

THE SYLLABUS

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

Happy Holidays



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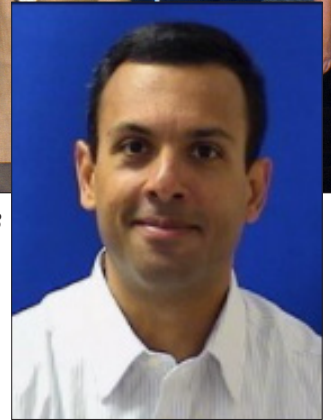
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Alumni Spotlight: Miguel Marcano 2008



Miguel Marcano and the MAB Class of 2008



Miguel Marcano earned his Master of Agribusiness in 2008. He has been at Kroger for more than 14 years and is currently in Enterprise Sourcing - Director of Commodities, Ingredients and Private Brands.

MAB: Tell me a little about your background, education and work experience.

Marcano: I have spent the last 27 years in the food industry in Latin America (LATAM) and the U.S., directly involved in sourcing, finance and merchandising. Prior to the MAB program at K-State, I graduated from Universidad Metropolitana in Caracas, Venezuela, with a Bachelor's degree in Management and an MBA in Finance.

MAB: What differences/similarities are there between LATAM and the U.S.?

Marcano: Each one is unique and I personally like the diversity of cultures, challenges and opportunities both markets bring on a personal and professional life. Perhaps one important difference is the fast pace of U.S. business driven by consumer expectations and competition.

MAB: Describe your current job and responsibilities.

Marcano: As a Sourcing Director for Kroger, my team is involved in Kroger's private label for departments like Grocery, Natural Foods, HBC, GM and Apparel.

MAB: What are the current issues Kroger is facing in the industry?

Marcano: The company is part of a fast-paced industry, while consumers demand quick changes and seamless interaction. The need to be relevant, competitive and top of mind, is the goal of many in this industry.

MAB: What impact had COVID had on the grocery industry? Problems/opportunities?

Marcano: The pandemic shifted consumer behaviors with more people cooking at home and some categories seeing

pantry loading due to changes with supply across the network. The grocery retail industry continues to focus on in-stock, making sure we continue to provide a solution to our customers' expectations.

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

Marcano: The MAB gave me the flexibility while living overseas, but also included campus interaction with faculty and other students.

MAB: Tell us about your thesis, "Developing a Procurement Support Tool for a Laundry Soap Bar Manufacturing Facility in Venezuela."

Marcano: My topic was focused on solving a manufacturing plant inventory challenge, by properly aligning sourcing with currency, commodities, supply chain and best country sourcing.

MAB: How have you benefited from the MAB program?

Marcano: It helped me expand my global network through my classmates. I can always contact them and exchange points of view.

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

Marcano: First, choose a potential topic in your immediate field/work you are passionate about; and second, start working now; the support and input of your committee is crucial in properly aligning your thoughts and ideas.

MAB: Why would you recommend the program to others?

Marcano: It is a great way to stay connected to the food and agribusiness industry, and develop a diverse network of faculty members and students from multiple areas, backgrounds and regions.

MAB hires new program coordinator

Janelle Perryman started with the MAB team in October 2022 as the new program coordinator. Janelle earned her Bachelor of Business Administration in Business Communication from Fort Hays State University in Hays, KS. She later completed a Master of Business Administration in Management from the University of Phoenix.

Janelle comes to us from Fort Hays State University where she was working as an undergraduate advisor for the past eight years. Prior to that she worked almost 15 years at DST Systems in Kansas City, MO. She held multiple roles through out the years, but most recently worked as a Client Relations Specialist dedicated to a large investment company.

Janelle just moved to Manhattan, KS, and is excited to get to know the town and all it has to offer. Janelle has three sons – Hunter, Scout, and Marshall.

You can reach Janelle at jlperryman@ksu.edu or 785-532-4495.



THESIS DEFENSES



Adam Carruthers

Class of 2016

Case Study for the European Green Deal



Jenn Krultz

Class of 2022

An Analysis of Sweat Equity Arrangements in Family Farm Succession Planning



Kaitlin Nicholson

Class of 2023

Analysis of Horse Performance at the Snaffle Bit Futurity



Morgan Stutrud

Class of 2023

The Effect of COVID-19 on U.S. Pork Exports to East Asia



Courtney VanderMey

Class of 2022

Meating their Needs: A Needs Assessment of Meat Processing Businesses in Minnesota

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



Frahm named Distinguished Alumni

Lon Frahm, MAB Class of 2002, was selected as the Department of Agricultural Economics 2022 Distinguished Alumni. The award is given annually to an alum who has demonstrated significant professional achievement related to agricultural economics or agribusiness.

"It is quite an honor to be invited back to speak to students and faculty as part of the Distinguished Alumni program. I am grateful for the opportunity," Frahm said.

As the driving force behind Frahm Farmland, Inc., he is the 6th generation to farm in Thomas County, KS. Frahm has been at the helm of Frahm Farmland, Inc. since 1986 when his father's sudden death launched the then-28-year-old into the farm's lead role. Since then, Frahm has grown the operation from 5,000 acres to more than 30,000 and continues to look for opportunities to enhance the business.

Frahm completed his bachelor's degrees in business administration and agricultural economics and later his Master of Agribusiness (MAB), all from Kansas State University.

"I'd been out of school for 20 years when I went back to the master's program. The MAB program helped me figure out what was a big risk and what wasn't. Those tools helped us make wise decisions about what risks we should take.

"During the program, I learned Word and Excel. The crew all learned it along with me. Today, the farm runs on Excel," Frahm said. "Education is one of the best investments of your time and dollars. Lifelong learning is part of my mission and vision."

He has also taken part in numerous professional educational programs, including Kansas Ag and Rural Leadership, Leadership Kansas and The Executive Program for Agricultural Producers with Texas A&M University, and Harvard Agribusiness Seminar. A particular high point in Frahm's



career came in 2009 when he was named *Farm Journal's* Top Producer of the Year. He has since been invited to a variety of educational and business venues to speak on farm management and other areas of expertise.

While the vast majority of Frahm's time and energy is spent managing the business and marketing aspects of the farm, he does find time to pursue his other passions, including landscaping, music, cars, boats, motorcycles, architecture, books and reading, international travel and aviation. He also places great importance on local community development and he has served on a variety of boards and committees, including High Plains Public Radio, the Thomas County Historical Society, Groundwater Management District #4 and the Citizens Medical Center, among others.

SAVE THE DATE

January 8-13

Manhattan Cohort Campus Session at K-State

January 15-18

MAB at VMX in Orlando, FL

January 16-20

Thesis Campus Session at K-State

January 28

MAB at KFB Young Farmers and Ranchers Conference in Manhattan, KS

February 1-3

MAB at NCBA in New Orleans, LA

February 14-16

MAB at World Ag Expo in Tulare, CA

February 24-26

MAB at Western Farm Show in Kansas City, MO

March 1

Last day to complete Graduation Application in KSIS for name to appear in commencement program

March 3

MAB at Cattlemen's Day in Manhattan, KS

March 9-11

MAB at Commodity Classic in Orlando, FL

March 26-31

Manhattan Cohort Campus Session at K-State

April 14

MAB at MANRRS in Atlanta, GA

April 14

Examination ballot and final copy of thesis due to be Spring '23 graduate

May 1-3

MAB at Petfood Forum in Kansas City, MO

May 12

Spring Commencement at Bramlage Coliseum in Manhattan, KS



Students and Alumni

September.

Jennifer McDonald ('16) has taken a Talent Acquisition Manager position at Hall's Culligan. She also continues to serve as CEO of Jenny Dawn Cellars.

Carly (Cummings) Hodson ('17) and her husband, Clint, welcomed son Camden Edward James on July 5th.

Michelle (Mensing) Hiscocks ('17) and her husband welcomed their first child, Charlotte, on October 12th.

Andrew Lauver ('17) and his wife, Mary, welcomed their second daughter, Viola Maris, on December 2nd.

John Sachse ('17) graduated from Army Logistics Basic Officer Leadership Course (BOLC) in October. He is also hosting a RanchFit ruck march at his family's farm on December 31 with both 5K and 10K options. The goal for RanchFit is to create a culture and community where individuals can come and have an outlet to work through mental challenges they might be having such as stress, worry, anxiety, and even lack of purpose.

Geo Ceratti ('18) started a new position in Commodity Derivatives Sales as Santander.

Erin Clem ('18) and her husband, Derrick, announced the birth of their daughter, Kenlee Ann on April 28th.

Cheyenne Rhodes ('18) and her husband, Titus, announced the birth of Laelynn Alta on September 15th. She joins big sister, Naomi Jane, at home.

Sydney (Van Ravenswaay) Schuck ('18) and her husband, Adam, welcomed their first daughter, Johanna Alane on October 14th.

Sarah Strahler ('18) and Chase Day were married on September 10th.

Don Brainard ('18) is volunteering with World Vets in the Galapagos.

Cassie (Kniebel) Aherin ('18) and her husband, Dustin, welcomed their first child, Dane Gabriel on January 16th.

Brittni (Lamoreux) Brown ('19) recently started as a Project Manager with Acclaim Multi-Specialty Group.

Megan Espinda ('21) is now an Agency Director for the Indiana Department of Environmental Management serving as the State's Agriculture Liaison.

Crystal (Dau) Williams ('21) and her husband welcomed their daughter, Audrey Elaine, on June 19th.

Cynthia Garlick ('22) is now working in the Accounting Department of Ernst Conservation Seeds Inc.

Christa Milton ('22) was selected to participate in the Kansas Agricultural and Rural Leadership Class XVI.

Sarah Niederee ('22) has a new position as a Commercial Manager with ADM Milling and Baking Solutions.

Ashlee (Nye) Thompson ('22) and her husband announced the birth of Leighton Grace on May 7th. She was also promoted to the Zoetis Executive Account Manager for Oklahoma for the Petcare Team.

Kaci Ferch ('23) and her family welcomed their daughter, Vera Elizabeth, on November 17th.

Beth McQuade ('23) is now the Biocontainment Specialist for CURIS System, Inc. CURIS is a decontamination company for hospitals, laboratories, pharmaceutical companies, and food manufacturing focusing on high-level disinfection.

Amy Stutzman ('23) recently took a new role as a Contract Manufacturing Quality Specialist with Hill's. She is celebrating 15 years with the company.

Taylor Mock ('24) is now working for Birdsong Peanuts as a Quality Assurance Specialist.

Riley Smith ('24) married AJ Travis on July 15th.

Veronica Borne ('25) has a new role as a Senior Account Manager with Corbion.

Mary Bowen, MAB Communications Coordinator, married Frank Sullivan on October 15th.

Greg Newham ('00) was promoted to Vice President at Molson Coors.

Joel Karlin ('01) is teaching Elements of Macroeconomics at The Mario Gabelli School of Business at Roger Williams University.

Steve Young ('01) was elected as the Phillips County, Colorado Treasurer. He will start in January 2023.

Marcella (Warner) Holman ('08) was named the Cattlewoman of the Year by the High Plains Journal. She is a fourth-generation rancher and operates Black Diamond Ranch in Ford County, KS.

Juan Garza ('10) started a new position as Director General at Sociedad Mexicana de Parrilleros.

Natasha (Sadofsky) Sharp ('12) started a position with Bartlett Grain as an Originator.

Michael Kempke ('13) will be the new General Manager for Adell Cooperative Union in Adell, WI, in the New Year.

Tara Deines ('14) is now a Partner of JP2 Risk Management, a boutique farm marketing advice company.

Jarah Hauger ('14) took a new position with John Deere as the Industry Relations Manager.

Mike Hauger ('14) is now a Territory Customer Support Manager for John Deere.

Nicole Peter ('14) is now the Site Director with Pepsi Co. in Phoenix, AZ.

Christy Wipperfurth ('14) was promoted to Compliance Officer for USDA's Agricultural Marketing Service.

Lindsey Ahlen ('16) is now an Associate Research Analyst with Ever.Ag.

Todd Higgins ('16) has two new grandchildren: Pierce (Pip) was born in May and Penelope (Poppy) was born in