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Appendix A  Intercollegiate Faculty of Agribusiness

- Governance Structure

- List of faculty

- Structure for the Agribusiness and Managerial Economics Ph.D.
Intercollegiate Faculty of Agribusiness Governance Structure

The by-laws of the IFA were amended in spring, 2008 to support the separate needs of the MAB and Ph.D. programs. Prior to the initiation of the Ph.D. degree program, the IFA primarily supported a professional degree program for which there is no thesis research requirement. Consequently the membership was comprised of faculty who focused their efforts for the IFA on teaching. With the start of the Ph.D. program, agribusiness research and scholarship are a part of the IFA roles through committees of Ph.D. students.

Governance Structure of the Intercollegiate Faculty of Agribusiness

Executive Committee of Intercollegiate Faculty of Agribusiness (IFA)
Chair: Chair, IFA and Director, Master of Agribusiness Program
Vice-Chair: Associate Dean, Mays Business School
Member: Associate Head for Graduate Studies, Dept. of Ag Econ

Operations Committee for Master of Agribusiness Degree
Chair: Chair, IFA and Director, Master of Agribusiness Program
Members: 2 Faculty appointed by the Executive Committee on alternate years, 2 year appointment
Ex Officio: Associate Dean, Mays Business School

Operations Committee for Ph.D. in Agribusiness and Managerial Economics
Co-chair: Chair, IFA and Director, Master of Agribusiness Program
Co-chair: Associate Head for Graduate Programs, Dept. of Ag Econ
Members: 2 Faculty appointed by the Executive Committee on alternate years, 2 year appointment
Ex Officio: Associate Dean, Mays Business School
Chair, Graduate Advisory Committee, Dept. of Ag Econ
<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Department</th>
<th>Office</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clair J. Nixon</td>
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<tr>
<td>Mary Lee McAnally</td>
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<td>ACCT</td>
<td>390 ACCT</td>
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<td>373B AGLS</td>
<td><a href="mailto:d-bessler@tamu.edu">d-bessler@tamu.edu</a></td>
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<tr>
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</tr>
<tr>
<td>David J. Leatham</td>
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<td><a href="mailto:d-leatham@tamu.edu">d-leatham@tamu.edu</a></td>
</tr>
<tr>
<td>Desmond Ng</td>
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</tr>
<tr>
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<td><a href="mailto:vedenov@tamu.edu">vedenov@tamu.edu</a></td>
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<tr>
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<tr>
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<td>John B. Penson, Jr.</td>
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<td>210D AGLS</td>
<td><a href="mailto:jpenson@tamu.edu">jpenson@tamu.edu</a></td>
</tr>
<tr>
<td>John L. Park</td>
<td>Roy B. Davis Professor of Agricultural Cooperation</td>
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<td><a href="mailto:jlpark@tamu.edu">jlpark@tamu.edu</a></td>
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<tr>
<td>John W. Siebert</td>
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<td><a href="mailto:j-siebert@tamu.edu">j-siebert@tamu.edu</a></td>
</tr>
<tr>
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</tr>
</tbody>
</table>
## Intercollegiate Faculty of Agribusiness

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Department</th>
<th>Office</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Victoria S. Salin</td>
<td>Professor &amp; Chair, Intercollegiate Faculty of Agribusiness; Director, Master of Agribusiness; Co-Director of Agribusiness, Food and Consumer Economics Research Center (AFCERC)</td>
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<td>220N MKTG</td>
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Structure for Ph.D. in Agribusiness and Managerial Economics

College of Agriculture and Life Sciences
Department of Agricultural Economics

Ph.D. in Agricultural Economics
- Field Area: Markets and Information Economics
- Field Area: Resource and Environmental Economics

Intercollegiate Faculty of Agribusiness
Ph.D. in Agribusiness and Managerial Economics with fields in:
- Finance
- Management
- Marketing
- Supply Chain Management

Mays Business School
Ph.D. in Business Administration
- Field Area: Accounting*
- Field Area: Finance
- Field Area: Management
- Field Area: Marketing
- Field Area: Supply Chain Management
Appendix B  Master of Agribusiness Program by the Numbers

- Demographic profile of students
- Database statistics
Fall Enrollment in the Master of Agribusiness Program

<table>
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<td>2011</td>
<td>43</td>
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<td>2012</td>
<td>39</td>
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<tr>
<td>2013</td>
<td>34</td>
</tr>
<tr>
<td>2014</td>
<td>42</td>
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Student Numbers in Master of Agribusiness program, Fall Semester
MAB Demographics by Cohort

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<th>Year</th>
<th>Total</th>
<th>Male</th>
<th>Female</th>
<th>Domestic</th>
<th>International</th>
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<tr>
<td>2013</td>
<td>12</td>
<td>6</td>
<td>6</td>
<td>6</td>
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<tr>
<td>2014</td>
<td>29</td>
<td>14</td>
<td>15</td>
<td>17</td>
<td>12</td>
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<tr>
<td>2015</td>
<td>8</td>
<td>5</td>
<td>3</td>
<td>4</td>
<td>4</td>
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</table>

*Students that have been admitted and accepted admission to the program

Note: admission offers for 2015 A pending acceptance from 3 students. They are NOT included in the 2015 cohort count above.
MAB Demographics by Cohort

2013 Cohort
- Male: 6
- Female: 6

2014 Cohort
- Male: 15
- Female: 14

2015 Cohort
- Male: 3
- Female: 5

2013 Cohort
- Domestic: 6
- International: 6

2014 Cohort
- Domestic: 12
- International: 17

2015 Cohort
- Domestic: 4
- International: 4

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Number of Unique Contacts to MAB Program (Date range: Jan. 1-Dec. 4, 2014)</td>
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<tr>
<td>~domestic contacts</td>
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<tr>
<td>~international contacts</td>
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<tr>
<td>~unknown residence</td>
<td>31</td>
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<tr>
<td>Number of applications submitted for Spring 2014 Admission</td>
<td>8</td>
</tr>
<tr>
<td>Number of applicants offered admission for Spring 2014</td>
<td>8</td>
</tr>
<tr>
<td>Number of applicants - accepted admission/enrolled for Spring 2014</td>
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</tr>
<tr>
<td>Number of applications submitted for Summer 2014 Admission</td>
<td>2</td>
</tr>
<tr>
<td>Number of applicants offered admission for Summer 2014</td>
<td>2</td>
</tr>
<tr>
<td>Number of applicants - accepted admission/enrolled for Summer 2014</td>
<td>1</td>
</tr>
<tr>
<td>Number of applications submitted for Fall 2014 Admission</td>
<td>26</td>
</tr>
<tr>
<td>Number of applicants offered admission for Fall 2014</td>
<td>25</td>
</tr>
<tr>
<td>Number of applicants - accepted admission/enrolled for Fall 2014</td>
<td>20</td>
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<tr>
<td>Number of applications submitted for Spring 2015 Admission</td>
<td>10</td>
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<tr>
<td>Number of applicants offered admission for Spring 2015</td>
<td>10</td>
</tr>
<tr>
<td>Number of applicants - accepted admission/enrolled for Spring 2015</td>
<td>4</td>
</tr>
<tr>
<td>Number of applications submitted for Summer 2015 Admission</td>
<td>1</td>
</tr>
<tr>
<td>Number of applicants offered admission for Summer 2015</td>
<td>*Admission decision pending</td>
</tr>
<tr>
<td>Number of applicants - accepted admission/enrolled for Summer 2015</td>
<td>n/a</td>
</tr>
<tr>
<td>Number of applications submitted for Fall 2015 Admission</td>
<td>8</td>
</tr>
<tr>
<td>Number of applicants offered admission for Fall 2015</td>
<td>4</td>
</tr>
<tr>
<td>Number of applicants - accepted admission/enrolled for Fall 2015</td>
<td>3</td>
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</table>
Appendix C  Recruiting

- Summary of MAB Recruiting Activities for 2014-2015
MAB Recruiting 2014-15

Spring 2014

1. Established a written protocol for admission offers and acceptance for the MAB program.

2. Created a “MAB Admission and Scholarship Report” Spreadsheet to track admission offers and acceptances.

3. Recruiting Emails sent via iModules to the following lists:
   a. Advisors at other targeted universities – includes AAU, HBU and other SEC schools.
      i. Email sent on 2/19/14
      ii. 72 recipients
   b. TAMU AGEC and AGBU juniors with 3.0+ GPA
      i. Email sent on 2/20/14
      ii. 206 recipients
   c. Students from underrepresented groups – these are the students on the National Name Exchange Consortium and the McNair Scholars Programs. Names were provided to us via the COALS Dean’s Office. They received the names from the Office of Grad and Professional Studies at TAMU.
      i. Email sent on 2/20/14
      ii. 292 recipients
   d. Between 2/19 and 2/20, 570 MAB recruiting emails have been sent.

4. MAB Recruiting Presentations at TAMU Student Org Meetings
   a. National Agri-Marketing Association (NAMA)
      i. Spoke with this group on Wednesday, Feb. 26
   b. Saddle & Sirloin
      i. Spoke with this group on Wednesday, March 5
   c. TAMU Horticulture Club
      i. VS spoke with this group on Wednesday, March 5
   d. Sigma Alpha Sorority
      i. Spoke with this group on Monday, March 17
   e. COALS Student Council
      i. Dr. Siebert spoke with this group on Monday, March 17
   f. Texas Aggie Cattlewomen
      i. Spoke with this group on Monday, March 17
   g. Alpha Zeta
      i. VS spoke with this group on Monday, March 24
   h. Agricultural Economics Society
      i. Spoke with this group on Tuesday, April 1

5. MAB Recruiting message to TAMU BIOL and CHEM students
   a. 2/25/14 - Sara Thigpin in the College of Science Dean’s Office sent our MAB recruiting email to 208 BIOL and CHEM juniors with a 3.0 or better GPA.

6. MAB Recruiting message to TAMU Political Science Majors
   a. 2/28/14 - Vince Hernandez, senior academic advisor for POLS undergraduates, will include information about the MAB program in their monthly newsletter. He
declined sending contact info for students and sending a direct message only about the MAB.

7. MAB Recruiting message to TAMU Plant & Environmental Soil Science, Turf Science
   a. 2/25/14 - received confirmation from Megan Teel, academic advisor, that she has shared information about our program with these majors.

8. Email to prospective MAB students for Fall 2014C
   a. Sent follow up email to 51 prospective MAB students for the Fall 2014 C semester. These students have expressed an interest in the program.

9. AGEC Graduate Student Open House
   a. MAB program assisted with this event on Friday, March 21
   b. 17 students attended

Fall 2014

**Targeted emails sent to current TAMU students in the following departments:**
- Animal Science (sent to Juniors with 3.0+ GPA - 151 recipients)
- Biological & Ag Engineering/Ag Systems Management (sent to Juniors with 3.0+ GPA - 25 recipients)
- Entomology (sent to Juniors with 3.0+ GPA - 44 recipients)
- Biology (# of recipients unknown)
- Chemistry (# of recipients unknown)
- Political Science (shared in departmental newsletter to all students)
- Economics (shared in departmental newsletter to all students)

**Informational email about MAB program sent to advisors at targeted universities**
Total: 82

**Informational email about MAB program sent to McNair Scholars, Fall 2014**
Total: 40

**Emails & contact with prospective students that have contacted the MAB program**
- Since January 2014, 127 prospective students have expressed an interest in the MAB program.
  o 56 of those students are interested in fall 2015 admission
  o 7 of those students are interested in admission for 2016
  o 1 is interested in 2017
  o A current TAMU food science undergrad that will graduate in December is in the process of applying for January 2015 admission
  o VS and JN know of 5 students that have said they are definitely applying for fall 2015
- All prospective students for the MAB program were sent a copy of the October 2014 MAB newsletter. They will receive an email with a link to the newsletter each time it’s published. This is another way to stay in contact with the prospective students.
- All students that said they are interested in Fall 2015 admission received an email reminding them to submit applications by the end of February/early
March. The email was sent the week of November 17 and will be sent once more no later than December 22.

- JN will call the students that have told us they will be applying – check to see if they need any help

**Established solid relationship between the MAB program and the TAMU Career Center**

- TAMU Career Center staff have presented a variety of professional workshops to MAB students during 2014 including best practices for LinkedIn and interview skills.
- The TAMU Career Center created a flyer to use for Agribusiness that highlights opportunities for MAB grads as well as the services offered to grad/former students.

**Plans for Spring 2015**

- January – focus on getting final decisions from those students that said they were seeking admission for fall 2015
- In early January, a recruiting email will be sent to all AGEC and AGBU juniors with a 3.0+ GPA
- Emails will be sent to students in targeted TAMU departments in February
- Prospective students will continue to receive email copies of newsletters as they are published
- Connect with other staff and faculty at TAMU that work with recruiting graduate students
  - Started this process in fall 2014.
    - TAMU OGAPS
    - Mays Business School
    - TAMU Dept. of History
    - TAMU COALS
    - TAMU College of Geosciences
    - TAMU Dept. of Political Science
    - TAMU College of Engineering
    - TAMU College of Science
- Connect with ACCED-I colleagues at universities around the US to learn what’s done at their universities
  - Duke University
  - East Stroudsburg University
  - Texas Christian University
  - University of Texas, Brownsville
  - University of Texas, El Paso
  - Trinity University
  - Georgia Tech
- Establish relationships with advisors in target universities
  - Look at Land Grant Universities
  - Other TAMU System Schools
  - SEC Schools
  - AAU institutions
  - HBU’s
  - University of Texas
  - Texas Tech
- Sam Houston State University
- University of Houston
- Rice University

- Other possible recruiting activities
  - Speak at COALS student organization meetings
  - Speak during COALS classes
  - Hold an AGEC Grad Office Open House/Recruiting Day
    - Coordinate with Leatham & Brandi B.
  - Survey current MAB students
    - How did they hear about the MAB program?
    - What made them decide to enroll in the program?
Appendix D  Professional Development Activities for 2014

- Spring 2014 calendar of professional development events and promotional flyers
- Summer 2014 calendar of professional development events
- Fall 2014 calendar of professional development events and promotional flyers
NOTE: To help you prepare for the career fairs, you have 2 opportunities for help with cover letters, resumes and interviews.

January 31  Professional Development - Career Fair Prep (cover letter, resumes & interviews)  
           11:20 – 12:20 p.m. AGLS 301

February 10  Professional Development - MetLife Prep (cover letter, resumes & interviews)  
             9:15– 10:00 a.m. AGLS 200

*************************************************************************************************************************

January 10  OPTIONAL MAB Graduate Employer Q&A Panel– Talk to representatives and discuss resumes, cover letters, interviews, and more…  
             2:30 - 4:30 p.m. Rudder Tower 301

January 10  OPTIONAL MAB Student Networking Social - Meet fellow grad students, practice networking, & discuss job search concerns.  
             4:30 - 6:00 p.m. Rudder Tower 510

February 6-7  Business Career Fair  
             9:00 a.m. – 4:00 p.m. Reed Arena  
             Details are here: http://bsc.tamu.edu

February 11  College of Agriculture and Life Sciences Agricultural Career Expo Days (also known as COALS ACE Days)  
             Details are here: http://aceday.tamu.edu

February 12  Industry Leaders Forum - Featuring MetLife and Peter Headley  
              10:00– 4:00 p.m. MSC 2405

February 24  MAB Internship Panel - Review the benefits and requirements of internships  
              9:15 - 10:00 a.m. AGLS 301

March 5  PMP Certification - What’s In It for Your Career?  
           11:15 a.m. – 1:00 p.m. AGLS 200

March 3  Farm Foundation Round Table  
          Report from Luis Secaiara on January 2014 Farm Foundation  
          9:15 - 10:00 a.m. AGLS 301

April 4  Rice Tec Presentation  
          9:15– 11:30 a.m. AGLS 301

April 14  MAB Internships, LinkedIn  
          9:15 – 10:00 a.m. AGLS 301

May 7  Visit from BASF– Markus Frank  
       2:00– 5:00 p.m. AGLS 301
Join us for the Master of Agribusiness Industry Leaders Forum, with special guests from MetLife Agricultural Investments, for a discussion of news, events, and challenges facing the investment field.

Speakers:
S. Peter Headley, Managing Director and Head of Field Operations
Daniel V. Serna, Associate, Southern Regional Office Field Representative
Laura Linden, Associate, Central Regional Office

When:
Wednesday, February 12, 2014
10:00 am to 3:00 pm

Where:
Memorial Student Center, Room 2405

Questions?
Need more information?
mab@agecon.tamu.edu

MAB Students are REQUIRED to attend.
MS and Ph.D. students are welcome.
Please contact us to reserve a place for lunch.

MetLife
Agricultural Investments
You’re invited to the Industry Leaders Forum with Rice Tec, Inc.

Rice Tec, Inc. is a technology-based rice company focused on high-value products. It is the first company to commercialize hybrid rice seed in North and South America.

Guest Speaker:

Jose Plaza
Manager of Global Research Support

Brian Ottis ’99
Marketing and Client Support Manager

Lap Nam
Senior Financial Business Analyst

Wednesday, April 16, 2014

8:30 - 9:00 Continental Breakfast & Networking
9:15 - 11:30 Roundtable Discussion

AGLS Building, Room 301

Questions? mab@agecon.tamu.edu
You’re invited to hear special guest speaker

Markus Frank
Team Lead Sustainability Assessment
Global Sustainability & Product Stewardship
Crop Protection BASF SE

Markus Frank earned a PhD at the Center of molecular biology of plants at the University of Tübingen. After joining BASF, he worked in several projects in Crop Protection and Biotechnology. In 2011 he started working in the Global Sustainability and Product Stewardship Department of BASF Crop Protection in Limburgerhof and is an expert in sustainability assessment tools, like BASF’s AgBalance™.

Wednesday, May 7, 2014

AGLS Building, Room 301
3:30 - 4:30 p.m. Roundtable Discussion

Topics to include: overview of BASF, geopolitics, image of European consumer

AGLS Complex Grounds, near wildflowers
5:00 p.m. Picnic Dinner

Questions? mab@agecon.tamu.edu
June 6  MAB Professional Development – RESUME REVIEW  
12:00– 1:00 p.m. AGLS 301

June 5  OPTIONAL MAB Students - Webinar on food safety  
12:00 – 1:00 p.m.  AGLS 369

June 9  Practicing your elevator speech – who you are and your strengths  
12:00 – 1:00 p.m. AGLS 117

June 19  Business Etiquette 101  
4:00– 5:00 p.m. AGLS 301

June 26  MAB – Career Center Services  
4:00 – 5:00 p.m. AGLS 301

July 3  Resume Review  
4:00– 5:00 p.m. AGLS 301

July 10  Information on consumer culture theory and marketing of technology  
4:00– 5:00 p.m. AGLS 301

July 17  Interviewing Tips– guest Dr. Katharyn Sober, TAMU Career Center  
4:00– 5:00 p.m. AGLS 301

July 24  MAB Professional Development – LinkedIn accounts  
9:15– 11:30 a.m. AGLS 301

July 31  MAB Presentation from Dr. Salin on Mercaris  
a market info service about specialty and identity– preserved crops.  
4:00 – 5:00 p.m. AGLS 301
NOTE: To help you prepare for the career fairs later in September, you have 4 opportunities for help with cover letters, resumes and interviews. You can attend the session that fits your schedule best.)

September 3  Professional Development - Career Fair Prep (cover letter, resumes & interviews)  
9:30 - 10:30 a.m.  AGLS 301

September 5  Professional Development - Career Fair Prep (cover letter, resumes & interviews)  
9:30 - 10:30 a.m.  AGLS 200

September 10  Professional Development - Career Fair Prep (cover letter, resumes & interviews)  
9:30 - 10:30 a.m.  AGLS 301

September 12  Professional Development - Career Fair Prep (cover letter, resumes & interviews)  
9:30 - 10:30 a.m.  AGLS 301

******************************************************************************

September 4  OPTIONAL MAB program meeting - plan networking travel for fall  
5:30 - 6:30 p.m.  AGLS 129

September 11  MAB Internship Roundtable  
5:30 - 7:30 p.m.  AGLS 115

September 17-18  Mays Business Career Fair  
Details are here:  http://bsc.tamu.edu/CFstudents

September 19  Peer Mentor Groups 1 and 2  
MAB Degree Plan and Learning Style Inventory  
9:00 - 10:00 a.m.  AGLS 210U (AGEC Grad Lab)

September 19  Peer Mentor Groups 3, 4, and 5  
MAB Degree Plan and Learning Style Inventory  
11:00 a.m. - 12:00 p.m.  AGLS 210U (AGEC Grad Lab)

September 25  Industry Leader Forum - Panel Discussion on Entrepreneurship  
5:30 - 7:30 p.m.  AGLS 129

September 30  College of Agriculture and Life Sciences Agricultural Career Expo Days  
(also known as COALS ACE Days)  
Details are here:  http://aceday.tamu.edu

October 6-8  Women in Agribusiness Summit  
New Orleans, Louisiana  
Details:  http://tx.ag/8e3ldp

**Talk with Dr. Salin about possible scholarships to help with costs.**
October 7-9  Oilseed & Grain Trade Summit
New Orleans, Louisiana
Details:  http://tx.ag/mmmwl4
**Talk with Dr. Salin about possible scholarships to help with costs.**

October 9  Christopher Narayanan speaking in AGEC 630 (ALL MABs invited!)
*He’s director and head of agricultural commodity research at Societe Generale.
Time:  2:30 - 3:30 p.m.  Location:  AGLS 129

October 9  Social/Dinner with Roll Global Representatives
Time:  5:45 - 7:30 p.m.

October 10  Roll Global Info Session and Interviews
Interviews:  8:30 - 11:30 and 1:30 - 3:30 in AGLS 210F or 210X
Info Session & Lunch:  12:00 - 1:00 in AGLS 301

October 15  Industry Leader Forum on Sustainability
8:30 -10:30 a.m.  Annenberg Presidential Conference Center 1011 B

October 15-17  The World Food Prize - 2014 Borlaug Dialogue
Des Moines, Iowa
Details:  http://tx.ag/miaeka
**Talk with Dr. Salin about possible scholarships to help with costs.**

October 17-19  4th Annual Latinos in Agriculture Leaders Conference
Grapevine, Texas

October 28  Info Session & Social/Dinner MetLife Agricultural Investments Representatives
Time:  4:00 - 7:00  Location:  TBD

October 29  MetLife Agricultural Investments - Interviews
Time:  8:00 - 11:00 a.m.  AGLS 210F and 210X

February - March 2015  CME Group Trading Challenge (OPTIONAL)
Details:  http://www.cmegroup.com/education/trading_challenge/

You’re invited to attend AGEC Friday Morning Coffee -
Every Friday morning at 10:00 a.m. in AGLS 209.
Entrepreneurship Panel

Interested in becoming an entrepreneur?

Come join a panel discussion on start-ups, financing, and management skills for running your own business.

Thursday, September 25, 2014

AGLS Building, Room 129
5:30—8:00 p.m. Panel Discussion
*a light dinner will be provided

Jeff Peterson
MBA in Management, Cornell University Johnson School of Management
General Partner, The Yield Lab

Blair Richardson
Bachelor of Science, Agricultural Economics, TAMU
President and CEO, United States Potato Board

Caleb Holt
MAB ’09
Product Development Center Manager
Texas A&M Engineering Extension Service

Madhu Jamallamudi
MAB ’03
Founder and CEO Agrometrics
Director of Business Intelligence, Wysocki Family Companies

Questions? mab@agecon.tamu.edu
Interested in Business Consulting in the Agriculture Industry?

Roll Global’s Strategy Group will be on campus recruiting Grad/PHD students and Post Docs for full-time and summer intern consulting positions. Attend our info session:

Friday, October 10th, 2014
12:00 pm to 12:45 pm
AgriLife Sciences Building (AGLS), Room 301
Lunch will be provided

Also join us for an informal networking event:

Thursday, October 9th, 2014
5:45 pm to 7:15 pm
Chimy’s on University Dr.

Already interested in applying for a position? Schedule an on campus interview for Friday (10/10) by sending your resume to Matt Cleaver (mcleaver@roll.com) by Thursday (10/9).

About Roll Global
Roll Global is a privately held, U.S. $3 billion corporation with diverse interests including agriculture, consumer packaged goods, floral services and more. Roll Global’s agriculture companies include Paramount Farms, Paramount Citrus, POM Wonderful, Justin Vineyards and Landmark Vineyards. Roll Global’s affiliated companies comprise the largest farming operation of tree crops in the world, growing and packing pistachios, almonds, pomegranates, and citrus.
Dr. Markus Frank
Team Lead - Sustainability Assessment
BASF

“Sustainable Agriculture - from the Ivory tower to the Field”

Markus Frank of BASF will give a short presentation on sustainable agriculture, followed by a Q&A session.

Wednesday
October 15th
2:00 pm
AGLS 301
Industry Leaders Forum–Sustainability

Wednesday, October 15, 2014

Annenberg Presidential Conference Center, Room 1011B
at the George Bush Presidential Library Center on the Texas A&M Campus
8:30-11:00 am
*attire business casual, breakfast included

Each speaker will give a brief presentation about their company and top-of-mind issues pertaining to sustainability initiatives. Following will be a question and answer panel and a break out time for small groups. A great time to learn more on sustainability from an industrial standpoint.

Guest Speakers

Markus Frank
Team Leader for Sustainability Assessment
BASF
- Earned a PhD at the Center of Molecular Biology of Plants at the University of Tübingen.
- In 2011 he started working in the Global Sustainability and Product Stewardship Department of BASF Crop Protection in Limburgerhof
- Expert in sustainability assessment tools, like BASF’s AgBalance™

Chris Owens
Vice President Business Development Retail & Food Service
Americold
- BA from Miami University ’88; MBA from University of Cincinnati Carl H. Lindner College of Business ’91.
- Expertise in the food supply chain and the flow of goods from “field to shelf”
- Spent 10 years with SUPERVALU, a national grocery retail chain and wholesaler specializing in providing supply chain services grocery retail chains.

Questions? mab@agecon.tamu.edu
MetLife Agricultural Investments
Texas A&M University Campus Visit
October 28-29, 2014

Tuesday, October 28

4:15 - 5:00 p.m. Company Overview
Presented by: Daniel V. Serna
Associate Director, Southern Regional Office
Laura Linden
Associate, Central Regional Office

5:15 - 6:15 p.m. Ag Markets, Investments and Careers
Presented by: S. Peter Headley
Managing Director & Head of Field Operations

6:30 - 8:00 p.m. Social with MetLife
Location: Chimy's
203 University Dr., College Station

Wednesday, October 29

8:00 - 11:00 a.m. Interviews with MetLife
Apply at tx.ag/Uejjd5t
Location: AGLS 210X and 210F

Questions? mab@agecon.tamu.edu
Appendix E  Quant + Workshop Series

- Workshop schedule

- Flyers from the workshops
<table>
<thead>
<tr>
<th>Session</th>
<th>Topic</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Sparkline - Data Analysis</td>
<td>9/19/2014</td>
</tr>
<tr>
<td>2</td>
<td>Repeat: Sparkline - Data Analysis</td>
<td>9/26/2014</td>
</tr>
<tr>
<td>3</td>
<td>Excel Charts</td>
<td>10/03/2014</td>
</tr>
<tr>
<td>4</td>
<td>Repeat: Excel Charts</td>
<td>10/07/2014</td>
</tr>
<tr>
<td>5</td>
<td>Pivot Tables</td>
<td>10/21/2014</td>
</tr>
<tr>
<td>6</td>
<td>Repeat: Pivot Tables</td>
<td>10/24/2014</td>
</tr>
<tr>
<td>7</td>
<td>Outlines</td>
<td>10/28/2014</td>
</tr>
<tr>
<td>8</td>
<td>Repeat: Outlines</td>
<td>10/31/2014</td>
</tr>
<tr>
<td>9</td>
<td>What if Analysis</td>
<td>11/04/2014</td>
</tr>
<tr>
<td>10</td>
<td>Repeat: What if Analysis</td>
<td>11/07/2014</td>
</tr>
<tr>
<td>11</td>
<td>Excel Functions</td>
<td>11/11/2014</td>
</tr>
<tr>
<td>12</td>
<td>Repeat: Excel Functions</td>
<td>14/11/2014</td>
</tr>
<tr>
<td>13</td>
<td>Changing Worksheet Views</td>
<td>11/18/2014</td>
</tr>
<tr>
<td>14</td>
<td>Repeat: Changing Worksheet Views</td>
<td>11/21/2014</td>
</tr>
</tbody>
</table>
TARGETED: For students in AGEC 317, MAB students and any others who are interested.

Bring your laptop for instant feedback, or plan to follow-up with exercises at home.

COURSE CONTENTS

- Creating Sparklines
- Formatting Sparklines
- More Tips and Tricks for Sparklines
- Know Descriptive Statistics
- Using Descriptive Statistic Tool

BENEFITS

- Get Expertise in Sparklines
- Fit a Trend in a Small Chart
- Summarize a Big Data Set with Key Values
TARGETED: For students in AGEC 317, MAB students and any others who are interested.

Bring your laptop for instant feedback, or plan to follow-up with exercises at home.

**COURSE CONTENTS**

- Introducing Excel Charts
- Understanding Chart Types
- Working with Chart Series
- Formatting and Customizing Charts
- Working with Trend Lines

**BENEFITS**

- Explore and Visualize the Data to Present
- Know Various Methods to Create a Chart
- Know Which Chart Type to Use for Your Data

Contact Nima at: nima@tamu.edu
PIVOT TABLES

WHEN: Tuesday October 21st, 5:30 - 6:30 PM
WHERE: Room 301

AUDIENCE: AGEC 317, MAB students and anybody that is interested
Bring your laptop for instant feedback, or plan to follow-up with exercises at home

Learn • Exercise • Apply

COURSE CONTENTS

- Create Pivot Table
- Filter Pivot Table Data
- Sort data
- Rename a field and format values
- Generate multilevel totals
- Group data
- Change pivot table displays
- Create a Pivot chart

BENEFITS

By learning Pivot table you will fulfill at least one of listed requirements for the data analyst, business development, financial and report analyst jobs positions

- Summarize a big data in a second
- Reveal meaning behind the data
- Quickly Create cross tabulation
- Track important metrics

Nima Khodakarami / nima@tamu.edu / Office 367
PhD Student of Agribusiness and Managerial Economics
Learn • Exercise • Apply

OUTLINES

WHEN: Friday October 31st 11:00AM -12:00 AM
WHERE: Room 301
AUDIENCE: AGEC 317, MAB students and anybody that is interested
Bring your laptop for instant feedback, or plan to follow-up with exercises at home

COURSE CONTENTS

- Add Forum Button
- Create Data Entry Screen
- Manage Records
- Generate Subtotal
- Collapse Subtotal
- Control Individual Subtotal
- Create multiple Subtotals
- Copy and Remove Subtotals
- Use Auto outline

BENEFITS

Accomplish your data analysis skill with one more summarizing tool of excel by learning how to

- Automatically calculate subtotal and grand total values
- Display or hide the detail rows for each subtotal.

Nima Khodakarami / nima@tamu.edu/ Office 367
PhD Student of Agribusiness and Managerial Economics
WHAT-IF ANALYSIS

WHEN: FRIDAY NOVEMBER 7TH, 2:00PM -3:00 PM
WHERE: ROOM 301
AUDIENCE: AGE 317, MAB STUDENTS AND ANYBODY THAT IS INTERESTED
Bring your laptop for instant feedback, or plan to follow-up with exercises at home

Learn • Exercise • Apply

COURSE CONTENTS

- Use Scenarios
- Use Goal Seek
- Use Data Tables

BENEFITS

Gain insight into which assumptions are critical and which assumptions affect choice.

Nima Khodakarami / nima@tamu.edu/ Office 367
PhD Student of Agribusiness and Managerial Economics
EXCEL FUNCTIONS

That you should know

WHEN: Tuesday November 13th, 5:30 PM - 6:30 PM
WHERE: Room 301
AUDIENCE: AGEC 317, MAB students and anybody that is interested
Bring your laptop for instant feedback, or plan to follow up with exercises at home.

Learn • Exercise • Apply

COURSE CONTENTS

• VLOOKUP function
• HLOOKUP function
• SUMPRODUCT function
• CHOOSE function

BENEFITS

To get started with building a managerial dashboard and report you need to know how to separate your data in layers. But before begin with that level you need to know formulas that serve as data delivery mechanism. This material is designed to enable you with preliminary requirements of building a super model.

Nima Khodakarami / nima@tamu.edu/ Office 367
PhD Student of Agribusiness and Managerial Economics
CHANGE WORKSHEET VIEWS

WHEN: FRIDAY NOVEMBER 21ST 11:00 AM -12:00 PM
WHERE: ROOM 301
AUDIENCE: AGEC 317, MAB STUDENTS AND ANYBODY THAT IS INTERESTED
Bring your laptop for instant feedback, or plan to follow-up with exercises at home

Learn • Exercise • Apply

COURSE CONTENTS

• Use the Zoom Controls
• Change Worksheet Views
• Freeze Worksheet Titles
• Split the Excel Screen
• Arrange Windows
• Compare Spreadsheets
• Save as a Template
• ...

BENEFITS

Learn how to organize the spreadsheet look as a professional in a high managerial level

Nima Khodakarami / nima@tamu.edu/ Office 367
PhD Student of Agribusiness and Managerial Economics
Appendix F  High Impact Learning Activities

- List of activities for Fall 2013-Summer 2014

- List of activities for Fall 2014-Summer 2015
<table>
<thead>
<tr>
<th>Semester Year</th>
<th>Activity</th>
<th>Number of Students Participating</th>
<th>Scholarship Amount (in MAB sources)</th>
<th>Rec’d funding from other sources</th>
<th>Activity Funding Sources</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fall 2013</td>
<td>Farm Foundation Roundtable, Cultivators</td>
<td>1</td>
<td>$3,300</td>
<td>Yes</td>
<td>Women in Agribusiness Summit</td>
</tr>
<tr>
<td>Fall 2013</td>
<td>Oilseed and Grain Trade Summit</td>
<td>3</td>
<td>$4,400</td>
<td>Yes</td>
<td>Heifer Meeting</td>
</tr>
<tr>
<td>Fall 2013</td>
<td>Women in Agribusiness Summit</td>
<td>4</td>
<td>$6,000</td>
<td>Yes</td>
<td>Brazil Study Abroad</td>
</tr>
<tr>
<td>Spring 2014</td>
<td>Council Meeting</td>
<td>1</td>
<td>$12,000</td>
<td>Yes</td>
<td>China Study Abroad</td>
</tr>
<tr>
<td>Summer 2014</td>
<td>IFAMA, South Africa</td>
<td>4</td>
<td>$25,700</td>
<td>$</td>
<td></td>
</tr>
</tbody>
</table>
## MAB High Impact Learning Activities

### Fall 2014 - Summer 2015

<table>
<thead>
<tr>
<th>Semester</th>
<th>Year</th>
<th>Scholarship Amount (MAB sources)</th>
<th>Rec'd funding from other sources</th>
<th>Activity</th>
<th>Number of students participating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fall</td>
<td>2014</td>
<td>n/a</td>
<td>amount unknown</td>
<td>Latinos in Agriculture Conference</td>
<td>2</td>
</tr>
<tr>
<td>Fall</td>
<td>2014</td>
<td>$1,200</td>
<td></td>
<td>Women in Agribusiness Conference</td>
<td>2</td>
</tr>
<tr>
<td>Spring</td>
<td>2015</td>
<td></td>
<td></td>
<td>CME Group Trading Challenge</td>
<td>3</td>
</tr>
<tr>
<td>Spring</td>
<td>2015</td>
<td></td>
<td>$1,500</td>
<td>Farm Foundation Roundtable</td>
<td>2</td>
</tr>
<tr>
<td>Spring</td>
<td>2015</td>
<td>$8,000</td>
<td>$2,000</td>
<td>INCAE Costa Rica - Sustainability Seminar (AGEC 689)</td>
<td>4</td>
</tr>
<tr>
<td>Spring</td>
<td>2015</td>
<td>$4,000</td>
<td></td>
<td>Private Equity Summit (Utah)</td>
<td>5</td>
</tr>
<tr>
<td>Spring</td>
<td>2015</td>
<td>$1,200</td>
<td></td>
<td>2015 Cattle Industry Convention &amp; NCBA Trade Show</td>
<td>2</td>
</tr>
</tbody>
</table>

| Total    |      | $14,400                          | $3,500                           |          |                                  |
Registration in cooperation with a faculty advisor opens on Monday, November 10, 2014 at 9 a.m. CT.

Registration for the general student population opens on Monday, December 1, 2014 at 9 a.m. CT.

Each advisor or team leader is responsible for registering their team prior to the competition. We currently limit the number of teams per school to three (undergraduate and graduate programs are counted separately). Each team must consist of 3 to 5 students. There is no fee to register, and training on the CQG platform will be provided prior to the competition.

During the registration process, the faculty advisor or student leader is required to acknowledge that their entire team and its individual registrants are currently enrolled students. CME Group reserves the right to request official student enrollment verification at any time before, during or after the competition.

Teams will be confirmed on a first come, first served basis. The advisor or team lead will receive an e-mail confirmation after their team has successfully registered within 72 hours. If your team has registered after the maximum number of teams has been reached, the advisor or team lead will be notified that they have been put on the Challenge waitlist. CME Group will contact waitlist teams 72 hours after the close of registration with acceptance or denial of team status.

Registration will be available by visiting cmegroup.com/tradingchallenge.

## 2015 Trading Challenge Dates

<table>
<thead>
<tr>
<th></th>
<th>PRACTICE ROUND</th>
<th>PRELIMINARY ROUND</th>
<th>FINAL ROUND</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Begins</strong></td>
<td>Monday, January 12 @ 8 a.m. CT</td>
<td>Tuesday, February 3 @ 8 a.m. CT</td>
<td>Monday, February 23 @ Market Open</td>
</tr>
<tr>
<td><strong>Concludes</strong></td>
<td>Monday, February 2 @ Market Close</td>
<td>Thursday, February 19 @ Market Close</td>
<td>Friday, March 6 @ Market Close</td>
</tr>
<tr>
<td><strong>NOTE</strong></td>
<td>* The top 10% of teams with the highest account balance at the close on Thursday, February 19 will advance to the Final Round.</td>
<td>* The top 4 teams receive a cash prize and are determined by the final account balance at the conclusion of trading.</td>
<td>* Final round participants will be invited to Chicago for CME Group’s Day of Market Education.</td>
</tr>
</tbody>
</table>

## 2015 Trading Challenge Contracts

<table>
<thead>
<tr>
<th>Agriculture</th>
<th>Energy</th>
<th>Metals</th>
<th>Interest Rates</th>
<th>Equity Index</th>
<th>Foreign Exchange</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corn Futures</td>
<td>Soybean Futures</td>
<td>Live Cattle Futures</td>
<td>Crude Oil Futures</td>
<td>Natural Gas Futures</td>
<td>Gold Futures</td>
</tr>
</tbody>
</table>
Jennifer Newsom

From: Vicky Salin
Sent: Thursday, November 13, 2014 4:41 PM
To: trading challenge
Cc: abarde01@tamu.edu; buch.andy@gmail.com; vbruzz_27@tamu.edu; MAB Program
Subject: RE: REGISTRATION CONFIRMATION - CME Group 2015 Trading Challenge

Congratulations, team! You are officially in the game.

From: trading challenge [mailto:trading.challenge@cmegroup.com]
Sent: Thursday, November 13, 2014 11:56 AM
To: Vicky Salin
Cc: abarde01@tamu.edu; buch.andy@gmail.com; vbruzz_27@tamu.edu
Subject: REGISTRATION CONFIRMATION - CME Group 2015 Trading Challenge

Dear Aggie Traders,

Congratulations, you are registered for the 2015 CME Group Trading Challenge. Please see below for your registered team information.

School: Texas A&M University
Team Advisor: Victoria Salin
Team Name: Aggie Traders
Team Member Names and Emails: Alex Bardeguez abarde01@tamu.edu
Andrew Buch buch.andy@gmail.com
Vince Bruzzzone vbruzz_27@tamu.edu
Academic Level: Graduate

Please note: Your account login information and link to download CQG’s Integrated Client software will be sent in January prior to the practice round.

You will be receiving information on the technical analysis and trading software training before the competitions begins.

Please visit www.cmegroup.com/tradingchallenge for updates and email us at trading.challenge@cmegroup.com with questions.

Thanks,

The Trading Challenge Team
CME Group
trading.challenge@cmegroup.com
UNIVERSITY PRIVATE EQUITY SUMMIT
January 29-31, 2015 | University of Utah Rice-Eccles Olympic Stadium | Salt Lake City

LEARN. NETWORK. SKI.

The 12th Annual University Private Equity Summit is the premier gathering of the brightest minds in private equity, including thought leaders, investors, entrepreneurs and students from more than 50 schools across the nation.

THURSDAY January 29, 2014 1:00 PM – 8:00 PM
Venture Capital Panel
IPOs, Bubbles and Billion Dollar Valuations: The State and Future of VC
Live Pitch Event
The Future of Health Tech: 15 Entrepreneurs changing Healthcare
Dinner and Keynote Speaker

FRIDAY January 30, 2014 9:00 AM – 7:00 PM
Private Equity Panel
The Art of the Deal: Identifying, Adding Value and Exiting
Technologies Panel
The Digital Life: How Wearable Technologies are Shaping our Future
Impact Investing Panel
Four Billion and Growing: Putting Capital into Causes and Realizing More Than Returns
Lunch
Entrepreneurship Panel
Utah Unicorns: Building a Billion Dollar Company outside of Silicon Valley
Closing Keynote Speaker

SATURDAY January 31, 2014 10:00 AM – 4:00 PM
Skiing at Park City Mountain Resort
Option 1: Pass included with all-inclusive registration. Rental discounts available.

Previous Year’s Speakers Include:

Randy Quarles
Carlyle
Jeremy Andrus
Skullcandy
Tim Westergren
Pandora
Josh James
Domo
Tim Draper
DFJ
Bob Gay
Bain Capital
Gary Crittenden
HGSC

HOW TO REGISTER:
The all-inclusive early bird registration fee is $325 until November 30th, after which the price will increase to $399. Register at www.uventurefund.com/conference/about. Registration includes summit sessions, meals, two night accommodation (double occupancy), a ski pass or Sundance film ticket and transportation to/from Park City. Contact: upes@uventurefund.

Founded in 2001, University Venture Fund (UVF) is the leading student-run venture capital fund with over $18 million under management and more student associates than any other fund in the world. UVF bridges the gap between the classroom and the real-world of private equity investing.

299 South Main Suite 310 • Salt Lake City, Utah 84111 • upes@uventurefund.com • www.uventurefund.com/conference/about
Wish you were here?

Study Abroad in Costa Rica

Sustainability Seminar In Costa Rica
Global experiences while learning

January 5-16, 2015
Winterm I

Want to know more?

Dr. Victoria Salin
V-salin@tamu.edu
(979)862-6784
Agricultural Economics 489/689
Study Abroad Sustainability Seminar
INCAE Business School
January 5 – 16, 2015

TAMU Faculty Contact
Dr. Victoria Salin
Professor
Dept. of Agricultural Economics
v-salin@tamu.edu
979-845-6784

Study Abroad Location
Costa Rica

About INCAE Business School
INCAE is one of the leading business schools in Latin America, based in Costa Rica and Nicaragua. It specializes in masters programs and education programs through seminars for executives throughout the region.

Its mission is to actively promote the comprehensive development of Latin American countries, forming leaders for key sectors to collaborate with the development of these countries through better practices, attitudes and values.

INCAE Business School is a world class but more than that, it is a meeting place and preparation for business leaders committed to sustainable development and competitiveness.

Course Objectives
This course is designed to familiarize you with global environmental challenges businesses face, especially in the Latin American context, and to provide you with tools as to how to deal with those challenges. You will learn about global environmental problems and policies and about the methods companies are employing to cope and respond.

Some of the issues with which this course deals are the following:
1. What is the threat posed by global climate change and other environmental problems?
2. To what extent can market mechanisms be relied upon to deal with these problems?
3. To what extent can the environment be a core competency in an organization?
4. What is the case for corporate sustainability?

Some of what we will do in this course is:
- Examine the latest thinking regarding how value is created by firms that seek to incorporate the environment into their competitive position.
- Understand the complexities of building businesses based on sustainability concepts.
- Explore the challenges and opportunities faced by older industries as they seek ways to incorporate changing market conditions.
The learning outcomes are:

- Students will be able to articulate verbally many of the complex relationships between the natural environment and competitiveness of the firm.
- Students will demonstrate an appreciation of the efforts in Latin America and elsewhere to unlock “green value”.
- Students will identify leading companies and industry subsectors that are involved in environmental issues and response to those issues.

Faculty Overview
The Costa Rica Seminar is taught jointly by INCAE, Thunderbird, Rollins and Carlson faculty.

- Professor Alexandra Esquivel, INCAE
- Professor Keith Whittingham, Rollins
- Professor Lawrence Pratt, INCAE
- Professor Andrea Prado, INCAE
- Professor Michael Metzger, INCAE Professor Felipe Perez, INCAE
- Professor Ana Maria Majano, Associate Director of CLACDS at INCAE

Class Participation
The active participation of all students is expected. They should be prepared for each class with the assigned readings and discussions of the previous group. You must be ready to respond and ask questions. Unless you need to be hospitalized, the student is expected to attend all sessions.

Readings
Readings will be provided by INCAE faculty and they may be done prior to arrival in Costa Rica. (Note that readings for the first two days are relatively heavy in order to get the conceptual grounding needed for the remainder of the program). A few additional readings and cases will be handed out during class in Costa Rica.

Undergraduate Student Evaluation
Grades for the course will be determined in the following manner:

- Group work: 55%.
- Final exam at INCAE: 30%.
- Class participation: 15%.

Graduate Student Evaluation
In addition to the work that will be required by undergraduate students, the graduate students will be required to do a presentation in a seminar.

- Group work: 25%.
- Final exam at INCAE: 30%.
- Class participation: 15%.
- Presentation in seminar at Texas A&M: 30%
Grade Breakdown

<table>
<thead>
<tr>
<th>Grade</th>
<th>Grade Breakdown</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>$\geq 90%$</td>
</tr>
<tr>
<td>B</td>
<td>$\leq 90% \geq 80%$</td>
</tr>
<tr>
<td>C</td>
<td>$\leq 80% \geq 70%$</td>
</tr>
<tr>
<td>D</td>
<td>$\leq 70% \geq 60%$</td>
</tr>
<tr>
<td>F</td>
<td>$\leq 60%$</td>
</tr>
</tbody>
</table>

Texas A&M University Policies

**American Disability Act (ADA):**
The Americans with Disabilities Act (ADA) is a federal anti-discrimination statute that provides comprehensive civil rights protection for persons with disabilities. Among other things, this legislation requires that all students with disabilities, be guaranteed a learning environment that provides for reasonable accommodation of their disabilities. Texas A&M University has a strong institutional commitment to the principle of diversity in all areas. In that spirit, admission to Texas A&M University and any of its sponsored programs is open to all qualified individuals without regard to subgroup, class or stereotype.

If you believe you have a disability requiring an accommodation, please contact the Department of Disability Services in Room B118 of the Cain Hall Building. The phone number is 845-1637. ADA accommodations will be made in accordance with the law.

**Academic Integrity Statement:**
For many years Aggies have followed a Code of Honor, which is stated in this very simple statement:

\[
\text{An Aggie does not lie, cheat or steal} \\
\text{or tolerate those who do.}
\]

The Aggie Code of Honor is an effort to unify the aims of all Texas A&M men and women toward a high code of ethics and personal dignity. For most, living under this code will be no problem, as it asks nothing of a person that is beyond reason. It only calls for honesty and integrity, characteristics that Aggies have always exemplified. The Aggie Code of Honor functions as a symbol to all Aggies, promoting understanding and loyalty to truth and confidence in each other.

Upon accepting admission to Texas A&M University, a student immediately assumes a commitment to uphold the Honor Code, to accept responsibility for learning and to follow the philosophy and rules of the Honor System. Students will be required to state their commitment on examinations, research papers, and other academic work. Ignorance of the rules does not exclude any member of the Texas A&M University community from the requirements or the processes of the Honor System. For additional information, please visit: http://www.tamu.edu/aggiehonor.
Course Schedule
Costa Rica Seminar, Week 1

Sunday January 4th, 2015
Participants’ arrival to INCAE

Monday January 05, 2015
07:30 - 08:30 a.m. Breakfast
- Introduction to INCAE
- General guidelines Prof. Alexandra Esquivel
08:30 - 09:20 a.m. Orientation
Alexandra Esquivel, INCAE
09:20 – 09:40 a.m. Break
09:40 – 10:30 a.m. Opening Remarks
Prof. Andrea Prado, INCAE
Academic Director
10:30 – 10:50 a.m. Break
10:50 – 12:10 p.m. Session No. 1: Prof. Andrea Prado, INCAE, INCAE
Topic: Introduction to Sustainable Development Case: Bridge over the Tempisque River
12:10 – 01:00 p.m. Lunch
01:00 – 02:20 p.m. Session No. 2: Prof. Lawrence Pratt, INCAE
Topic: The Basics of Environmental Strategy in Business
Reading: Rethinking the Private Sector Environment Relationship in Latin America
02:20 - 02:40 p.m. Break
02:40 – 04:00 p.m. Session No. 3: TBC
04:00 – 06:00 p.m. Study and preparation
06:00 – 07:00 pm Dinner

Tuesday January 06, 2015
08:20 – 09:40 a.m. Session No. 4: Prof. Felipe Perez, INCAE
Topic: Profiting from Biodiversity Case: Posada Amazonas
09:40 – 10:40 a.m. Study and Preparation Time
10:40 – 10:50 a.m. Break
10:50 – 12:10 p.m. Study and Preparation Time
12:10 – 01:00 p.m. Lunch
01:00 – 02:00 p.m. Study and Preparation Time
02:00 - 03:20 p.m. Session No. 5: TBC
04:20 – 05:20 p.m. Session No. 6: Prof. Lawrence Pratt, INCAE
Topic: Eco-tourism and Total Economic Value Reading: State of nation
06:00 – 07:00 p.m. Dinner

Wednesday January 07, 2015
08:20 – 09:40 a.m. Session No. 7: Dr. Ana Maria Majano, INCAE
Topic: Business and Climate Change: Challenges and Opportunities
Reading: KPMG. Climate Changes your Business. 2008. (Mandatory: pp 25-37. Recommended: read the complete report) (en traducción al español)

09:40 – 10:40 a.m. Study and Preparation Time
10:40 – 10:50 a.m. Break
10:50 – 12:10 a.m. Session No. 8: Prof. Keith Whittingham, Rollins
   Case: Empresa de Comunicaciones, S.A. (ECAMI) Case: SELCO
12:10 – 01:00 p.m. Lunch
01:00 – 02:00 p.m. Study and Preparation Time
02:00 - 03:20 p.m. Session No. 9: Prof. Felipe Perez, INCAE
   Topic: Water and Sustainable Development Case: ACOSAMA
03:20 – 06:00 p.m. Study and preparation
06:00 – 07:00 p.m. Dinner

Thursday January 08, 2015
08:20 – 09:40 a.m. Session No. 10: Dra. Ana Maria Majano, INCAE
   Topic: Business and gender diversity. The case of energy sector
   Reading: Making the business case of Gender Diversity
   Suggested Reading: The bottom line: connecting corporate performance and gender diversity 2004
09:40 – 10:40 a.m. Study and Preparation Time 10:40 – 12:40 p.m. Break
10:50 – 12:10 p.m. Session No. 11: TBC
12:10 - 01:00 p.m. Lunch
01:00 – 02:00 p.m. Study and Preparation Time
02:00 – 03:20 p.m. Session No. 12: Prof. Michael Metzger, INCAE
   Topic: Strategy in Social Enterprise 2 Case: Butterflies

Friday January 09 / Saturday January 10, 2015
08:00 a.m. Field Trip Departure (overnight). Focus on tourism and rural development.

Sunday January 11, 2015
Free Time

Course Schedule
Costa Rica Seminar, Week 2

Thunderbird – INCAE – Rollins Business Schools

Monday January 12, 2015
08:20 - 09:40 a.m. Session No. 13: TBC
09.40 – 10:40 a.m. Study and Preparation Time
10:40 – 10:50 a.m. Break
10:50 – 12:10 p.m. Session No. 14: Dr. Ana Maria Majano, INCAE
   Topic: Energy Efficiency and Climate Change Case: INCAE Carbono Neutral
12:10 – 01:00 p.m. Lunch  
01:00 – 02:00 p.m. Study and Preparation Time  
02:00 – 03:20 p.m. Session No. 15: TBC  
03:20 – 06:00 p.m. Study and preparation  
06:00 – 07:00 p.m. Dinner

Tuesday January 13, 2015  
08:20 – 09:40 a.m. Session No. 16: Prof. Andrea Prado, INCAE
  Topic: Strategic Alliances between Firms and NGO
  Case: HEB y el Banco de Alimentos de la Ciudad de Monterrey
  Reading: La nueva ruta: Alianzas Sociales Estrategicas
  09:40 – 10:40 a.m. Study and Preparation Time
  10:40 – 10:50 a.m. Break
  10:50 – 12:10 p.m. Session No. 17: Prof. Greg Unruh, Thunderbird
    Topic: Integrating sustainability in the development of a new product and the value chain
    Case: Implementing Cradle to Cradle in Herman Miller
  12:10 – 01:00 p.m. Lunch
  01:00 – 06:00 p.m. Study and preparation for session No. 15, No. 16 and No. 17
  06:00 – 07:00 p.m. Dinner

Wednesday January 14, 2015  
08:00 - 05:00 p.m. One day Field Trip

Thursday January 15, 2015  
08:20 - 09:40 a.m. Session No. 18: Prof. Francisco Leguizamon, INCAE
  Topic: Competitiveness and Corporate Social Responsibility
  Case: Grupo CSU-CCA
  Reading: La Ventaja Competitiva de la Filantropia Corporativa
  09:40 – 10:40 a.m. Study and Preparation Time
  10:40 – 10:50 a.m. Break
  10:50 – 12:10 p.m. Session No. 19: Prof. Andrea Prado, INCAE
    Topic: Strategy in Social Enterprise Live Case: Florida Ice and Farm
  12:10 - 01:00 p.m. Lunch
  01:00 – 02:00 p.m. Study and Preparation Time
  02:00 – 03:20 p.m. Session No. 20: Prof. Michael Metzger, INCAE
    Topic: Framing CSR within Corporate Strategy
    Reading: The Link Between Competitive Advantage and Corporate Social Responsibility
  03:20 – 06:00 p.m. Study and preparation
  06:00 – 07:00 p.m. Dinner

Friday January 16, 2015  
08:20 – 09:40 a.m. Session No. 21: Conclusion of the Seminar
  Andrea Prado, INCAE
  09:40 – 10:40 a.m. Study and preparation
  10:40 - 12:40 p.m. Exam
  01:00 – 02:00 p.m. Lunch
## Tentative Schedule of Events

### Tuesday, February 3
- **8:00 a.m.-10:00 p.m.** Registration 7:00am-6:30pm
- **1:00 p.m.-4:00 p.m.** ANCW Meetings
- **4:00 p.m.-7:00 p.m.** NCBA Executive Committee Meeting
- **4:00 p.m.-8:00 p.m.** Cattlemen’s College Demo Sessions & Reception

### Wednesday, February 4
- **7:00 a.m.-1:30 p.m.** Registration 6:00am-7:00pm
- **7:00 a.m.-1:30 p.m.** “Cattlemen's College” Programs/Lunch
- **8:00 a.m.-2:00 p.m.** ANCW Meetings
- **11:00 a.m.-2:00 p.m.** NCBA Allied Industry Council & Product Council Meeting
- **2:00 p.m.-4:00 p.m.** Opening General Session
- **4:00 p.m.-8:00 p.m.** NCBA Trade Show Welcome Reception (exclusive)

### Thursday, February 5
- **7:30 a.m.-9:30 a.m.** Registration 6:00am-5:00pm
- **8:00 a.m.-7:30 p.m.** CattleFax Outlook Seminar
- **9:00 a.m.-6:00 p.m.** ANCW Meetings
- **10:00 a.m.-12:30 p.m.** NCBA Trade Show Open
- **10:30 a.m.-11:30 a.m.** Beef Demand: Understanding Beef’s Consumer and Checkoff Programs
- **11:00 a.m.-4:00 p.m.** NCBA Policy Forum
- **12:45 p.m.-2:00 p.m.** CattleFax Board of Directors Meeting
- **1:00 p.m.-6:00 p.m.** Policy Working Groups & Council Meetings
- **2:00 p.m.-3:00 p.m.** NCBA Federation Forum
- **4:00 p.m.-6:00 p.m.** NCBA Trade Show Reception
- **5:00 p.m.-6:30 p.m.** Regional Caucus Meetings
- **5:30 p.m.-8:00 p.m.** Various NCBA & Affiliate Receptions
- **5:30 p.m.-8:30 p.m.** CattleFax Board of Directors Reception/Dinner
- **7:00 p.m.-10:00 p.m.** Nothin’ But Texas Party!

### Friday, February 6
- **7:00 a.m.-9:00 a.m.** Registration 6:00am-4:00pm
- **8:00 a.m.-12:00 p.m.** Best of Beef Awards Breakfast
- **9:00 a.m.-5:00 p.m.** ANCW Meetings
- **9:30 a.m.-11:00 a.m.** NCBA Trade Show Open
- **12:30 p.m.-6:00 p.m.** General Session II
- **12:30 p.m.-6:00 p.m.** Checkoff & NCBA Policy Subcommittee & Committee Meetings
- **3:00 p.m.-5:00 p.m.** NCBA Trade Show Reception
- **5:00 p.m.-6:30 p.m.** CBB Executive Committee Meeting
- **8:00 p.m.-12:00 a.m.** Cowboy Comedy Club & Mustache Bash After-Party

### Saturday, February 7
- **7:30 a.m.-9:30 a.m.** CBB Meeting
- **8:00 a.m.-11:00 a.m.** NCBA Board of Directors Meeting
Appendix G  Marketing and Communications

- Social Media Account Statistics as of Dec. 9, 2014

- MAB YouTube Channel

- MAB Newsletters for 2014
### Social Media Accounts Stats as of Dec. 9, 2014

<table>
<thead>
<tr>
<th>Platform</th>
<th>Name of Videos</th>
<th>Views</th>
<th>*New for 2014</th>
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</thead>
<tbody>
<tr>
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<td>Welcome - Director of the Master of Agribusiness Program</td>
<td>423</td>
<td></td>
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<tr>
<td></td>
<td>Why Agribusiness</td>
<td>281</td>
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<td></td>
<td>MAB Internship Roundtable - Fall 2013</td>
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**Twitter**

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<tr>
<th></th>
<th>Tweets</th>
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<th>2013 Numbers</th>
<th>Change between 2013 &amp; 2014</th>
</tr>
</thead>
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<td>130</td>
<td>70</td>
<td>Increased by 60</td>
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</table>

**Facebook**

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<th>Likes</th>
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<tbody>
<tr>
<td>Master of Agribusiness PAGE</td>
<td>138</td>
<td>178</td>
<td>44</td>
<td>Increased by 94</td>
</tr>
<tr>
<td>Master of Agribusiness (MAB) GROUP</td>
<td>138</td>
<td>178</td>
<td>44</td>
<td>Increased by 94</td>
</tr>
</tbody>
</table>

**LinkedIn**

<table>
<thead>
<tr>
<th></th>
<th>Members</th>
<th>2013 Numbers</th>
<th>Change between 2013 &amp; 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LinkedIn</strong></td>
<td>310</td>
<td>178</td>
<td>Increased by 103</td>
</tr>
</tbody>
</table>

Experience of a Lifetime

Kassidy Kampen

The Brazilian Agriculture and Food Production Systems Study Abroad was an amazing opportunity that allowed eight students including myself and Margaret Baird to meet with farmers, ranchers, Co-ops, and local ag business professionals throughout Brazil as well as experience the culture of their country. Our 19 day trip began in Manaus and continued south through cities such as Brasilia, Catalão, Uberlândia, Rio Claro, Cascavel, Foz do Iguaçú, Porto Alegre, and Florianópolis. As we traveled through the country, we learned about the different techniques used and the struggles they encountered in Brazilian agriculture.

Some ranches and farms that the group visited include *Pamplona Farms*, a division of SLC (Brazil-based agricultural producer), where we toured fields of coffee, soybeans, corn, and cotton and *Fazenda Mundo Novo*, owned by Eduardo Cardoso (son of Dr. Fernando Cardoso, who was one of the top 5 people who made Brazilian agriculture what it is today), where they raise Nelore cattle on a beautiful ranch in São Carlos. Also during the trip, the group toured a John Deere factory, where our group watched as a piece of sheet metal was turned into sugarcane harvesters and spray rigs.

We also participated in some educational sightseeing along the way, which includes: the *Veiling Holambra*, a wholesale florist for South America, *Casa Valduga Winery*, where we tasted several kinds of wine and toured the gorgeous winery, and Foz do Iguaçú, which the group got to see up close and personal on a raft!

Brazilian agriculture has a rich history and a promising future. It was a great opportunity to see the many different aspects of it first hand as well as speak with people who are passionate about its success.

This article is only a taste of what we actually experienced and I believe all of the students who went would encourage others to seriously consider this study abroad program next year. I promise it will be an experience of a lifetime!

**Opportunities for those interested:** Students can either contact the Texas A&M University Study Abroad office or connect with Kassidy Kampen (kpkampen@neo.tamu.edu) and Margaret Baird (mbaird@tamu.edu) to know more about their experience and gain valuable information.

**The Master of Agribusiness Program is celebrating it’s 15th Anniversary in 2014. We will be celebrating with a variety of activities over the next year. Stay tuned for more information!**
WHOO! for a New Wildcat
Arjun Shanker

The addition of the fifth Wildcat to the original four signifies a paradigm shift in terms of significance of a graduate student’s role at Texas A&M. A fifth Wildcat creates an individual niche for graduate students, which eventually shall blend with the traditions and culture of this university.

The Wildcat symbolizes the hard work and every laurel that a graduate student brings to the institution. It could be regarded as an Aggie expression of approval; each academic class has its own wildcat. The Graduate Wildcat upholds all the traditions, yet has a whiff of freshness to it. It shall serve as a mouth piece for the scores of proud Aggies from diverse backgrounds who believe in progress and preserving the values ingrained in A&M.

Brittany Bounds, Graduate Students Council (GSC) President, and her team have been at the forefront of its passage, from the very initiation to its implementation. This was followed by the creation of a “move”. The GSC called for video entries by the graduate student community that would decide the signature move for the new entrant to Aggieland.

Travis Kiser, a History graduate student, clinched the honor of creating history on March 1, where he displayed his move at the Men’s Basketball game (A&M vs. Ole Miss’) in Reed Arena. This act goes in sync with the repertoire of traditions wedded to the Aggie Spirit.

A bright future holds, as I visualize it, sparking a new generation of Aggies. Gig ’Em!!

Photographs courtesy the Graduate Students Council

Industry Leaders Forum with MetLife Agricultural Investments
Arjun Shanker

The MAB Leadership Forum with the MetLife Agricultural Investments on February 12 at the Memorial Student Center was a quintessence of the MAB program’s mandate: To network, to hone our leadership skills and showcase it to the world.

We had the privilege of listening to speakers S. Peter Headley, Managing Director and Head of Field Operations, Daniel V. Serna, Associate, Southern Regional Office Field Representative and Laura Linden, Associate, Central Regional Office. They each shared their views on the functional aspects and career prospects at MetLife.

The forum included one-on-one interactions and thought provoking group discussions focused on the challenging environment of the corporate world and tips on succeeding. In addition, we did a case study where we reviewed a loan application with Ms. Linden and had a session with Mr. Serna on life after graduate school.

It was truly an informative session. Thank you to Dr. Victoria Salin, MAB Program Director, and her staff for organizing the forum.

Graduate Student Association (GSA)

The Graduate Student Association (GSA) welcomes all students in the Dept of Agricultural Economics to actively participate. The GSA promotes academic, professional, and social interaction among the department’s graduate students and between the students and faculty.

To connect with us and learn more: http://agecon3.tamu.edu/graduate/graduate_students_gsa.html Facebook: https://www.facebook.com/groups/tamuagecgrads/
The CME Challenge
Ramses Gonzalez

For the first time, the MAB team participated in the Chicago Mercantile Stock exchange (CME) Trading challenge. Team members Thiago Parente, Trent Hester, Yao Hu and Ramses Gonzalez navigated through the ups and downs of the Commodity futures market throughout two exciting weeks in February and March 2014. The challenge is an engaging online trading game connected to the actual pricing in the market. The rules require five trades per day, in contracts for S&P futures, energy gold and live cattle.

This year there were 500 teams from every corner of the world competing for the top spots. Unfortunately, the MAB trading team finished just short of the top ten-percent mark and did not advance beyond the preliminary round. The team finished 79th out of 500 teams. The Aggie Trade team is now looking forward to the 2015 CME Trade Challenge, where they plan to build on the lessons they learned this year and go to Chicago with the other top teams.

Lessons learned: How hard it is to make money with a short-term perspective and how fast information moves in the market.

The team would like to thank Dr. Dmitry Vedenov for advice and is grateful to the CME for creating this opportunity.

Southern Star Brewery
Blake Murrah

In December, some of our current MAB students needed to unwind after a challenging academic semester. I spoke with my boss, Dave Fougeron ’95 of Southern Star Brewery, and arranged a group tour at the brewery. This event was free to all MAB students and was a perfect networking opportunity for those MABs that would be graduating the next weekend. In addition, it paved the way for our students continuing in the program to learn more about one another in a social setting outside of campus.

The evening began with a short drive to Conroe, Texas. Upon arrival, the MABs were given a tour of the production brewery and told the process of making beer from start to finish. After the tour the MABs were encouraged to stay for a complimentary pint or two provided by the Southern Star Brewery president. The event was a great success and everyone had a wonderful time.

UPCOMING EVENTS

March 29th—Big Event
March 28th to April 4th—I-Week 2014
April 8th—2014 Community of Scholars Dinner and Dialogue
April 10th—AGEC Seminar Series—Cathy Kling from Iowa State University
April 24th—AGEC Seminar Series—Susan Chen from the University of Alabama
September 13th—Tailgate (TAMU vs. Rice)
November 15th—Tailgate TAMU vs. Missouri

STAY CONNECTED

www.facebook.com/MasterofAgribusiness
Join our group: Master of Agribusiness (MAB)
@aggieMAB
Master of Agribusiness (Texas A&M University)
Welcome Back!
Welcome to all our new MAB students. Congrats on joining the Aggie Family!
Included in the newsletter you can find stories of what’s new and what happened this summer.

Summer 2014 Internships
By: Chelsea Miller

Congratulations to those six students who participated in internships this summer. Among the six students, Arjun Shanker and Pablo Regalado took international internships while Ramses Gonzalez, Kassidy Kampen and Margaret Baird held out of state internships and Catherine Siemsglusz stayed in state.

Shanker interned with ITC India Ltd. in Secunderabad, India. This company enhances the wealth generating capability of the enterprise in a globalizing environment, delivering superior and sustainable stakeholder value. During Shanker’s time as an intern he worked with online and field research, traveling to other parts of the country to gather information from concerned agencies and company officials.

Regalado held the Project Assistant Manager role at Procesadora Nacional de Alimentos Pronaca located in Quito, Ecuador. Pronaca is a private limited company that engages in the manufacture of food products. While interning as the project assistant manager role Regalado worked with data given by consulting firms and developed a new model for ranking distributors of the company.

Gonzalez interned with Monsanto out of Remington, Indiana. While interning with the Seed Production department he gained a better understanding of the various aspects involved in the production of seeds—from grower to bag. He was assigned data entry, field contractor coordinating jobs and updating site management on field progress along with seed sampling and warehouse logistics.

Kampen interned with JBS USA, the world’s largest production facility in animal protein processing, based in Greeley, Colorado. As the Product Marketing Intern, Kampen assisted with product cuttings and business analysis, working with product labels correcting any errors that could have been made during production. She also analyzed products of other competitors and compared them to JBS products.

Baird also interned with JBS in international sales of beef and pork. While interning with JBS Baird created Spec Codes for the international team to avoid disconnect between sales staff in different countries and the sales managers located out of the corporate office. Baird also worked with a partner creating a new line of JBS pork pet treats.

Siemsglusz interned with Capital Farm Credit, in Katy, Texas, a company that provides financing to rural landowners, country homeowners, agricultural operators, and agribusiness firms throughout Texas. Siemsglusz worked as the Loan Administrator Trainee where she had the opportunity to do credit analysis.

The Master of Agribusiness (MAB) program celebrated 15 years of excellence on August 7 in Houston at Brio Tuscan Grille. It was great to see many of our former and current students. Thank you for your part in making this program a success!
In summer 2014, MAB students participated in a study abroad in China. The China Agricultural Production and Marketing summer 2014 trip was led by Dr. Yu Yvette Zhang, assistant professor in the department of agricultural economics. The class traveled to cities such as Beijing, Nanjing and Fuzhou. During their travels they had field trips to visit agricultural production sites, agribusiness operations and research institutes that provide unique learning experiences. Among some of the businesses were: Xiaotangshan Veggie/Fruit production, Dow Chemical Investment Co. Ltd. and Jurong Tea Exposition Park. The students met with Chih Wei Feng, MAB 2008, who is now consulting for Ernst & Young Beijing office on mergers and acquisitions in China’s food industry.

These course field trips allowed the class to understand the globalization of agriculture and better understand China’s role in the world of agricultural markets and their economic relationship with the United States.

While exploring China the students visited tourist attractions, among these trips were the Great Wall of China, Olympic Park, Fuzhou Panda World and the Forbidden City.

Now in its ninth year, the Global Student Case Competition is a highlight of the IFAMA Annual Conference. The 2014 team members were four Masters of Agribusiness students Chelsea Takahashi, Luis Secaira, Marcela Valdes and Blake Murrah.

Held in Cape Town, South Africa the conference brought in over 20 student teams from around the world to bring a global perspective to the competitive environment. At this years contest students stood before a panel of industry executives, evaluating global industries while demonstrating problem solving skills.

China Study Abroad 2014

By: Chelsea Miller

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These course field trips allowed the class to understand the globalization of agriculture and better understand China’s role in the world of agricultural markets and their economic relationship with the United States.

While exploring China the students visited tourist attractions, among these trips were the Great Wall of China, Olympic Park, Fuzhou Panda World and the Forbidden City.
Taking on the challenge of graduate school is difficult enough from an academic and financial point of view. Imagine how tough it would be to succeed if students also face stress from an unwelcoming environment, including harassment or discrimination based on gender, race, ethnicity, religion, or sexual orientation. Texas A&M University has investigated the campus climate, and now it’s time to implement the recommendations. The full report on campus climate for graduate students is available online: http://tx.ag/CampusClimateSurvey.

Some of the results that I found striking and disturbing are that about one-quarter of graduate students reported experiencing inappropriate behaviors and/or comments from others indicative of bias. Even worse, these negative experiences occur on a regular basis. Nine percent of graduate students reported safety concerns on a regular basis in the Northgate business and residential district. Overall, most graduate students are satisfied with the climate on campus and in the Bryan-College Station community. However, lower satisfaction levels were reported by respondents who are doctoral students, Black, and Hispanic/Latino/Latinas. Surely, there is room for change so all students find Texas A&M a great place to be.

Within the Agribusiness graduate program, I commit to initiating conversations about diversity, inclusion of people from different backgrounds, and how to succeed in multi-cultural business settings. Some of these activities come up formally in the curriculum. For example, in class last week, we discussed how religious differences in India relate to the product mix of restaurant company and the size of the market. Outside the classroom, the MAB program staff are trained in diversity / inclusion and you can count on them to provide advice, support, and referrals should any problems, threats, or harassment occur. And, when students leave the program early, we will monitor the reasons behind the decision to find out whether the campus climate played a role.

And, please take care of your physical and emotional health so that you are more resilient to possible difficult situations. How? #SLOWDOWN and #STAYCONNECTED, so your professors, advisors, friends, and colleagues can have your back.

Please share your ideas about interventions that will foster an improved climate for all graduate students, (contact information below) and watch for sponsored forums where you are welcome to participate.

Website: diversity.tamu.edu

For more information please contact:
Dr. Karen Butler-Purry, Office of Graduate & Professional Studies
Suite 112, Jack K. Williams Building
Website: ogaps.tamu.edu
E-mail: ogaps@tamu.edu

Dr. Christine Stanley, Office of the Vice President & Associate Provost for Diversity
Website: diversity.tamu.edu

MAB Student Wins Dean’s Award — Outstanding!

Congratulations to one of our Students!
Article by: College of Agriculture and Life Science’s Dean’s Office.

The Dean’s Outstanding Achievement Award for Diversity goes to the College of Agriculture and Life Sciences’ Recruiting Team.

Dr. Danielle Harris, Mr. Ray Person, Ms. Katie Swift, and Mr. David Salinas, from the College of Agriculture and Life Sciences Dean’s Office, worked side-by-side as strong and consistent advocates of the College of Agriculture and Life Sciences to potential students.

This team is committed to enhancing the diversity of our College and on average, communicate with more than 6,000 prospective students a month. In 2013, the College of Agriculture and Life Sciences enrolled a record-breaking 888 new students, and 31.5% of those students were from underrepresented backgrounds.

Story continued on page 4.
As a team, they provide over 33 programs for high schools and community colleges and visit a multitude of community groups such as FFA, 4-H, and others. It’s clear that the College of Agriculture and Life Sciences Recruiting team is more than deserving of the Dean’s Outstanding Achievement Award for Diversity.

David Salinas joined the MAB program in fall of 2014. Congratulations, David!

UPCOMING EVENTS

October 6-8: Women in Agribusiness Summit
October 7-9: Oilseed & Grain Trade Summit
October 11: COALS tailgate A&M vs. Ole Miss
October 15: Industry Leaders Forum on Sustainability, with Markus Frank from BASF and Keith Goldsmith from Americold Logistics.
November 15: AGEC tailgate TAMU vs. Mizzou
October 17-19: Latinos in Agriculture Leaders Conference
December 19-20: TAMU graduation

Kick Off to Aggie Football

By: Chelsea Miller

Agricultural Economics students, faculty and friends rung in the new football season by hosting a tailgate on September 13.

The Aggies celebrated while defeating the Rice Owls by chowing down on BBQ.

Celebrate with us again during the TAMU vs. Mizzou tailgate November 15, 2014, held at the Clayton Williams Association of Former Students building.

Stay Connected

FACEBOOK: https://www.facebook.com/ MasterofAgribusiness/info?ref=page_internal
And like our page: https://www.facebook.com/
Master of Agribuisness (Texas A&M University)
https://twitter.com/AggieMAB

Above: Current Master of Agribusiness students, Parr Rosson, Department Head and Dr. Salin, Professor & Director, MAB Program
Guest Speakers talk about Entrepreneurship
Willing to take risk? If so Entrepreneurship might be right for you.
By: Dr. Victoria Salin and MAB students Thiago Parente & Lydia Mante

During the September Entrepreneurship Panel, students shared their ideas about running their own business and learned about reaching their goals from four experts in entrepreneurship.

Jeffrey Peterson earned a MBA in Management from the Johnson School of Management at Cornell University. Peterson has worked for Monsanto and is now one of the General Partners at The Yield Lab.

Blair Richardson earned a Bachelor of Science in Agricultural Economics at TAMU and is the President and CEO of the United States Potato Board.

Caleb Holt has a Master of Agribusiness degree, class ’09. Holt is the Manager of the Product Development Center at Texas A&M Engineering Extension Service.

Madhu Jamallamudi is also a graduate of the Master of Agribusiness program, class ’03, and the founder/CEO of Agrometrics. He also works as the Director of Business Intelligence for the Wysocki Family Companies.

Joining the panel by Skype, Peterson, focused on explaining the company’s agriculture base. The Yield Lab is looking for start-up companies in the agriculture industry to fund while offering mentorship and coaching programs. The idea of the company is to move a start-up toward the venture funds.

Richardson reminisced about the early Internet boom start-ups and how during that time he helped to found an online exchange for California agricultural produce. Richardson believes that one can be both an employee and entrepreneur.

Today Richardson runs his own farm-tourism-equestrian business. Richardson pointed out that too much outside funding can actually harm a start-up. In his experience, one key to success has been to pace the growth of his company to a scale that he can control in terms of management and funding.

Taking over his first company while studying in the MAB program Holt discovered that, “The farmer is the original entrepreneur.”

Holt believes that an entrepreneur should be passionate about his business and at the same time humble about it. In his current work, Holt supports CEOs that are facing the dilemma of crossing over from “inventor to entrepreneur” as the two are very different.

Jamallamudi recalled his first steps to entrepreneurship, sharing stories of his transition from India to the TAMU MAB program. Jamallamudi ultimately started an importing company that would import artwork from India to the United States.

Learning from this experience Jamallamudi shared that “What you know is as important as who you know.” Jamallamudi also explained networking and how “Your networks can make a big difference in the outcome of new ventures.”

Now the founder and CEO of the successful Agrometrics, Jamallamudi closed with “Even if you don’t plan on pursuing your own business, companies are seeking employees with entrepreneur capabilities and creativity.”

MAB students ask Jeffrey Peterson questions.
Women in Agribusiness
By: Chelsea Miller and current MAB Marcela Valdes

Dr. Victoria Salin, and current MAB Students Marcela Valdes and Natalia Anez traveled to the Women in Agribusiness summit held October 6 - 8 in New Orleans, Louisiana.

This three day trip included networking, key note speakers and skill development classes.

Valdes spoke about her time listening to particular key note speaker Krysta Harden, Deputy Secretary, U.S. Department of Agriculture (USDA).

Harden spoke about how the next generation of agricultural leaders, with a focus on women, can be successful in helping America continue to feed the world and maintain a strong agriculture economy. Harden also briefly discussed the implementation of the new Farm Bill.

Valdes shared, “She was a really insightful speaker, she shared some very great pointers about being a woman in such a big company. She has truly inspiring stories that will help me to better make decisions about not only my career but also as a leader.”

Each day of the conference had coffee breaks where the attendees could chat with speakers in a casual setting. Valdes said, “The coffee breaks were definitely a great way to break the ice and meet new people in the industry, it was great opportunity to have the chance to network with such influential and inspiring women.”

Next year the Women in Agribusiness summit will be held September 28 - 30, 2015 in Minneapolis, Minnesota.

Guest Chris Narayanan—
Director of agricultural commodity research at Societe Generale.
By: Chelsea Miller, current MAB students Andrew Buch and Alex Bardeguez

Chris Narayanan, Director and Head of Agricultural Commodities Research for Societe Generale came to speak to Dr. Victoria Salin’s Financial Analysis for Agribusiness Firms class on October 9. He spoke about his experience in analyzing and trading agricultural and soft commodities.

Current MAB student Andrew Buch said, “Chris’ visit was exactly what I have been hoping for from the MAB program in that he exemplifies a career path that combines all that we are learning about in agriculture and economics with the capital markets and international trade. I was really grateful for his visit and I hope we can continue to place a focus on this element of agribusiness.”

Having held positions in agribusiness, commodity, brokerage, hedge funds, and investment banks Narayanan gave helpful insight to the MAB students.

Current student Alex Bardeguez said, “Actively seeking possibly a position in trading futures and commodities, I truly enjoyed Chris’ visit with our program. Chris was able to give us some valuable insight into some of the other careers that are available in the industry. I also was able to gain more knowledge about how a person conducts their research and makes predictions about different commodities.”
Latinos in Agriculture 
Seeking Leaders 
By: Alonso Villaran, current MAB student

Latinos in Agriculture Leaders Conference is an opportunity to meet other students and professionals from the Ag sector and increase your network.

You will find recruiters from companies and universities sharing their point of view about how students should exploit one’s talent and internship opportunities to assure a successful professional career.

Additionally, through interactive talks and discussion panels you are able to know from first-hand experiences the challenges that other professionals have seen within their career paths.

With their feedback I became more aware of the skills and abilities I should focus on and, furthermore, being exposed to recruiters in academia, industry and government reinforce your communication skills in order to deliver an effective speech.

I encourage the Latino academic community to join this movement which has been created with the purpose of helping students to build a better future. My special thanks to Edward W. Romero, PhD. Co-Founder and Organizer.

Industry Leaders Forum—
Sustainability
By: Chelsea Miller and current MAB student Kade Beck

Wednesday, October 15, the MAB program welcomed Markus Frank, BASF Team Leader and Chris Owens, Americold Vice President to campus to discuss Sustainability.

Each speaker gave a brief presentation about their company and top-of-mind issues pertaining to sustainability initiatives. The leaders followed their segments with a question and answer panel.

Frank spoke briefly on his experience with sustainability assessment tools like BASF’s AgBalance®. Owens wrapped the information session up with his take on the food supply chain and the flow of goods from “field to shelf.”

MAB student Kade Beck commented on the guest speakers with: “Chris gave good insight into exactly what takes place in a cold warehouse of that magnitude and size, and what the company has become more efficient in cutting down costs and wasted energy in keeping the warehouses cold.”

Beck said, “Markus explained how BASF has kind of a four part sustainability program including environmental and social. The forum was a very enjoyable opportunity to speak with leaders and on the importance of sustainability moving forward.”

Current MAB Students, Ramses Gonzales, and Alonso Villaran with (middle) Edward W. Romero. 

Above: Dr. Victoria Salin, current MAB students with guest speakers Markus Frank and Chris Owens at George Bush Library
INCAE, Costa Rica, Study Abroad

A global experience while learning

By: Chelsea Miller

INCAE is one of the leading business schools in Latin America, with campuses in Costa Rica and Nicaragua. It specializes in masters programs and education programs through seminars for executives throughout the region.

This study abroad Sustainability Seminar is designed to familiarize you with global environmental challenges businesses face, especially in the Latin American context, and to provide you with tools to deal with those challenges.

Issues discussed:
- What is the threat posed by global climate change and other environmental problems?
- To what extent can market mechanisms be relied upon to deal with these problems?
- To what extent can the environment be a core competency in an organization?
- What is the case for corporate sustainability?

Learning outcomes:
- You will be able to articulate verbally many of the complex relationships between the natural environment and competitiveness of the firm.
- You will be able to identify leading companies and industry subsectors that are involved in environmental issues and response to those issues.

When: January 5 – 16th, 2015, Winterm 1

If you are interested and want to know more please contact:

Dr. Victoria Salin
V-salin@tamu.edu
(979)862-6784

INCOMING EVENTS

December 19: MAB Graduation

Howdy 2015!

January 5-16: INCAE Costa Rica, Study Abroad

January 12 - February 2: CME Trading Challenge


January 19: Martin Luther King Holiday

January 20: First day of Spring Semester

January 29 – 31: University Private Equity Summit

March 16-20: Spring Break

Stay Connected

FACEBOOK: https://www.facebook.com/
MasterofAgribusiness

Join our group: https://www.facebook.com/
groups/2202661839/

Master of Agribusiness (Texas A&M University)

https://twitter.com/@AggieMAB

Coming Soon

This December, we will be releasing the first Graduation Newsletter for the Masters of Agribusiness program.

This newsletter will highlight all of our graduates and share their achievements and where their degrees will be taking them.
Appendix H  Former Student and Industry Communication

- 15th Anniversary Celebration in Houston

- Former student and Industry communication examples
This year marks the 15th Anniversary of the Master of Agribusiness Program at Texas A&M University.

You are invited to join us for the celebration of this milestone!

Date: Thursday, August 7, 2014
Time: 6:30 p.m. - 8:30 p.m.
Location:
Brio Tuscan Grille
12808 Queensbury Lane, Suite 100
Houston, TX 77024

Hors d’oeuvres will be provided.
A cash bar will be available.

Your response is requested by Monday, August 4.
(j-newsom@tamu.edu or 979.458.5539)
Jennifer Newsom

From: noreply@imodules.com
Sent: Tuesday, October 28, 2014 3:00 PM
To: MAB Program
Subject: [iModules Software] Email Campaign: "2014-10-24 Newsletter to former MABs" has been sent

Dear Administrator,

Your Email Marketing Campaign: "2014-10-24 Newsletter to former MABs" has finished sending.

Total Emails Sent: 258

Please link to the Email Reporting Detail page to see reporting data for this email. Or, visit the Email Marketing Home Page to manage your email campaigns.

Texas A&M University College of Agriculture and Life Sciences
600 John Kimbrough Blvd. | 2142 TAMU | College Station, TX 77843-2142
aglifesciences.tamu.edu
Howdy!

It has been a busy fall semester for the current MAB students. We wanted to update you on some of their activities, many of them featured in our Fall 2014 Newsletter.

~6 students had internships during the summer
~4 students competed in the IFAMA Global Student Case Competition in South Africa
~3 students studied abroad in China
~and much more!

In addition, we've had Industry Leaders on campus visiting with the students from a variety of companies including BASF, Roll Global, Americold, The Yield Lab, TEEX Product Development Center, Agrometrics, and the U.S. Potato Board. A second newsletter will be published later this fall with information about those activities. We'll share that as soon as it's ready.

We would love to hear from you. Drop us a line and let us know how things are going with your career.

Thanks and Gig 'em!

Dr. Victoria Salin
Professor and Director, Master of Agribusiness
Chair, Intercollegiate Faculty of Agribusiness
mab@agecon.tamu.edu

Jennifer A. Newsom '95
Program Manager, Master of Agribusiness
j-newsom@tamu.edu

PS: Be sure to keep your contact information current so that we can share news from the MAB program with you. You can update your info and stay connected to other Aggies via the Association of Former Students. Check it out at www.aggienetwork.com.

Dept. of Agricultural Economics
Jennifer Newsom

From: MAB Program
Sent: Thursday, October 30, 2014 5:06 PM
To: Jennifer Newsom
Subject: FW: [iModules Software] Email Campaign: "2014-10-28 newsletter to MAB Industry Partners" has been sent

Jennifer A. Newsom '95 | CCEP
Program Manager, Master of Agribusiness Program
Department of Agricultural Economics | Texas A&M University

2124 TAMU | College Station, TX 77843-2124
Tel. 979-458-5539 | Fax. 979-845-6378
j-newsom@tamu.edu

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It's Time for Texas A&M

From: noreply@imodules.com [mailto:noreply@imodules.com]
Sent: Thursday, October 30, 2014 4:00 PM
To: MAB Program
Subject: [iModules Software] Email Campaign: "2014-10-28 newsletter to MAB Industry Partners" has been sent

Dear Administrator,

Your Email Marketing Campaign: "2014-10-28 newsletter to MAB Industry Partners" has finished sending.

Total Emails Sent: 120

Please link to the Email Reporting Detail page to see reporting data for this email. Or, visit the Email Marketing Home Page to manage your email campaigns.
Howdy!

Thank you for your support of the Master of Agribusiness Program at Texas A&M University. Your involvement plays a large role in the success of our program, and most importantly, our students.

We wanted to update you on some of their activities, many of them featured in our Fall 2014 Newsletter. It has been a busy fall semester for the current MAB students.

~6 students had internships during the summer
~4 students competed in the IFAMA Global Student Case Competition in South Africa
~3 students studied abroad in China
~and much more!

As always, we welcome your involvement with the MAB program. Please contact us to discuss ways you can connect with our future industry leaders.

Thanks and Gig 'em!

Dr. Victoria Salin
Professor and Director, Master of Agribusiness
Chair, Intercollegiate Faculty of Agribusiness
mab@agecon.tamu.edu

Jennifer A. Newsom ’95
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