

Agricultural Business Club at Iowa State University

Main Meeting Minutes

January 30, 2020

The regular meeting of the Iowa State University Agricultural Business Club was held January 30, 2020 in Kildee 125. President Cody Tjossem called the meeting or order at **6:01 pm**. There were **120** members present.

Officer Reports

- Secretary: The Minutes of the December meeting were briefed by Emma Kehrli. Approved by club members.
- Treasurer: Julia Campbell announced the current balance available is **\$89,488.61**
- CALS: ABC Cals Gala basket was the highest selling basket at the gala. Don't miss out on the upcoming CALS Associate Dean of Academics candidate interviews, and the Hort club rose sale. Bacon Expo exec applications are available.
- Reporters: Like our social media outlets. Jannelle Vander Worte was the social media spotlight.
- Logistics: Pancheros at the February meeting.

Committee Reports:

- Banquet: The event will be held Saturday, March 7th with check in at 8:15 am and program to follow at 9:00 am. Tickets are \$10 for members and \$15 for non-members. Available in 174 Heady.
- Travel: Ski trip will be February 22nd and 23rd at Devils Head Ski Resort in Wisconsin. The bus will leave at 5 AM on the 22nd and returning at 2 PM on the 23rd. The cost is \$90 and you must sign up in Heady 174 by February 7th.

Guest Speaker: Kent Corporation- Jeff Underwood

Tonight's guest speaker was Jeff Underwood with Kent Corporation. Jeff grew up in Atlantic, Iowa and graduated from Iowa State University with a degree in Chemical and Biological Engineering. He completed a master's degree in business administration with an emphasis in finance at the University of Iowa. Jeff started his career with Grain Processing Corporation and worked in process engineering and operations. He has been with Kent for 26 years now and is the Vice President of Enterprise Innovation at Kent's new office in the ISU Research Park. Kent is a family-owned privately held operation headquartered in Muscatine, Iowa with operations in corn wet milling, the production of animal feeds and the manufacture of food products. Kent's operating subsidiaries include GPC, Kent Pet Group, Kent Precision Foods Group and Kent Nutrition Group. As for campus involvement, Kent is very active with the Block and Bridle club and is also building a new Feedmill and Grain Science Complex. As for job opportunities, Jeff explained they have extended their Innovation Center internship program to year-round. They are also currently looking for a full-time Commodity Merchandiser and an

Associate Innovation Manager. The applications for these positions can be found on CyHire. Jeff recommended that in members' careers they always sell their companies' ideas and know and understand the customer. Jeff's career advice for the club was that: great marketing winds, everybody is a salesperson, know customers and non-customers, read Blue Ocean Strategy, and read Dave Ramsey - Total Money Makeover.

Meet the Professor: Dr. Matt Clancy – Economics Department & Agricultural Entrepreneurship Initiative.

Matt Clancy is an assistant professor in Economics here at Iowa State University and involved with the Agricultural Entrepreneurship Initiative. He grew up in Iowa City, and then came to Iowa State University where he pursued a degree in Physics and Religious Studies and studied abroad in Cork, Ireland. He then gained other degrees at the University of Cambridge and the London School of Economics before coming back to Iowa State to complete his PhD in Economics. His first job was in Washington D.C. as a Research Economist for the USDA. Although Matt enjoyed his time with the USDA, he wanted to try teaching and has been teaching economics at Iowa State for two years now. Along with this, he is involved with the Change-Maker Academy, which is part of the Agricultural Entrepreneurship Initiative. This is an extracurricular program for students interested in entrepreneurship and leadership. The Change-Maker Academy organizes events, facilitates mentoring and networking and offers a scholarship upon successful completion. Matt has also worked on various research projects dealing with innovation, agriculture and technology. He stressed that members take advantage of the opportunity to study abroad.

New Business:

- Club Budget: Treasurer Julia Campbell highlighted the changes to this year's budget including the addition of allocating money to the new Freshmen Committee. The budget was approved by club members.
- 2020 Executive Team Goals: President Cody Tjossem summarized the executive team goals including establishing a Freshmen Committee and appointing an industry club advisor.
- Scholarships: Apply on OneApp by February 15th. Must complete the general application and the CALS application first. Graduating seniors can use the application in Qualtrics provided by Exec/Advisors.

Member Recognition

- Member of the Month: Jose Borunda
- New Member of the Month: Cole Weinkauf
- Old Member of the Month: Lexi Freund

Advisor Comments:

Dr. Deiter: Foresight allows us to think, plan ahead and put ourselves in a better position to shape our own future. We should take advantage of opportunities that become available and deal with the unexpected as it comes.

Drawings:

- Wheel of Fortune: Michael Roling \$40 in A
- Are you here?: Kellen Cosgrove-Not present, roll over to the February meeting.

Announcements:

- Next meeting: February 20th
- Perfect attendance resets for the new semester. Scholarships will be given out at the end of the semester with the opportunity to win \$500
- Sign up for the ski trip by February 7th, cost: \$90
- Banquet is on March 7th, tickets for sale in 174 Heady
- Ag Business Club Awards application due February 15th
 - Separate application for seniors
- Econ Club Meeting February 5th in 360 Heady.

President, Cody Tjossem, adjourned the meeting at **7:02 PM**.