleased to partner with Dr. Mike Dicks to present a webinar on January 25th discussing the impact of Millennials on the Veterinary Workforce. As the Director of the Economics Division with the American Veterinary Medicine Association (AVMA), Dr. Dicks has evaluated this rising generations' characteristics and their impending influence in all sectors of the industry.

Statistically, by the year 2030, 75% of veterinarians (and their customers) will be millennials. In addition to providing a portrait of millennials for those in attendance, Dr. Dicks explained that "cross generational stress arises when people of different ages expect others to behave in ways their peer

personalities won't allow". In addition to the stresses of a multi-generational work environment, millennials carry an unprecedented load of college debt that can quickly narrow the choices they make in their careers.

Illustrating the statistical description of the millennial generation with comments cards from a recent series of professional meetings, Dr. Dicks shared that this group of employees are not shy about sharing their opinions through social media channels. He also highlighted the sometimes challenging demand for authenticity and transparency from their employers.



If you were unable to attend the webinar on the 25th, or the encore presentation on February 18, please visit the MAB website (<http://mab.k-state.edu/events/webinars.html>) to watch the presentation.

Our next webinar will be on March 24th at 12:00 p.m. CST. Ms. Stacy Pursell with The VetRecruiter will share about working with a talent agency and how to format a resume after 5-10 years of experience.

Be watching for more information on the free webinar by Stacy Pursell, The VetRecruiter, on March 24 or email mab@ksu.edu to register.

Calendar of Events

March 3-5

MAB at Commodities Classic in New Orleans, LA

March 4

MAB at Cattlemen's Day at K-State

March 13-18

MAB Campus Session at K-State

March 28-30

MAB at the Petfood Forum Conference in Bangkok, Thailand

March 31 - April 2

MAB at MANRRS Annual Career Fair, Jacksonville, FL

April 12-15

MAB at Food Hotel Asia (FHA) in Singapore

April 18-20

MAB at the Petfood Forum Conference in Kansas City, MO

April 22

Final electronic copy of thesis due to Graduate School to be Spring '16 graduate

May 13

K-State spring commencement at Bramlage Coliseum

June 6-7

MAB at Kansas Vet Med Association in Manhattan, KS

June 11-20

MAB international farm and agribusiness tour of Brazil

July 17-19

MAB at IFT Food Expo in Chicago, IL

July 31 - August 5

MAB Campus Session at K-State Olathe

August 12

Final electronic copy of thesis due to Graduate School to be Summer '16 graduate

August 27-29

MAB at CVC in Kansas City, MO

October 16-21

MAB Campus Session at K-State Olathe

in the NEWS...

Wendell Hockens ('01) has retired from JP Morgan Chase. He and his wife are enjoying spending time with their two new granddaughters.

Joel Karlin ('01) will be presenting a commodity outlook at the 2016 Golden State Management Conference in March.

Ryan Dunn ('07) has accepted a position with ADM as Strategic Marketing Director for their Animal Nutrition group and has relocated to the Decatur, IL area.

Jared Brown ('08) is now the Vice President of Sales for Farm Market iD in Wichita, KS.

Leslie Svacina ('09) is now the Executive Director for the Wisconsin Association of Agricultural Educators. She also owns Cylon Rolling Acres and raises pastured meat goats.

Tanner Ehmke ('11) has taken a position as a Senior Economist of Grains, Oilseeds, Ethanol and Farm Supply with CoBank ACB in Denver, CO.

Katlin Hall ('12) and her husband welcomed their second child, Isaiah Jay, on January 19.

Emily Bass ('13) has taken a new position with SPF North American as an Ingredient Buyer in Greenville, SC.

Michael Kempke ('13) is Director of the new Precision Agriculture department for Garden City Co-op.

Tene Mouphtaou Toure ('13) is now an International Program Specialist for the Foreign Agricultural Service (FAS) for the U.S. Department of Agriculture in Washington, D.C.

Jarah ('14) and Michael ('14) Hauger announced the birth of their son, Jefferson, on September 7, 2015.

Ryan Bennett ('15) was promoted to Senior Director of Industry and Environmental Affairs at the National Milk Producers Federation.

Tim Hammerich ('15) purchased the Texas office of AGRI-associates, an agribusiness recruiting firm. He also started his own website, AgGrad.com, which provides career resources and connections for individuals interested in agricultural careers.

Darren Blew ('16) has accepted a Material Control Manager (Supply Planner) position with Smithfield's Junction City, KS plant.

Sukhin Chawla ('17) and Dr. Arlo Biere recently published "Supply Chain Issues in Indian Spices Export to USA" in the *International Journal of Modern Sciences and Engineering Technology*.

Andrew Lauver ('17) was selected by the Iowa State University College of Agriculture and Life Sciences as the Emerging Iowa Leader, an award given to young alumni under the age of 40 in the state of Iowa. The award was presented at a Cyclone women's basketball game in February. He is also a recipient of the National Corn Growers Association Scholarship and will be attending the Commodity Classic in New Orleans in March.

John Sachse ('17) accepted a new position with the Kansas Beef Council as the Director of Industry Relations.

Jordan Uthoff ('17) is now the Plant Operations Manager for Syngenta in Lone Tree, IA.

Please "join", "like" and "follow" the MAB program on social media:

- Twitter: [@ksumab](#)
- Facebook: www.facebook.com/KstateMAB
- LinkedIn: [K-State Master of Agribusiness](#)



If you are attending a trade show or conference this summer, let MAB know by sharing or tweeting a photo and tagging us.

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 (no log-in required). 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, select Students, Alumni, Theses and Theses Defenses and click on Theses.

Lindsey Ahlen ('16), *The Economic Impact of Free Trade Agreements with Asia on the U.S. Pork Industry*

Jeff Bennett ('07), *Value of Map Sharing Between Multiple Vehicles in the Same Field While Using Automated Section Control*

Daren Stephens ('10), *Hedonic Bull Pricing Models: Estimating the Value of Traits of Bulls Sold Following Performance Testing*