

Agricultural Business Club at Iowa State University

Main Meeting Minutes

March 31st, 2022

The regular meeting of the Iowa State University Agricultural Business Club was held on March 31st, 2022, in the Physics Hall, Room 0005. President Ryan Clark called the meeting to order at 6:00 PM. There were 111 members present.

Officer Reports:

- **Secretary:** The minutes of the February meeting were briefed by Jenna Vander Heiden. Approved by club members.
- **Treasurer:** Jordan Balderston announced the current balance available is \$105,614.34. Approved by club members.
- **CALS Council:** The College of Agriculture and Life Sciences Dean, Dan Robison, spoke at the CALS Council meeting last night.
- **Reporters:** Follow our social media! Officer team Instagram take over coming soon!
Social Media Spotlight: Wyatt Stout
- **Logistics Coordinators:** We hope everyone enjoyed Casey's pizza.

Committee Reports:

- **Philanthropy and Service:** Thank you all for donating \$5 to the SHOP on campus to wear jeans tonight! Thank you for filling out cards to send to the Northcrest Community! Spring roadside clean up coming soon.
- **Recruitment and Social:** Agricultural Business Club Spring Social will be held Thursday, April 14th at 2007 Kildee Street, Ames from 7:30-10:00 PM. Food and games will be provided.
- **Sponsor Relations:** Leadership dinner will be Tuesday, April 26th at Reiman Gardens.
- **Travel:** Spring industry tour planning is in progress.

Guest Speakers:

- **Industry:** Emily Campbell, NEW Cooperative

Emily Campbell is the Education and Outreach Coordinator at NEW Cooperative, where she focuses on building and maintaining relationships with high school and college students, managing the company's intern program, and developing educational materials for NEW's employee team. Emily grew up on a 5th generation row-crop farm in Audubon County, Iowa before attending Iowa State University where she studied Agricultural Studies and Public Relations. She remains involved with many ISU clubs and projects through her role at NEW, including the Agricultural Business Club's Ag Alliance Program where she serves as a mentor.

- **Industry:** Andrew Hoiberg and Jeff Thompson, Calcium Products

Calcium Products manufactures and sells the best calcium-based fertilizers on the market through ag retail and distributors. Their two main products are SO4 Pelletized Gypsum and 98G Pelletized Limestone.

Jeff Thompson is the Vice President of Sales & Marketing for Calcium Products. He joined the company in 2015, bringing a wealth of sales experience from previous roles at Special Fertilizer Products/Verdesian Life Sciences and Channel Bio. He started his Ag Business career in 1996 after his graduation in Agricultural Education from Iowa State. Jeff oversees a 9-member sales team, several customer service reps, and the marketing department at Calcium Products. Jeff's experience in relationship-based sales has brought great results and success to Calcium Products.

Andrew Hoiberg is the Vice President of Research & Development at Calcium Products. He joined the company in 2012 after completing his Ph.D. at Iowa State in Horticulture/Turfgrass Science, where he conducted small-plot research for Calcium Products, establishing a relationship that would lead to his hiring upon graduation. Andrew oversees all aspects of product development and improvement, internal and external research efforts, quality control, and technical sales support, where he works closely with Jeff and the sales/marketing team to help drive the sales process.

- **Meet the Professor:** Dr. Joshua Rosenbloom, Chair of the Department of Economics

Dr. Joshua Rosenbloom serves as the Chair for the Department of Economics at Iowa State University. Additionally, he is a Research Associate of the National Bureau of Economic Research, Cambridge, MA. His research interests include the economic history of the United States, the economics of science, technology and innovation, and labor economics. Dr. Rosenbloom also enjoys the time he has spent teaching Economics study abroad courses.

Old Business:

- None

New Business:

- Scholarship award winners

Member Recognition:

- Member of the Month: Brooke Beinhart
- New Member of the Month: Brody Boehnke
- Old Member of the Month: Austin Suddeth

Advisor Comments: Elizabeth Burns-Thompson

Elizabeth thanked club members for the opportunity to serve as one of the first Agricultural Business Club Industry Advisors.

Drawings:

- Are You Here?: Member drawn was not in attendance. Drawing will be worth \$200 at the April Meeting.
- Wheel of Fortune: Paige Jergens won \$40 from the S. \$100 was in the B.

Announcements:

- Tuesday, April 26th: Leadership Dinner, 5:30 at Reiman Gardens
- Thursday, April 28th: April Meeting, 5:30 social; 6:00 meeting
- TBD: Spring Industry Tour

President Ryan Clark adjourned the meeting at 7:04 PM.