

The Syllabus

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

Volume 18 ■ Issue 1
Winter 2017

Welcome to the MAB Class of 2019

Manhattan Cohort:

Nicole Cortum

Tactical Marketing Manager
John Deere Financial
Johnston, Iowa

Shelby Drye

Agriculturalist
Spreckels Sugar Company
Brawley, California

Michael Eastlack

Area Grain Storage Manager
Perdue Agribusiness
Tappahannock, Virginia

Logan Hoffman

Wichita, Kansas

Taylor Holmes

Commercial Angus
Identification and
Performance Program
Coordinator
Canadian Angus
Association
Rocky View County, Alberta,
Canada

Brooke Jones

Customer Service
Representative
WinField Solutions
Tahoka, Texas

Jennifer Kaiser

Research Scientist,
Pediatric Nutrition Product
Development
Abbott Nutrition
Columbus, Ohio

LaKoda Kelber

Teacher, Agriculture
Education and FFA Advisor
Estherville Lincoln Central
Estherville, Iowa

Brittni Lamoreux

Program Associate
Center for Farm Financial
Management, University of
Minnesota
Saint Paul, Minnesota

R.J. Layher

Legislative Assistant
Congressman Mike Bost
(Illinois)
Washington, D.C.

Scott Marckini

Senior Product Manager
Batory Foods
Des Plaines, IL

Kristy Marjason

Vice President of Lending/
Relationship Manager
Legacy AG Credit, ACA
Longview, Texas

Travis Matthews

Farm Technician
Charlton Farms
Ellensburg, Washington

Austin Mbamba

Marketing Development
Officer
National Smallholder
Farmers Association of
Malawi
Lilongwe, Malawi

Dustin Miner

Processing Team Supervisor
Barkman Honey
Hillsboro, Kansas

Kaitlyn O'Neal

Wheat Marketing
Communications Specialist
Monsanto Company
White Deer, Texas

Chase Ostmeyer

Regional Vice President
High Plains Farm Credit
Hays, Kansas

Drew Perez

Portfolio Manager
AgTexas Farm Credit
Amarillo, Texas

Tyler Rumbold

Product Support
Representative
John Deere Seeding Group
Moline, Illinois

Cassandra Schneider

Lab Manager/PCQI
Kansas Ethanol, LLC
Lyons, Kansas

Sara Trattles

Financial Services Officer
GreenStone Farm Credit
Schoolcraft, Michigan

Kalby Wehrbein

Solutions Specialist
John Deere
Pasco, Washington

Jody Wendt

4-H Youth Coordinator
Nebraska Extension, Platte
County
Columbus, Nebraska

James Williamson

Food and Agribusiness
Research and Advisory
Associate
Rabobank
Fresno, California

**The 20th
MAB Class!**

#mablurv

2019 continued on page 6

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Kansas State University's
Master of Agribusiness and
Kansas Farm Bureau present:

England, Ireland and Scotland June 2018

Kansas State University's Master of Agribusiness (MAB) program and Kansas Farm Bureau (KFB) are offering a farm and agribusiness tour of the UK June 17-28, 2018. Anyone interested in getting a better understanding of this region is encouraged to join us. For more information contact Mary Bowen, mjbowen@ksu.edu or 785-532-4435.

We are anticipating this trip will fill up quickly, so if you are interested, you should get your name on the list! A \$500 deposit is required to reserve your spot.

***June 17** - Depart US

June 18 - Arrive Dublin Airport and transfer to city center for check-in at your hotel.

After some time to rest following the flight, there will be a sightseeing tour of Dublin, visiting Oscar Wilde's Trinity College, famous for the 1,200 year-old Book of Kells and the magnificent Old Library, Phoenix Park, the statue-lined O'Connell St, elegant Georgian squares, St Patrick's Cathedral, and the Guinness Storehouse.

Located in the heart of the St. James's Gate Brewery, the 'Guinness Storehouse' is Ireland's most popular tourist attraction. It's the home of the Ireland's most famous beer, with interactive experiences that fuse the long brewing heritage with Ireland's rich history.

Overnight: DUBLIN, IRELAND

June 19 - Depart after breakfast for a day's touring in one of Ireland's most scenic areas, County Wicklow and Glendalough. Visit the famous Powerscourt Gardens and House, perhaps the most beautiful in Ireland.

A visit to a dairy farm producing award winning yoghurt on site is included. Ireland is famous for the quality of its grassland (assisted by a favorable climate) and dairy industry, producing butter, cheese and yoghurt.

Overnight: DUBLIN

June 20 - Depart for a visit to the Irish National Horse Stud in Kildare, established in 1946, combining an active role in the development and promotion of Irish bloodstock with its role as one of the country's major tourist attractions.

After lunch, depart north of Dublin into the area of County Meath, stopping to visit a 285 acre Texel & Suffolk sheep farm. These breeds thrive on the excellent grassland of this region.

Time permitting, visit a cereal crops farm in County Down, northern Ireland.

Continue to your hotel in Belfast to check in.

Overnight: BELFAST

June 21 - Early morning transfer today to the port of Belfast for the ferry crossing to Cairnryan on the west coast of Scotland. This afternoon, visit a Galloway or Belted Galloway Beef herd before continuing to Scotland's capital city, Edinburgh. Visit a whisky distillery en route.

Overnight: EDINBURGH, SCOTLAND

June 22 - The whole day will be devoted to visiting the Royal Highland Show, Britain's premier agricultural event with an unrivalled display of farm exhibits and livestock. As an overseas visitor you will find a warm welcome at the International Visitors Pavilion with complimentary refreshments, free Show Guide and access with spectacular views over the Main Ring. This evening there is an optional Scottish folklore dinner with bagpipes and dancers

Overnight: EDINBURGH

June 23 - Begin the morning with a visit to the famous Edinburgh Farmers' Market which takes place every Saturday on the Castle Terrace. Continue with a sightseeing tour introducing you to both the 200-year old New Town and from the Old Town drive up the narrow Royal Mile to Edinburgh Castle and



Holyrood Palace. Later this morning drive over the mighty Forth Road Bridge via St. Andrew's, whose Royal and ancient Golf Club, founded in 1754, has given us the rules of golfing.

Overnight: EDINBURGH

June 24 - Travel this morning through the highly scenic Borders region of southern Scotland and then hilly areas of Northern England.

Visit the Chillingham wild cattle at Chillingham Castle near Alnwick.

Continue to Yorkshire where you will be divided into smaller groups for your farm-stay accommodation.

Overnight: YORKSHIRE FARM-STAYS, ENGLAND

June 25 - Enjoy some time with your farm-stay hosts this morning.

Visit a sizeable Swaledale sheep farm in the Yorkshire Dales National Park. Native Swaledale Sheep are a hardy breed well-adapted to surviving the cold, snowy winters on the hilltops. Swaledale fleeces have excellent insulative qualities and the wool is quite springy and traditionally it has been used for carpets. It has also been exported as a premium product to Japan for making futons.

Later continue the historic county town of Chester on the River Dee, noted for the characteristic black and white half-timbered buildings the two-tiered shopping arcades known as the "Rows".

Overnight: CHESTER

June 26 - This morning visit the JCB factory, a global manufacturer of agricultural equipment, located at Cheadle. After a tour of the factory, where a two course lunch will be provided, continue to the county of Leicestershire.

This another important agricultural region. Visit a large broad acre arable and livestock farm.

Continue to London, arriving in the early evening.

Overnight: LONDON

June 27 - Depart hotel for a half-day sightseeing tour of the City of London featuring the City and West End, Houses of Parliament and Big Ben, Westminster Abbey, St. Paul's Cathedral, Tower Bridge, Trafalgar Square, Buckingham Palace, Tower of London.

This afternoon, there will be a presentation on UK agriculture / Embassy trade talk.

Farewell dinner tonight with your fellow travellers.

Overnight: LONDON

June 28 - Time at leisure until transfer to airport for your flight home

**Itinerary is tentative and may change.*



The Route

Estimated Trip Rates:

- Double Occupancy Rate:
- Single = \$2,850*
- Couple = \$5,700*
- Single Occupancy Rate = \$3,550*

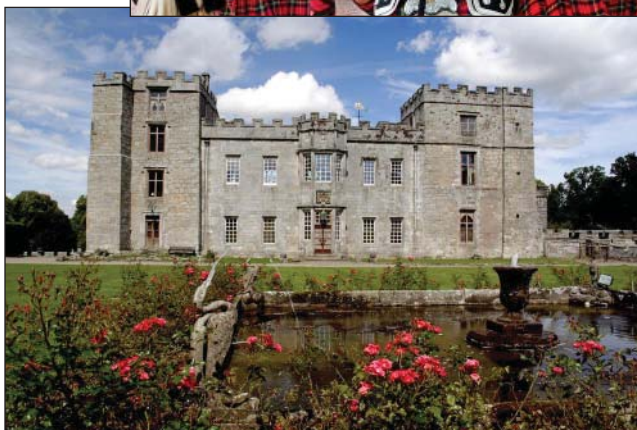
**These are based on current estimates and exchange rates. The final cost will depend on the number of travelers.*

Cost Breakdown

- Registration: \$2,850 covers in-country logistics, hotel rooms (3-4 star where available), ferry, and most meals for double occupancy.

Additional Expenses

- International Economy Airfare: \$800 - \$1,700 per person. Group flights may be available.
- Additional meals, souvenirs & personal items
- Optional trip insurance





Alumni Spotlight

Christy (Pepple) Ball

Class of 2012
Skills and Talent Development Analyst
Ardent Mills
Ogden, Utah

Experiences in the flour milling industry

Christy (Pepple) Ball knows the flour milling industry. Since graduating from Penn State with a bachelor’s degree in Agricultural and Biological Engineering, she has held several positions with Cargill, Horizon Milling and Ardent Mills. Her various roles include: Production Management Engineer in Chattanooga, Tenn., Production Supervisor and Project Manager in Stockton, Calif., Assistant Plant Manager in Culpeper, Va., and Assistant Plant Manager in Ogden, Utah.

In her multiple milling positions and locations, she has learned each one offers different opportunities.

“Working in a flour mill is a job where you can be as hands-on as you want to be in making changes and improvements in the process and with your team. I’ve worked at five different mills so far, and each one has its own unique character and personality,” Ball said.

“Whether older equipment or brand new, there are things to learn and be challenged by, so no day in flour milling is ever boring! The people I’ve worked with through my career are genuine and are the reason I stay in flour milling—they truly have been my family, no matter which mill I’ve worked at. If you are looking for a career where you can have fun and make a difference and help feed people, flour milling is definitely one to consider!”

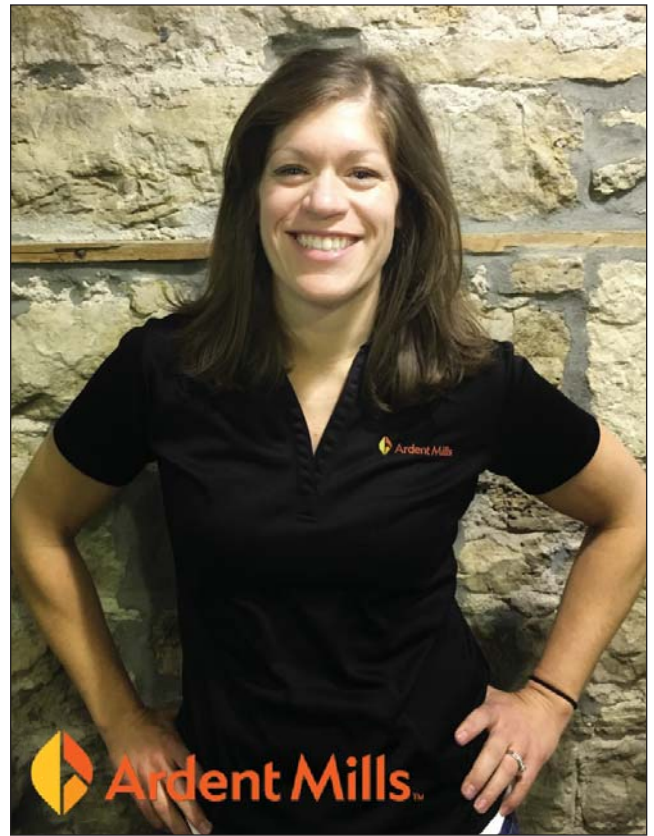
Currently, she is a Skills and Talent Development Analyst for Ardent Mills. Ardent Mills is a joint venture launched

by ConAgra Mills and Horizon Milling in 2014. The company provides a range of flour mixes, blends and specialty products. It is the largest wheat flour milling company in the U.S., with 40 milling locations, bakery-mix facilities and specialty bakeries in the U.S., Canada and Puerto Rico.

Her current role gives her the opportunity to help train new leadership for Ardent Mills. Ball creates training documents and programs to improve workers’ understanding of job tasks, so they can work safely and efficiently.

“I’m responsible for training and development programs for our operations team members. I manage our new hire management program and facilitate their training schedules to ensure consistency across our sites for the new hire leaders,” she said. “I also have an apprenticeship program that I manage where we target hiring high school students and pay for them to go to additional schooling and work for us as they develop their flour milling capabilities.”

Going forward, one of the biggest challenges facing the flour milling industry today is the gluten-free movement. Estimates show one in five Americans try to include gluten-free products in their diet. Ardent Mills is actively developing products for this growing market.



Christy (Pepple) Ball, class of 2012

“Flour milling always has it’s issues with folks going for gluten-free products. The biggest growth in the industry is how do we incorporate other grain-based things into plain flour. We are always challenging ourselves to provide our customers with nutritious grain-based solutions,” Ball said.

“Gluten-free is sure to continue to be both an opportunity and challenge for flour millers in the future.”

While she was still working for Cargill, she started thinking about earning a graduate degree. There were several factors that influenced her decision.

“I chose the K-State Master of Agribusiness program for a few different reasons. First, I had coworkers who recommended the experience – had that not happened I wouldn’t have ever heard of the MAB program.

“Second, I liked that it had classroom time, as well as remote time, and it didn’t matter where I lived, I would be able to complete the program. I was moving every 2 years or so with my

job when I started, and I wasn't able to commit to a physical school for getting my master's degree.

"Third, I worked for Cargill at the time of completing my MAB, and I felt like the coursework would directly apply to my day-to-day life," Ball said.

Her thesis topic is an example of the direct application of the MAB program to her work at Cargill. Ball worked with major professor Dr. Vincent Amanor-Boadu on her thesis, *Foreign Direct Investment Decision Making Using an Investment Index*.

"I did my thesis on international opportunities for flour milling. I had approached my company for some possible topics, and that was something that they'd expressed interest in me pursuing," she said. "To complete the thesis, I created a calculator that looked at different economic factors, political factors and flour consumption rates to rate countries on their market potential."

Her investment index was designed to evaluate three components to assist in selecting a location for a greenfield investment: market conditions, economic environment and supporting infrastructure.

Amanor-Boadu, Professor of Agricultural Economics and Ball's thesis advisor, said, "Through her thesis and developing an investment calculator, Christy helped organizations make more objective decisions about their international investments. In so doing, it will enhance their competitive position and reduce risk of adverse events."

When thinking about her thesis, Ball said, "It was a really interesting look into something I had no knowledge of and really challenged me to think outside the box. While I don't know if we'll ever build a flour mill in Malaysia or Thailand, I definitely learned a lot about them!"



Christy and Jacob Ball

Reflecting on her experience in the MAB program, Ball had these thoughts to share.

"The MAB program has helped me understand more outside of the operations world than I knew before entering the program. I was an

"The MAB was definitely a good experience for me. The faculty truly care that you are supported and can complete the program, and the other folks I met through the classes are awesome and are part of what makes the experience so valuable."

Christy (Pepple) Ball

engineering major in my undergraduate life and knew the technical side of the business. The courses I took in the MAB program helped broaden my horizons as far as business management and logistics.



"The MAB was definitely a good experience for me. The faculty truly care that you are supported and can complete the program, and the other folks I met through the classes are awesome and are part of what makes the experience so valuable," she said.

For a copy of Ball's thesis, go to <http://hdl.handle.net/2097/14917>.

Building the Future: Leading through Change rescheduled for October

The Building the Future: Leading through Change event featuring nationally-recognized author and speaker Bruce Tulgan has been rescheduled for October 19-20 at the K-State Olathe campus.

His books include *Not Everyone Gets a Trophy*, *It's Okay to Be the Boss*, and *Managing Generation X*. He founded the management training firm Rainmaker Thinking, Inc. in 1993.

The event is open to MAB students, alumni and any other interested industry professionals. Be watching for more information on the updated event at <http://mab.k-state.edu/events/kc2017.html>.



2019 cont'd from page 1

Lindsey Wilson

Equine Manager/
Assistant Trainer
Trout Creek Ranch
Cody, Wyoming

Olathe Cohort:

Lindsay Gardner

Territory Manager
Boehringer Ingelheim
Vetmedica
Wichita, Kansas

Mary Haake

Extended Absence
Services Facilitator
Olathe Public Schools
Olathe, Kansas

Andrea Harding

Analyst
Smithfield Foods
Kansas City, Missouri

Jennifer Lincoln

Associate Product
Manager
Kent Nutrition Group
Muscatine, Iowa

Cain Marshall

Operational Manager
Evergreen and Tradition
Farms
Dimmitt, Texas

Marvin Mbaso

Business Development
Officer
Export Development
Fund
Lilongwe, Malawi

Reed Parker

Territory Business
Manager
Zoetis
Wichita, Kansas

Melissa Patrick

General Plant Manager
Bimbo Bakeries USA
Oklahoma City,
Oklahoma

Calendar of Events

March 29

Andy Milstead Thesis Defense

March 29

Kendal Quandahl Thesis Defense

March 30 - April 1

MAB at MANRRS Annual Career Fair,
Pittsburgh, PA

March 31

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

March 31

Skyler Rinker Thesis Defense

April 3

Dana Marshall Thesis Defense

April 3

Julie Craig Thesis Defense

April 3-5

MAB at PetFood Forum in KC

April 6

Ben Blue Thesis Defense

April 12

Jamie Cooke Thesis Defense

April 13

Nathan Bartholomew Thesis
Defense

April 14

Tiffany Ligtenberg Thesis Defense

April 21

Final copy of thesis due to Graduate
School to be Spring '17 graduate

May 12

K-State Spring commencement at
Bramlage Coliseum

June 5-6

MAB at Kansas Vet Med Association
in Manhattan, KS

June 26-28

MAB at IFT Food Expo in Las Vegas

August 6-11

MAB Campus Session at K-State
Olathe

August 11

Final copy of thesis due to Graduate
School to be Summer '17 graduate

in the NEWS...

Joel Karlin ('01) is teaching a course on International Agricultural Economics at Fresno State University that includes lectures on the Theory of International Trade and Trade Policy.

James Arati ('09) is now an Extension Business Development Coordinator for Oklahoma State University.

Kevin Heikes ('10) has co-founded IN10T (in'tent), a digital agriculture company helping agribusinesses with adoption of technology and practices using data and analytics.

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

Adam Flavin ('11) is now a Trader at The Redwood Group LLC.

Ben Smith ('11) has taken a new position within John Deere as Region Manager Dealer Development (Western U.S.).

Aaron Bartholomay ('13) has moved from John Deere Intelligent Solutions Group to John Deere Financial as a Division Manager in Asset Management.

Magnus Rupp ('14) is now a Xerion Product Manager for CLAAS.

Christy Wipperfurth ('14) was promoted to Grants Management Specialist with the USDA-Agricultural Marketing Service, Transportation and Marketing Program.

Wyatt Rundel ('15) has taken a position as a Sr. Relationship Manager at Rabo Agrifinance.

Hamid Rutaro ('15) was promoted to the International Regional Manager of CRI. He is responsible for wholesale markets in Australia, New Zealand, Iran, Japan, Korea, Vietnam, Malaysia, Thailand and Africa.

Lindsey Ahlen ('16) is now the IAS International Account Specialist for Smithfield Foods.

Jordan Hanslovan ('16) and his wife announced the birth of their second son, Ammon Ward, on January 25th. Ammon was 20 3/4" and weighed 7 lbs. 11 oz.

Erica Hoover ('17) was a recipient of the 2016 CEO Award at John Deere for her work on a group project.

Andrew Lauver ('17) received the New Leader Award by the Iowa Soybean Association for his involvement and commitment to promoting the soybean industry and agriculture.

Corey Van Otegham ('17) accepted an Assistant Vice President position for County Bank a Business Development Officer.

Kayla Lichty ('18) and her husband, John, welcomed their daughter, Harper Ann, on December 22.

Tyler Rouse ('18) and his wife, Jen, announced the birth of their son, Wilder Corvin. Wilder was 8 lbs. 13 oz. and 20".

Find us online:

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



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.

Jose Castillo ('12), *Potential for Poultry Slaughterhouse near States with Large Number of Laying Hens*

Andrew Garr ('17), *Analysis of Flour Market Segments: A Study of How Specialty Products Affect Volume, Sales Dollars, and Margin Dollars*

Erica Hoover ('17), *Using Regression Analysis and a Simulation Model to Develop Probability of Achieving a Market Share Goal*

Sarah Lukach ('17), *Feasibility of Business Expansion in the Seed Industry*

Michelle Mensing ('17), *Farm Management Implications of Uncertainty in Days Suitable for Fieldwork*

Michael Rattray ('17), *An Investment Analysis of Planting Sweet Cherries in Washington*

We #mablurv
seeing
students and
alumni out
and about



- Clair Doan ('09)
- Scott Foote ('00)
- James Williamson ('19)
- Kalby Wehrbein ('19)
- Meng Tee ('09)
- Rich Porter ('00)
- Phil Steichen ('18)
- John Sachse ('17)
- Joel Karlin ('01)
- Colin Peterson ('15)
- Theresa Sisung ('16)
- Carly Cummings ('17)
- Mark Davis ('12)
- Tracy Brunner ('02)