

AGEC 296

360° Agribusiness Industry View

Instructors:

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Office Hours:

By appointment

Course Description:

The course introduces freshmen to food and agricultural businesses through conversations with professionals in food and agribusiness firms. The firms represent the full diversity of sectors and functions in the food value chain. Students will learn roles and responsibilities of professionals, leaders, consumers and producers in food and agricultural business.

The purpose of the class centers on the education of the value chain through agriculture, and a foreseen complement of the class is great networking, especially for these students, but even for the companies. Approximately 75 sectors of agriculture will provide an introduction of the value chain by engaging with ~80 companies across the industry. This would give the students a solid foundation for the rest of their academic career as the students interact with personnel and view facilities of genetics and seedstock, input suppliers, services, producers, merchandisers, processors, wholesalers and retailers.

The structure of the class will be rotational: (1) Lecture topic, (2) Field trips, (3) Student presentations, and (4) Company Representatives visiting our classroom. The class will split up into five groups of no more than 6 students; each group will go to a different company for an educational field trip to view physical facilities. Mondays following a field trip, the class period will consist of groups presenting information from each of the five different tours to learn about companies through peer students.

Credit and Class Meeting Time:

Students receive 3 hours of credit as an AGECE selective. The course will meet on Monday afternoons for lecture from 2:30-4:20 & Wednesday afternoons for lab from 2:30-5:20. The location for student presentations (M) is RAWLS 1071. The location for company presentations (W) is KRAN 758. The locations for lectures with companies (M) is KRAN 661. We will meet behind KRAN to board the vans (W) in the back lot when touring companies.

The travel time built in the class schedule is for class only the weeks we tour company facilities. The other weeks it is for Learning Community meeting time to plan activities.

This course involves several field studies, which may extend beyond the scheduled class time. The goal and intention will always be to arrive back to campus by 5:20, but traffic, industry presentations or distance may prohibit this. Anyone with requirements on campus at 5:30 that want accommodations must notify [Ryan](#) before noon on Monday the week of the trip in case of late arrival. This communication prior to class might excuse students from the class, but work will be required to make it up. No communication or late notice will not excuse students from class.

Prerequisite:

None.

AGEC 296

360° Agribusiness Industry View

Purpose:

This course offers an opportunity for freshmen students to learn about the wide range of firms in the agricultural industry. From industry tours to classroom presentations, students will interact with industry professionals each week during the fall semester. The course will provide students with the unique opportunity to experience how the concepts learned in their undergraduate program are implemented effectively in real world situations.

After completing this course, students will be able to:

- 1) Identify roles and responsibilities of employees in the agribusiness value chain and list attractive future internship and career prospects;
- 2) Describe the food and agribusiness value chain by naming key players in the industry and identifying linkages among the players;
- 3) Demonstrate operational leadership by industriously contributing to a team through presenting information of personal experience to educate peers;
- 4) Analyze and interpret the financial statements of a food and agribusiness firm using the DuPont Profitability Linkage Model;
- 5) Assess the performance of the food and agribusiness value chain using economic and business analysis of data;
- 6) Present a critical assessment of a food or agribusiness firm's operating and financial performance using tools such as DuPont, SWOT, PEST, SIPOC and Porter's Five Forces.

Weekly objectives include:

- 7) List all major and local players in the sector, specifically competitors of the companies presented;
- 8) Prepare for conversations with industry representatives and University faculty to build a valuable, functioning network;
- 9) Implement current events to interactions with agribusiness personnel by diagnosing trends, similarities, differences, etc.
- 10) Classify information into SWOT / PEST categories to explain the state of the business' & sector's present and future;
- 11) Choose which company to invest in – either time (career), money (stock), or consumer utility (products) based on ennable, financial and operational performance;
- 12) Formulate high-level questions to demonstrate critical thinking by putting elements together to form accurate, coherent and functional conversations.

Course Policies:

Instructors' commitment:

You can expect your instructors to be courteous, punctual, well organized, and prepared for class and other activities; to answer questions clearly; to be available for office hour appointments; to provide a suitable guest instructor when they are traveling; and to grade uniformly and consistently according to the posted guidelines.

Consulting with instructors:

We strongly encourage students to ask academic or personal questions with either of the course instructors during office hour appointments arranged by email. We expect students to read the syllabus/Blackboard, know the syllabus/Blackboard and refer to the syllabus/Blackboard before asking questions. When there are questions, email these people for the following questions:

[Keaton](#): assignments, GroupMe, difficulties with group members or checking what you want to ask company representatives.

AGEC 296

360° Agribusiness Industry View

Kayla: reading assignments, quizzes, presentations, GroupMe, difficulties with group members or checking what you want to ask company representatives.

Sara: assignments, GroupMe, dress code, BlackBoard issues, participation and general questions.

Ryan: time conflicts, grades, preferences, optional experiences, holding instructors accountable.

All email communication should have the subject line starting with AGECE 296 - ... where the dots are what the summary topic of the text body below that you are sending. This subject is an example: "AGECE 296 – Company Preferences." Emails without this subject line are not likely to get a response as quickly because of Outlook folder filters. After the first month of class, emails not starting with AGECE 296 – will not receive a response.

Teamwork:

This course will involve the preparation of many short presentations in different teams each week. We expect students to be productive team members by contributing to documentation of their experience, compilation of information, preparation for the class presentation and conducting the presentation. There is an expectation that students will work effectively in investigative teams and carry out meaningful performance assessments of individual team members. Though only three students will present each time, the entire group is responsible to help prepare the presentations. Students that are not presenting will receive the same grade for the week that the students presenting get – a uniform grade for the entire team. The 7th week, all students will present together on their discoveries from the commodity processing sector.

Peer Reviews:

Peer reviews will keep students accountable to be neither a free-rider nor controlling. These peer reviews will be part of the figuring of participation grade. Students will give feedback to the instructors on the participation level of each teammate in the process of gathering, compiling and organizing the presentation information into a PowerPoint presentation. The Peer Reviews are collected in online survey the day of presentations. Failing to submit a Peer Review for all teammates results in a zero for the reviewer.

Field Study Tours:

Before the third class, students will be able to give their preference of which companies they tour. This is not required, but the instructors place students in tour groups if preferences are not given. Students should not be waste travel time. Laptops will be a necessity for this class, especially during travel time. Students will use travel time to the agribusiness as preparation to ask representatives questions and go over material as a group. Travel time on the way back to campus is for reflecting and starting the presentation.

Calculation of course grade:

Weights used to assign a grade for the class will be as follows:

Class Participation, Peer Review & LC Involvement	20%
Weekly Reflection, Homework & Quizzes	20%
Job Prospects Assessment	20%
Firm Assessment Presentations	20%
Final Project	20%

The course grades will be determined as follows:

≥97	93 - 96.9	91 - 92.9	86 - 90.9	81 - 85.9	77 - 80.9	73 - 76.9	69 - 72.9	67 - 68.9	<67
A+	A	A- or B+	B	B- or C+	C	C- or D+	D	D-	F

If you fall into one of the "gray areas" (A- or B+, B- or C+, C- or D+), your grade will be determined by whether your performance has improved or remained constant (student receives the higher grade) or gotten worse, especially on the final project (student receives lower grade).

AGEC 296

360° Agribusiness Industry View

Note: *We do not curve grades in this course.* It is possible for everyone in the class to get an A (or F). Your performance depends only on how you do, not on how everyone else in the class does. Therefore, it is in your best interest to help your classmates within the limits of the academic integrity policy. **Students wishing to pass this course** are required to fill out a Student Autobiography by the 2nd week so instructors can get to know the students.

Class and Field Study Participation:

This course is highly dependent upon the student's full engagement and participation. The quality of your experience will depend upon the extent to which you challenge yourself to prepare and to make the most of the opportunities to interact with our faculty, guest speakers, and field study hosts. The expectation of students is to be prepared, ask questions, and interact in this class. When on field studies, it is critical that you represent yourself and Purdue University in a positive, polite and professional manner, follow directions, and learn from the experience. For these reasons, 20 percent of your final grade will be participation. By preparing, attending, and participating in class it is easy to ensure that you receive a high score for these points. Bereavement or military leave are excused absences.

Each day you have opportunities to **participate well**. Some examples include: being on time to class; introducing a speaker; being attentive; taking notes; paying attention to others' questions to build off of them; having a current event, # or summary; and community building with peers, reps or TAs.

Each day you also have opportunities to **participate poorly**. Some examples include: showing up late; not abiding by dress code; wearing headphones or hat; not taking notes; not paying attention to speakers – distracted or distracting others; asking basic questions that don't tie in information shared or gathered before class; asking completely unrelatable questions or not asking questions at all; sleeping; or being on phone. At the end of each day, students have the opportunity to earn five points for good participation. Poor participation loses credit at two points per distraction.

This means ask meaningful questions that you REALLY want to know, then let your classmates ask their questions that they REALLY want to know. The company reps will be presenting for ~30 minutes with ~15 minutes for questions. This leaves plenty of time to ask quality, in-depth questions for the company reps to elaborate.

Students should attend class in business casual attire or better (unless tours dictate otherwise). On all tours, closed-toe and long pants are required in addition to business casual. For female students, business casual may potentially include dresses and skirts in the classroom. Your attire should not be too low on the top or too high on the bottom. If you question whether you are past the limit, it probably will not be appropriate. Be conservative in your attire; these are potential employers; treat them that way! No student can participate in field study/class wearing leggings, pajamas, flip-flops, shorts, running gear, hats or inappropriately revealing clothing. Companies that we tour have strict dress codes: **NO** open toe shoes, jewelry, candy/gum.

A key part of class participation will be leading a discussion of current events at the beginning of each class period. Active participation in the discussion will be impossible without following the news. Active participation is heavily rewarded for current event discussions.

Researching Companies:

Students will share their research on companies once a using the #PurdueAgNexus360 on any public social media platform – Facebook, Twitter, etc. The minimum requirement is posting an article written on one of the companies/sectors discussed in class that week; multiple companies/sectors permitted. The shared/retweeted post should a link to a real news article with a two-sentence minimum critique of the article. Good articles/critiques should tweet at faculty, centers & programs in the College & University.

AGEC 296

360° Agribusiness Industry View

Introducing Speakers:

Every guest speaker a student will introduce AND conclude the presentation thanking the speaker for their time and insight by presenting them with a gift. Introductions are brief – lasting no more than one minute. The student doing the introduction should give some biographical information and a couple things learned when meeting them prior to class (including researching LinkedIn). There are 41 companies visiting the classroom and 30 students in the class; please sign up during the first class for the speaker you would like to introduce. Dress for introductory speakers is **business professional** and are responsible for sending a thank you card on behalf of the class.

Learning Community Activities:

Students are required to attend 7 of the 10 Learning Community activities throughout the fall semester. Potential activities include: Supper at the dining court, Purdue volleyball game, Career Fair preparation, Boiler Challenge ropes course, Feast of the Hunters' Moon or Service Learning projects, CoA Hog Roast, Pumpkin Carving at LeeAnn's, Exploration Acres, Pizza Night and Game Night.

Habitudes:

Book given first class period

The Habitudes leadership curriculum, including the Growing Leaders' series of Habitudes® books, uses image-based learning to help instill important leadership habits in young adults. Each image introduces young adults to powerful leadership habits and timeless principles rooted in real life, sparking conversations with facilitators that lead to memorable experiences. These unique and transformative encounters are a part of an ongoing process that builds leadership habits and attitudes.

In *The Art of Connecting with Others*, Dr. Tim Elmore aims to equip students with the wisdom to create healthy relationships, listen respectfully, encourage those around them, be humble, serve others, use feedback and effectively handle criticism. Through thirteen memorable images — each with a series of engaging stories, self-assessment questions, and thought-provoking discussion topics — students learn and internalize important principles on connecting with others that will help guide them as they step into college or their careers.

Given Materials on BlackBoard:

Assignments & Rubrics Folder: This folder has the following assignments and rubrics in it: PreTest, PostTest, Peer Reviews, Job Prospects for every company, help finding classes and clubs for the Job Prospects, Presentations, Final Project, Student Autobiographies and answers to DuPont quizzes for review.

Lectures Folder: The lecture PowerPoints are here. Annual reports looked over in class are found in this folder. The laminated handouts the first have an electronic version here, as well as the PowerPoint of Transformational Experiences that scroll at the beginning of class each day.

Helpful Handouts Folder: The Company Questionnaire is a guide for notetaking to aid in organizing notes. We recommend using one per company to separate information between the companies. This is designed to be helpful doing research prior class, as well as in class. The PEST/SWOT/SIPOC sheet is a guide to organize your analysis and questions to ask company representatives. There are good links to help learn PEST, SWOT and DuPont in the **Schedule spreadsheet**; check them out! Do not ask questions straight from questionnaire. The Company Analysis document is quick notes on PEST, SWOT, SIPOC, DuPont and Porter's 5 Forces. The document is not comprehensive, but a tool to help use the analyses comprised into one small resource. Reference this document frequently. *USE OF THESE IS RECOMMENDED*

Supplemental Material Folder: Posted is guidance on how to introduce speakers. Terminology is vocabulary that companies indicated would be important to know prior to their discussions with class – read & review often. Four resources for DuPont Profitability provide visuals to find ratios. Job Prospect examples demonstrate a few roles of graduates. Semester Vision – things learned in 296.

AGEC 296

360° Agribusiness Industry View

Leadership Goldmine Folder: Presentations for Character, Communication, and Indispensable Qualities of a Leader provide deeper background of the laminated handouts. Links to articles and videos to trusted teachers of leadership.

The Schedule spreadsheet is the most important resource. It has the tour distance & speaker order, along with links to career sites & annual reports to report the company's (or related company if private) DuPont.

Weekly Reflection:

DUE: Saturday at midnight

Reflection makes meaning to what you did by cementing lessons learned during the lectures and field studies. They are to help identify areas where students aim to learn more in the future. Students will answer randomized questions and set questions: "What information provided by the speakers do you anticipate will best help you in your career decisions? & What is one thing from each speaker that will stick with you?"

Homework and Quizzes:

If the instructors feel that students have not prepared for the class discussion on the companies, at any time they may collect the preparation work for homework, which is not limited to questions prepared prior to class. There is a syllabus quiz on the second day of class. There will be four DuPont quizzes throughout the semester. Every day there will be current event discussions; it is the students' responsibility to search the news for current event topics; topics discussed get credit for participation.

Job Prospects Assessment:

DUE: beginning of class

Download & print the Job Prospect document on Blackboard. Handwrite in pen/pencil on a different sheet for each company an evaluation of a job posted on the company's career website. The assessments (stapled together) due at the beginning of each class period for **all** of the companies on the schedule that day. Students will investigate classes and organizations that would help them prepare for each role while at Purdue. For all Job Prospects, students should identify a role in each firm and discuss role responsibilities they have the most interest in pursuing. For private companies that do not have careers posted online, research/brainstorm positions that the firm would have in their company and look up the positions on [AgCareers](#), [AgExplorer](#), [GlassDoor](#), [Career Wiki](#), [Hoovers](#) or other sites.

Firm Assessment:

DUE: Monday at noon

Students will present four times during the semester a full analysis of one of the firms considered. Students will present in groups of three, except the sixth week everyone in the group will present. Post the assessment by noon Monday in the BlackBoard assignment on the main Course Content page. A 5-point deduction accessed for late presentations, submitted by emailing presentations to [Ryan](#) (and **ALL** other electronic documents) as an attachment via email as a .pptx file (.docx/.xlsx) – not GoogleDoc nor OneDrive.

Students should recount what they did/saw/heard on the visit – TELL THE STORY. Do not read the list of what we are looking for; cover it naturally through your story! Incorporate into presentations: company name, name of representatives and their positions, the company's function(s), the sector of agriculture the company is in, company demographics, personnel demographics, customers & competitors of the company, challenges & opportunities of managing an agribusiness, a visual tour of the business, DuPont Profitability Linkage, PEST, SWOT, Porter and SIPOC analyses, and what fascinated you on the tour. **ALL** students in the group will receive the same base score whether they present or not because each student is responsible for the material and preparation of the presentation. Refer to the grading rubric posted on Blackboard.

Final Project:

By the first day of October, students submit a list of your top five company preferences not currently on the class roster (on the last page) that they would be interested working for in the future. Instructors will select the best fit for the project, and the company cannot be the same as another student: first come; first serve. Students will submit their strategy to complete the project with through a timeline. Instructors are carbon

AGEC 296

360° Agribusiness Industry View

copied on students' initial email request for project mentors. Outlines are due in advance of all materials. Each student will be responsible for conducting an informational interview with a project mentor to fill out a Company Questionnaire. Conduct all analyses by researching information, not asking during interview. This project mimics what is done with every company in the class, but is done individually.

Networking Event:

The semester concludes with a networking event inviting to campus all company representatives represented in the class in any way. The students are required to attend. There will be a buffet provided for this banquet. The attire for this event is business professional. Students may present how this course impacted them. Previous years' class members can join and some will give presentations on how the course influenced them through their college experience.

Optional Experiences / Extra Credit Opportunities:

The first opportunity is the Learning from Leaders event that is welcoming [Andrew McPeck](#) to Purdue on the topic of "Leadership Development for Boilermakers." The second optional experience is a field study visit to Farm Oaks Farms the last day of Fall Break. [Fair Oaks](#) is a dynamite add to our class; truly, a visit like you will not get anywhere else! This would not have added if it were not going to be anything less than an exceptional experience, though it is on your own time and wallet. \$10 is a great value and worth the students' money for the transportation, tours and lunch. The third optional experience is watching the either [Enron](#) or [The Informant](#) at Dr. Gunderson's house the Monday night before Thanksgiving. Extra credit can also be earned by attending events such as Book Harmon Series, Snyder Lecture, Distinguished Ag Alumni Reception, Rising Professionals' Campus Wide Panel, Old Masters' Evening with an Old Master AND additional LC activities.

Late Homework & Make-up work policy:

Late assignments will receive a 50% grade deduction. Late assignments accepted until one week after the due date. *However, once a student hands in three late assignments, they are not accepted.* Two extra Job Prospects for making up work, three Job Prospects for a missing class, four Job Prospects for a missing tour. *Make-up: student notified prior to absence. Late: student was in class or no notification.*

Computer Use:

Computers permitted for taking notes only. If they become a distraction for one student, computers privileges for all will end. Do not ruin it for your classmates! No technology for taking notes on tours.

Communication:

Please note that the instructors' primary out-of-class method of communication will be via email to Purdue e-mail addresses. Instructors will not generally attempt to contact students at e-mail addresses other than Purdue e-mail address. It is the student's responsibility to check for mail on a regular basis. We recommend students check their Purdue e-mail account at least once every 24 hours.

Special Needs:

If you have a disability that requires academic adjustments, please make an appointment to meet with me during the first week of classes to discuss your needs. Note that university policy requires all students with disabilities register with [Adaptive Programs](#) in the [Office of the Dean of Students](#) before receiving classroom accommodations. The Disability Resource Center ([DRC](#)) is a resource for students and instructors. Students may present a "Letter of Accommodation" to you at any point in the semester. Should you have questions about accommodations, please contact the DRC at 765-494-1247 or [email](#).

Purdue Honor Pledge

Purdue's Honor Pledge states: "As a Boilermaker pursuing academic excellence, I pledge to be honest and true in all that I do. Accountable together - we are Purdue." [Purdue's Honor Pledge](#).

AGEC 296

360° Agribusiness Industry View

Counseling and Psychological Services (CAPS):

Purdue University is committed to advancing the mental health and well-being of its students. If you or someone you know is feeling overwhelmed, depressed, and/or in need of support, services are available. For help, such individuals should contact Counseling and Psychological Services (CAPS) at (765) 494-6995 and <http://www.purdue.edu/caps/> during and after hours, on weekends and holidays, or through its counselors physically located in the PUSH during business hours.

Equal Opportunity:

Purdue University is committed to maintaining a community that recognizes and values the inherent worth and dignity of every person; fosters tolerance, sensitivity, understanding, and mutual respect among its members; and encourages each individual to strive to reach his or her own potential. In pursuit of its goal of academic excellence, the University seeks to develop and nurture diversity. The University believes that diversity among its many members strengthens the institution, stimulates creativity, promotes the exchange of ideas, and enriches campus life. Purdue's nondiscrimination policy can be found at: http://www.purdue.edu/purdue/ea_eou_statement.html.

Academic Integrity:

University policy on academic dishonesty is clear: academic dishonesty in any form is strictly prohibited. Anyone found to be cheating or helping someone else cheat will be referred directly to the Dean of Students for disciplinary action. Penalties are severe and may include dismissal from the University. The risks associated with cheating far outweigh the perceived benefits. Academic dishonesty includes citing someone else's work as your own, using "cheat sheets" or sharing your answers with someone else. If you are unsure whether your planned action constitutes academic dishonesty, seek clarification from your instructor. Other information regarding your rights and responsibilities as a student is contained in the Purdue University [Code of Conduct](#). Writing assignments for this course will be checked for originality using the iThenticate software. Not adhering to this policy will result in loss of all credit for assignments that students involved were dishonest. The second offense results in failure of course and is reported to the Dean of Students.

Campus Emergencies:

In the unusual event of a major campus emergency, course requirements, deadlines and grading percentages are subject to changes that may be necessitated by a revised semester calendar or other circumstances. To get information about changes in this course visit the course home page, contact me by e-mail at mgunders@purdue.edu, or call me at my office (49-62010).

To report an emergency, call 911. To obtain updates regarding an ongoing emergency, sign up for Purdue Alert text messages, view www.purdue.edu/ea. There are approximately 300 Emergency Telephones outdoors across campus and in parking garages that connect directly to the PUPD. If you feel threatened or need help, push the button and you will be connected immediately.

If we hear a fire alarm during class, we will immediately suspend class, evacuate the building, and proceed outdoors. Do not use the elevator. If we are notified during class of a Shelter in Place requirement for a tornado warning, we will suspend class and shelter in the basement. If we are notified during class of a Shelter in Place requirement for a hazardous materials release, or a civil disturbance, including a shooting or other use of weapons, we will suspend class and shelter in the classroom, shutting the door and turning off the lights.

Please review the Emergency Preparedness website for additional information.
www.purdue.edu/ehps/emergency_preparedness/index.html

AGEC 296

360° Agribusiness Industry View

Weekly Outline for AGEC 296

Date	Day	Class	Location	Topic & Companies
8/20	M	1	1071	<i>DuPont, PEST, SWOT, Porters 5 Forces, SIPOC</i>
8/22	W	2	661	By-Products: <i>Distinguished Ag Alum Mr. Dale Griffin, Bio-Response Solutions, Ingredion</i>
8/27	M	3	661	Producers: Farm Market, Local Produce & Meat
8/29	W	4*	lobby	Producers: Timber, Traditional Row-Crop, Seed, Beef, Bio-Energy, Dairy, BIG farm
9/3	M		OFF	LABOR DAY
9/5	W	5	758	Specialty Producers: Apples, Pumpkins, Tourism, Ducks, Tomatoes, Popcorn
9/10	M	6	1071	<i>Presentations of last week's tours – Producers</i>
9/12	W	7*	lobby	Merchandisers/Processors: ADM, Cargill, Gaviion, Kokomo Grain, pig producer
9/17	M	8	1071	<i>Presentations of last week's tours – Merchandisers & Processors</i>
9/19	W	9	661	Animal Producers: Ozark Fisheries, Elanco, IN Beef Cattle Association, Rose Acres
9/24	M	10	758	Aesthetics & Construction: Ball Horticulture, IndySod, US Aggregates
9/26	W	11*	lobby	Machinery Retailers: Bane-Welker, Glascock, MacAllister, Reynolds, Rodkey
10/1	M	12	1071	<i>Presentations of last week's tours – Retailers</i>
10/3	W	13	758	Banking/Investing Services: Farm Credit, First Farmer's, Little Engine Ventures, Teays River
10/8	M		OFF	FALL BREAK
10/9	T	**	lobby	Production & Tourism: Fair Oaks Farms, Bellstra Milling
10/10	W	14*	lobby	Food Production: Yogurt, Christmas Trees, Tourism, Pumpkins, Honey, Produce, Fruit
10/15	M	15	1071	<i>Presentations of last week's tours – Wholesalers</i>
10/17	W	16	758	Consulting Services: Ernst & Young, FLM Harvest, Halderman
10/22	M	17	661	Technology & Data: AgriNovus, GeoSilos, Spensa
10/24	W	18*	lobby	Chemical Input Suppliers: CERES, Co-Alliance, Corteva, Helena, Wilson Fertilizer
10/29	M	19	1071	<i>Presentations of last week's tours – Input Suppliers</i>
10/31	W	20	758	Food Retailers: Barry Callebaut, Frito Lay, RDM Shrimp, Sugar Creek Malt Company
11/5	M	21	758	Trade Association Services: Beekeepers of IN, IN Hardwood Lumberman's
11/7	W	22*	lobby	Retailers: Maplehurst Bakery, Old 55 Distillery, Trader's Point, US Foods, Wildcat Creek
11/12	M	23	1071	<i>Presentations of last week's tours – Food Wholesalers</i>
11/14	W	24	758	Genetics & Seedstock: Midwest Wheat Consultants, Select Sires, Stine, Whiteshire Hamroc
11/16	F			Final Project PowerPoint
11/19	M	25	758	Government/Activist Services: Farm Bureau, FSA, ISDA
11/19	M	**		Movie Night; <i>The Informant</i> or <i>Enron</i>
11/21	W		OFF	THANKSGIVING BREAK
11/26	M	26	758	Legal Services: Barnes & Thornburg
11/28	W	27*	lobby	Food Wholesalers: Beulter Meat Processing, Butterfield Foods, Indiana Packers, Perdue, Tyson
12/3	M	28	1071	<i>Presentations of last week's tours – Food Wholesalers</i>
12/4	T			Final Project Presentation due
12/5	W	29	758	Class Recap
12/5	W		PMU	Banquet
12/8	F			Final Project Paper due
12/12	W			Final Project Video due

Note: An asterisk (*) is used above to denote field trips. Double asterisk (**) means Learning Community Activity planned prior to semester's start

AGEC 296

360° Agribusiness Industry View

CURRENT COMPANIES:

- | | | |
|---|---|---|
| <ol style="list-style-type: none"> 1. <i>HS Ag Teacher - Mr. Dale Griffin</i> 2. Bio-Response Solutions 3. Ingredient 4. <i>Daily Farm Market</i> 5. <i>This Old Farm</i> 6. BioTown Ag 7. Cole Hardwood 8. Farm at Prophetstown 9. Stillwater Farms 10. Walker Ag Group 11. County Line Orchard 12. Maple Leaf Farms 13. Red Gold 14. Weaver Popcorn 15. Archer Daniels Midland 16. Cargill 17. Valero Energy 18. Gavilon 19. Kokomo Grain 20. Martin Family Farms 21. Ozark Fisheries 22. Elanco Animal Health 23. Indiana Beef Cattle Association 24. Rose Acres 25. Ball Horticulture 26. IndySod 27. US Aggregates | <ol style="list-style-type: none"> 28. Bane-Welker Equipment 29. Glascock Equipment 30. MacAllisters Machinery 31. Reynolds Farm Equipment 32. Rodkey New Holland 33. Farm Credit 34. First Farmer's Bank & Trust 35. Little Engine Ventures 36. Teays River Investment 37. Bellstra Milling 38. Fair Oaks Farms 39. Benton Dairy 40. Dull's Tree Farm 41. RJ Honey 42. Silverthorn Farm 43. Whyte Horse Winery 44. Ernst & Young 45. FLM Harvest 46. Halderman Farm Management 47. AgriNovus Indiana 48. GeoSilos 49. Spensa 50. CERES Solutions 51. Co-Alliance 52. Corteva AgriScience 53. Helena Chemical Company 54. Wilson Fertilizer | <ol style="list-style-type: none"> 55. <i>Stuckey Farm Market</i> 56. Frito Lay 57. <i>RDM Shrimp</i> 58. <i>Sugar Creek Malt Company</i> 59. The BeeKeepers of Indiana 60. IN Hardwood Lumberman Association 61. Maplehurst Bakeries 62. Old 55 Distillery 63. Traders Point Creamery 64. Sysco 65. Wildcat Creek Winery 66. Midwest Wheat 67. Select Sires 68. Stine Seed 69. <i>Whiteshire Hamroc</i> 70. Farm Service Agency 71. Indiana Farm Bureau 72. IN State Department of Agriculture 73. Barnes & Thornburg 74. Beutler Meat Processing 75. Butterfield Foods 76. Indiana Packers Corporation 77. Perdue Farms 78. Tyson Foods 79. North Star Frozen Treats 80. Purdue Butcher Block 81. Individual Project Mentors |
|---|---|---|

*All companies in
BOLD are tour visits.

POSSIBLE REPLACEMENTS:

- | | | |
|--|---|---|
| <p>Bunge
Consolidated Grain & Barge
The Andersons
Tate & Lyle
Vinsense
BASF
GeoSpecialty
Monsanto
Bayer Crop Science
Syngenta
DuPont
Land O'Lakes
Redline Equipment
Westside Machinery
Deere & Company
AGCO
Case New Holland
Round Grove Farm Center
Buck Creek Feed Mill
Wooster Feed Mill
Peoples Feed Mill
Wallace Grain
Premier Crops Inc.
Newtown Farm Supply
GrowMark
Crop Production Services
Indiana Agricultural Leadership Program</p> | <p>Agribusiness Council of Indiana
Indiana Soybean Alliance
Indiana Corn Marketing Council
Indiana Corn Growers Association
Indiana Grain Buyers
Indiana Pork
Indiana Beef Council
Dairy Farmers of America
American Dairy Association of Indiana
USDA
Bose McKinney and Evans
Thorne Insurance
Fleece Insurance
Pioneer
Beck Hybrids
AgriGold
AgReliant Genetics
Remington Seeds
ProHarvest Seeds
Spectrum Seed
Elevate Ventures
Hageman Group
Agri-Green Farm MGMT
Exploration Acres
Dykhuis Farms
Tyner Pond Farms
Tom Farms</p> | <p>Tip Top Farms
Melon Acres
Cottrell's Tree Farm
Romine Tree Farm
Cassens Tree Farm
Cooley Family Farm
Dykhuis Farms
BlackGold Farms
Smithfield Foods
Creighton Brothers
Farmer's Business Network
Carter Lumber
CN Utility Consulting
Bennett's Greenhouse
Acres Group
Brickman
SiteOne
Purdy Farms
Aldi
Beck AG
American Simmental
NorthStar Genetics
Clear Creek Fishery
Highline Hatchery
Goat Milk Stuff
Clabber Girl</p> |
|--|---|---|

- Ameriquel
Farbest foods
Mead Johnson
Kellogg Company
Nestle
Barry Callebaut
General Mills
US Foods
PepsiCo
Aldi
McFarling
Kroger
ConAgra
Dean Foods
SpartanNash
McClane
HT Hackney
Monarch Beverage
Piazza Produce
Gordon Food Service
Biodyne Midwest
CTB (Chore Time Brock)
CoBank
ClearObject
Advance Trading Inc.
Bower Trading