

2015 EDITION

STARTUPS

AGRICULTURAL
ENTREPRENEURSHIP
AND INNOVATION
MAGAZINE

in this issue

INDUSTRY OUTREACH

STUDENT SHOWCASE

GLOBAL IMPACT

ALUMNI RELATIONS

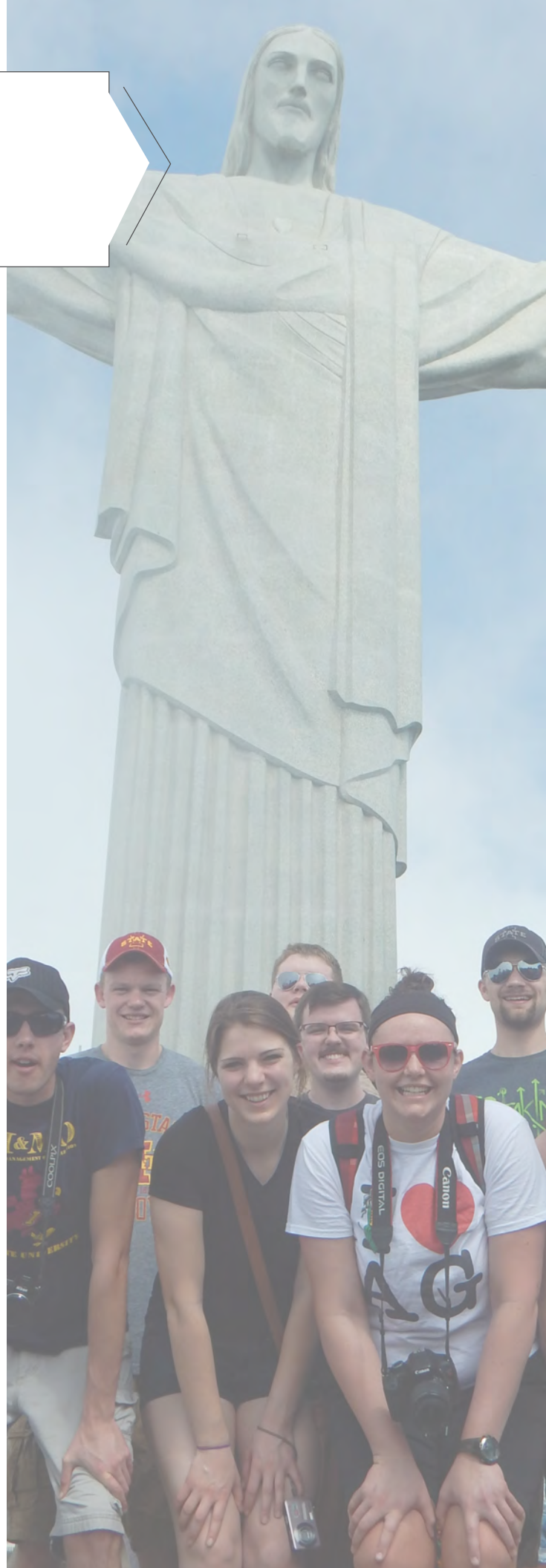
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2015 EDITION

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A MESSAGE from the **DIRECTOR**



KEVIN KIMLE

Positive Thoughts on Student Startups

When I first considered this position in late 2008, I spent time talking to professors at other universities who were involved in entrepreneurship programs and courses. These folks were forthcoming in describing their classes and experiential activities.

Interestingly, I did receive some words of caution when I would ask about student startup activity. There were a few examples of students starting businesses, but most of the feedback followed these themes:

- “You can’t expect 21 or 22 year olds to be ready to start a new business.”
- “We’re planting seeds for the future. They will take what they learned in their entrepreneurship courses and apply it in 5, 10 or 20 years.”
- “The students haven’t gained enough professional experience to be able to define a significant business opportunity.”

I understood where these comments were coming from, since I didn’t start my first company until I was 29 years old. But if you engage dozens or even hundreds of students in entrepreneurial courses and activities, shouldn’t there occasionally be interesting student startups?

The answer is yes. During the last year the Iowa State University Agricultural Entrepreneurship Initiative (AgEI) has had 15 students actively working on startup businesses. While not all of these students will reach the starting line, we do have a rich pipeline of student-startup business activity.

In the last year, we’ve asked our great friends for help to mentor, interview, serve as a panelist and engage students in many other ways. You are a big part of developing the entrepreneurial instincts and talents of students.

I want to extend a grateful thank you to our network of Cyclone entrepreneurs and professionals who support the AgEI.

In this issue of *STARTUPS* you’ll find information about AgEI Initiative activities, but also about startup actions among students and alums. Thanks again to all who have contributed to the AgEI program in the last year.

Kevin Kimle
Rastetter Chair of Agricultural Entrepreneurship

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External
 Advisory
 Council

The council, comprised of successful agricultural entrepreneurs from across the Midwest, assists the initiative in evaluating current programs and providing a vision for the future of the program.



Ames, IA



Champaign, IL



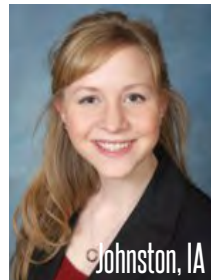
Adel, IA



Spirit Lake, IA



West Des Moines, IA



Johnston, IA



Alexander, IA



Milo, IA



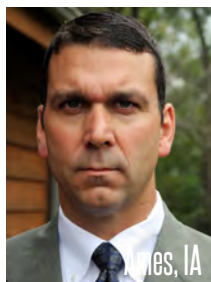
Altoona, IA



Elkhorn, NE



Worthington, MN



Ames, IA

Current Advisory Council Representatives Include:

Roger Underwood
 Founder of Becker Underwood and Riverwood Holdings

Murray Wise
 Founder and CEO of Murray Wise & Associates

Harry Stine
 Founder and President of Stine Seed Company

David Rettig
 Founder and CEO of Rembrandt Foods

Tray Thomas
 Founding partner of Context Network Solutions

Roxi Beck
 VP of CMA, Inc.

Shannon Latham
 VP of Latham Seeds

Craig Hill
 President of Iowa Farm Bureau Federation

Eric Holtkamp
 Founder of ControlTech

Ryan Pellett
 CEO of J.D. Heiskell & Company

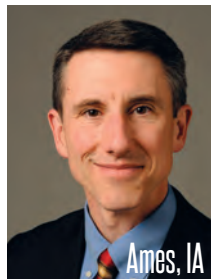
Dr. Wayne Freese
 Founder of Newport Labs and Prairie Holdings Company

Joe Kerns
 Founder of Kerns & Associates

AGEI Staff



Ames, IA



Ames, IA

CARLY CUMMINGS | Program Coordinator

KEVIN KIMLE | Director

THANK

YOU



STACEY NOE has been a dedicated member of the Agricultural Entrepreneurship Initiative (AgEI) team since the program's founding. Her 10 years of service have profoundly shaped the programs offered today, and made a significant positive impact on students, entrepreneurs and professionals touched by the program.

Stacey has decided to pursue an opportunity with Kemin Industries in Des Moines, Iowa. Her dedication to the program is appreciated by ISU colleagues, students, alum and program stakeholders, and she will certainly be missed.

We wish her the best of luck and thank her for her many years of service. Congratulations, Stacey!



Iowa Farm Bureau

The Iowa Farm Bureau Federation has been an integral component to the success of the Agricultural Entrepreneurship Initiative (AgEI) over the past few years. Their continued support through a \$100,000 annual contribution, in addition to the time their staff and members spend with AgEI students on campus, has allowed the program to grow student offerings and expand the outreach focus of the initiative.



The AgEI staff, College of Agriculture & Life Science administration, and Iowa State Foundation thank them for their generosity. Without donors like the Iowa Farm Bureau, the AgEI program would not be able to continue to grow and mold the program to students' needs.

Programs sponsored by Iowa Farm Bureau:

- FARMER ENTREPRENEURSHIP PANEL
- STUDENT INCUBATOR

Student Incubator

Iowa State University's Agricultural Entrepreneurship Initiative's (AgEI) Student Incubator included more student participants in 2014/15. Its purpose is to foster young student startups and convert creative ideas into viable businesses. The incubator was designed to provide resources for students interested in pursuing an entrepreneurial venture, facilitate conversations within the agricultural entrepreneurship community and provide lean startup strategies.

During the past year, the incubator allowed 15 students to continue their entrepreneurial journey. **Peter LaMair, AgEI Student Incubator participant said, "having the opportunity to focus on building my business while in school and having the resources I need to get my concept off the ground, has been an invaluable tool. I am even more excited about my concept after talking with my peers, as well as successful entrepreneurs. This program has given me the drive and confidence to pursue my entrepreneurial dreams."**



As the AgEI team looks to the future, plans to improve and grow the incubator program is a top priority. In due course, the AgEI Student Business Incubator program will promote economic development in Iowa and around the nation in the agricultural industry.

[executive conference 2015]

2015



Entrepreneurial Agribusiness
Executive Conference



Executive Conference Focused on Innovative and Creative Management

Creativity and innovation in agriculture were emphasized at the 2015 Entrepreneurial Agribusiness Executive Conference sponsored by Iowa State University and the Agricultural Entrepreneurship Initiative (AgEI).

Agri-business executives from across the United States converged on the Iowa State campus to hear from industry experts while sharing their own experiences about creativity and innovative management. The two-day conference, held in January, provided hands-on workshop opportunities for participants to engage in business design techniques and strategy case studies.

"The diversity of businesses within agriculture represented at this year's conference allowed for opportunities to meet others in the industry," said Dakota Hoben, business development manager with Summit Group. "We were able to share experiences and our shared passion for agriculture regardless of the type of business we were involved in."

Presenters during the 2015 conference included:

"Taking a Creative Thinking Approach to Business"

David Ringholz, Department Chair & Assoc. Professor of Industrial Design

Seda Yilmaz, assistant professor of industrial design

"A New Approach to Creating A Positive Corporate Culture"

Clint Middleton, cultural manager at Hagie Manufacturing Companies

David Maxheimer, human resources manager at Hagie Manufacturing Companies

"The Future of Corn"

Harry Stine, President & Founder, Stine Seed Company

Dave Rettig, President & Co-Founder, Rembrandt Foods

Lloyd Le Page, President & CEO, Heartland Global

Moderator: John Lawrence, Iowa State University

Iowa State University Agricultural Business Plan Competition Winners



Three student teams were awarded \$5,000 in the first Agricultural Business Plan Competition developed by Iowa State's Agricultural Entrepreneurship Initiative (AgEI) and sponsored by Stine Seed Company and Summit Group.

Undergraduate and graduate students from 15 land-grant universities competed for \$15,000 in cash awards in the program.

The competition provided students a platform to develop and share their ag-related entrepreneurial business ideas. It also allowed participants to learn written and oral presentation skills, build their entrepreneurial network and create feasible business plans.



Three prizes of \$5,000 were awarded to the following teams:

- **Axios Impact Investments** – Aaron Sebesta, Colorado State University; Eric Byington, Colorado State University
- **The Zealous Thumb** – Alejandra Filiciano-Rivera, Iowa State University
- **HydroMax** – Peter LaMair, Iowa State University

Industry entrepreneur & investor judges included:

- **Phil Chrisman** – Forage Project Manager, Vermeer Corporation
- **Kathleen Erickson** – Senior Associate, Context Network Solutions
- **Adam Koppes** – Investment Manager, Iowa Farm Bureau Federation
- **Shannon Latham** – Vice President, Latham Hi-Tech Seeds

The competition was open to students at Iowa State University, Colorado State University, Illinois State University, University of Illinois, Kansas State University, Michigan State University, University of Missouri, Oklahoma State University, Purdue University, South Dakota State University, The Ohio State University, University of Minnesota, University of Nebraska-Lincoln, University of Wisconsin-Madison and University of Wisconsin-Platteville.

"There are many talented students enrolled in agriculture programs at our land-grant universities. It is a privilege for Summit Group to be associated with this worthwhile new program and to have the opportunity to recognize and reward these future entrepreneurs," said Bruce Rastetter, CEO of Summit Group. "The importance of entrepreneurship in today's world can't be overstated – and its role for tomorrow's agriculture is vital."



A Principled Approach.

CONSERVE FOOD. IMPACT LIVES. KINOSOL



CHALLENGE: Feeding 9.6 billion by 2050 with fewer natural resources.

SOLUTION: KinoSol. No waste, more space, easily brought from place to place.

Many believe the solution to global food insecurity is to produce more food to feed millions, but what if we already produce enough food? How can we create innovative new ways to conserve the food we already produce?

These are the questions that four Iowa State University global resource systems students are exploring. Together, **Mikayla Sullivan, Ella Gehrke, Elise Kendall, and Clayton Mooney** created KinoSol, a mobile, solar-powered food dehydrator designed to decrease post-harvest loss for subsistence farmers in developing countries.

KinoSol was created to positively impact the lives of those living in rural, developing communities and help people, mainly women, efficiently use the food they produce. The team introduced the idea at the Thought for Food competition in 2014. The team was chosen from a pool of 336 teams from 51 countries to compete as one of 10 finalists in Lisbon, Portugal.

“The opportunity to present our idea in Lisbon was thrilling. We had a unique experience to pitch to a diverse group of people, ranging from students to CEOs. The momentum we built in Lisbon propelled us further than we could have imagined. We built lasting friendships, contacts, and partnerships in one week. These connections are invaluable to our success in the future.

Thought for Food taught us how to deliver a convincing pitch. Before this experience, we were hesitant in our delivery and were naive to the startup world. But when your first time pitching is on a global stage in front of an international audience, each with an invested interest in the cause, you walk away with unshakable courage and a stronger belief in yourself and idea,” Gehrke said.

Although the group didn’t win the gold in the Thought for Food Challenge championship, they’ve had other successes. Their business plan has raised over \$40,000

through an Innové contest and the Pappajohn Student Entrepreneurial Venture Competition. This allowed KinoSol to develop five prototype upgrades that were tested in Uganda this summer.

"When I arrived in Uganda, I was greeted by song, dance, and many smiling faces. The women in the village, where I first introduced the KinoSol unit, were so excited about the possibilities that this device could give them," Kendall said. "Currently, the women dry vegetables in the open air, resulting in longer drying periods and pest pressures. Having this mobile unit will significantly lessen food waste and increase market accessibility."

The field test results from Uganda will be used to create the final KinoSol unit, which the company will introduce on a global scale in January 2016. Currently, the team is busy expanding their partnership opportunities with mission-based church programs and non-governmental organizations (NGO) to introduce the KinoSol units to communities around the world in need of improved food preservation practices.

"We are working to transition KinoSol from the developmental stage to large scale production by the beginning of 2016," said Sullivan. "We want KinoSol to be an accessible tool for farmers across the globe. I want to be able to not only know,

but to see firsthand that our product is having a positive impact on as many lives as possible. We will continue to modify and adapt units to fit specific regions, and increase the number of KinoSol users and supporters who understand the need to save the third of food that is wasted."

As with any entrepreneurial venture, the team has faced trials and tribulations but they've made good use of the resources their mentors have provided. Kevin Kimle and the Agricultural Entrepreneurship Initiative (AgEI) staff had the honor of supporting the team during the Thought for Food competition and remains supportive as the team moves forward.

"Iowa State offers an incredible amount of resources to students. From the earliest stage, faculty has been supportive—before we even knew we were KinoSol. We've received consistent and constructive feedback whenever we needed it, and that's been a key to our momentum and success," Mooney said.

"We've had a wide range of support that covers all aspects of our business and we're feeling great as we inch closer and closer to our officially launching. Ames is a wonderful city, and we'll be in great shape with campus being in our backyard."



want more?

For more information on KinoSol, visit getkinosol.com or find them on Facebook by searching for "KinoSol."



KINOSOL. NO WASTE, MORE SPACE, EASILY BROUGHT FROM PLACE TO PLACE.



WOLTERS' YARDENS

For today's busy consumers, having the time and space for a garden is sometimes impossible - **unless you have Wolters' Custom Yardens.**

JOSH WOLTERS, a senior in horticulture, is determined to help people who want to harvest their own organic, sustainably produced vegetables and save money.

Wolters' greatest memories from his childhood in Florida are the times spent with his family growing fruits and vegetables in a large garden. Those family memories are what inspired Wolters to start his own business, so others can create gardening memories of their own.

Wolters' Custom Yardens is an urban garden service provider. For a fee Wolters will install, plant and manage a Yarden at each customer's home. Using a greenhouse or high tunnel trellis system, Wolters provides customers with a high yielding garden. The customer simply has to harvest and enjoy the fresh, organic and sustainably produced vegetables.

"Our trellis system allows customers to grow produce at a higher density than a normal garden," Wolters said.. "Throughout the season our customers will be able to harvest from more than 1,200 plants."

Wolters said his horticulture and greenhouse management classes at Iowa State University helped him prepare and execute an entrepreneurial idea.

"There are so many vegetables the average person doesn't know about. I'm hoping to help consumers choose a better variety of vegetables for themselves and their families," Wolters said.

Wolters hopes to begin his business in the Des Moines area and add additional cities throughout the Midwest. Those interested in a Wolters' Custom Yardens can contact **Josh Wolters at jwolters@iastate.edu.**



[NAMA]

Iowa State NAMA Chapter Participates in National Agri-Marketing Competition



The Iowa State University Student National Agri-Marketing Association (NAMA) chapter participated in the association's Student Marketing Team Competition, held in conjunction with the association's annual conference and trade show April 14-17 in Kansas City, Missouri.

To compete, students developed a business plan and professional presentation to market a new product or service. This year the team marketed Briar Mist Farm's Aronia Berry Sorbet to Millennial and Gen X women throughout the United States. The team was judged by a panel of marketing and agribusiness professionals. The chapter's team advanced to the semi-final round of competition, competing against 28 other universities.

The chapter also received fourth place for the John Deere Signature Award. The award is presented to the team with the most overall points accrued for student participation, involvement in the national competition, scholarship awards and its annual report. In addition, two student members were awarded scholarships.

Team members included: Kristen Dierickx, a senior in marketing; Courtney Harder, Beth Pleggenkuhle, both seniors in agricultural business; Logan Worden, a senior in dairy science; Zak Kerr, Sarah Delhotal, Lauren Weirup, all seniors in agricultural education; Jennifer Elliott, Jenna Baldwin, both juniors in agricultural education; Rachel Lium, a junior in public relations; Shannon Hoyle, a junior in public service and administration in agriculture; Austin Tiefenthaler, a junior in agricultural business; Katie Gustafson, a sophomore in agricultural business; Drew Dietz, a sophomore in agricultural studies, Lexi Marek, a sophomore in agricultural communications; Lexi Delany, a freshman in animal science and Jack Kelly, a freshman in agricultural business.

The team was coached by Stacey Noe and Carly Cummings, Agricultural Entrepreneurship Initiative (AgEI) program coordinators.

CAN'T TOP G POP

Popcorn Fundraiser Spells **SUCCESS** for Student Club and Student Entrepreneur



The Iowa State NAMA club will again be selling G Pop's Popcorn during the 2015 holiday season. If you would like to pre-order any popcorn please feel free to contact the Iowa State NAMA club adviser Carly Cummings at carlyc@iastate.edu You can also learn more about G Pop's Popcorn at www.gpopspopcorn.com

The Iowa State National Agri-Marketing Association (NAMA) student club is always looking for creative fundraising opportunities. This year the club lucked out when Garrett Ley joined the organization.

Ley founded G Pop's Popcorn, which creates and sells gourmet flavored and colored popcorn. The products range from the traditional caramel corn and cheddar to unique flavors like caramel apple and fruit bowl.

The entrepreneurial bug bit Ley long before his gourmet popcorn venture. In high school he started and managed Ley's Eggs, G & G's Produce and GLEYZD Donuts, before starting G Pop's Popcorn. During a part-time sales job with Snappy Popcorn, Ley recognized an opportunity to add value to the popped popcorn product.

"I have a knack for value added agricultural products," Ley said. "At Snappy Popcorn we only sold microwave and bulk kernel popcorn and I saw an opportunity to create a value added agricultural product."

Ley shared his story with the Iowa State NAMA club. The club was looking for additional fundraising opportunities and decided to sell G Pop's Popcorn. The partnership was a success and the club sold over 800 bags of popcorn.

"It turned out to be a great fundraising opportunity for the club," said NAMA president Zak Kerr. "We thought a partnership with Ley's popcorn would help our club while providing his business brand awareness throughout central Iowa."

The future looks bright for G Pop's Popcorn. Currently Ley, who is from Alleman, Iowa, sells popcorn at local festivals and at Growing Family Fun, an agri-tourism farm located outside of Bondurant, Iowa.

"The goal is to have G Pop's Popcorn on commercial retail shelves, including Ames and Ankeny area HyVee's and Fareway stores, by the end of summer 2015," Ley said.



alex hage

Alex Hage, an agricultural business student at Iowa State, has been interested in aquaponics since his first trip to Haiti two years ago. With the help of the Agricultural Entrepreneurship Initiative (AgEI) program, Hage was able to set up an internship with Early Morning Harvest, a local company that is a leader in aquaponics. Early Morning Harvest is a diversified family farm just outside of Panora, Iowa. The farm includes cattle, chickens, hogs, an orchard, vegetable garden, an all-organic stone mill and a few aquaponic systems. Hage worked as the primary greenhouse manager and led a project to extend the shelf life of the products grown, but also to increase the market reach of the company.

"My eyes have been opened up to a completely different side of agriculture. All of my life I have been surrounded by corn and soybeans, so growing vegetable crops has been foreign to me until this summer. I see great potential for aquaponics in a world that is demanding healthier food and more sustainable agricultural practices."

Growing up on her family's farm, Lexi Marek developed a passion for sharing her agriculture story at a young age. While attending an AgEI roundtable event, Marek met Marji Guyler-Alaniz, owner of FarmHer, and fell in love with Marji's business; promoting women in agriculture through photography. Marek knew she needed to be a part of the initiative to help share those stories. During her internship, Marek was able to strengthen her communication and marketing skills while spearheading an effort to reach young women through her new event, "Grow by Future FarmHer." This event is intended to inspire, encourage, and inform young women in agriculture about the various opportunities within Iowa's agricultural industry.

"FarmHer has truly taught me to turn my passion into a business, which is what entrepreneurship is all about. Agriculture is a diverse industry, which is something I am deeply proud to be a part of. I've been inspired by the FarmHers I've had the opportunity to work with. It truly makes me excited for the future of agriculture."



lexi marek

SUMMER internship PROGRAM



nettie payne

Majoring in agriculture education, Nettie Payne found the perfect summer internship through the AgEI program that allowed her to both learn about the local food market and yogurt industry as well as work to educate consumers. As the sales and marketing intern for Country View Dairy, she redesigned the company brochure, updated product photos and interacted with hundreds of grocery shoppers across Iowa. The company offers an original and Greek style yogurt, as well as frozen yogurt. It's an all-natural yogurt with a high protein content of 10-13 grams per cup. Payne enjoyed sharing the delicious and nutritious product with consumers.

"I never realized how many different yogurt brands stores offer. The importance of supporting local producers has also come to light for me. Working with Country View Dairy, I have found that there are high quality, local products being produced not far from home."



With a wide variety of experiences in dairy farming, extension and FFA, Steven Brockshus was looking for an internship experience that would provide him with the skills necessary to start his own business. Upon hearing about the AgEI internship program, he found the perfect fit with AccuGrain, an Iowa-based startup focused on improving the grain-handling industry by accurately measuring the weight of flowing grain. Brockshus was a sponge during his internship, working with the founder to conduct market research, meeting with farmers and cooperatives throughout the Midwest, developing a product launch plan and helping set AccuGrain on the right course for a successful future.

"Working with a startup, I was exposed to how an entrepreneur's mind works - always searching for innovative new solutions. Meeting so many incredible folks with visionary ideas gives me hope for the future of the agricultural industry."

steven brockshus

Student Advisory Team

The Agricultural Entrepreneurship Initiative's (AgEI) mission is to provide students with a unique portfolio of entrepreneurial opportunities, while allowing them to develop the skills to succeed as entrepreneurs.

In order to achieve this mission and strengthen the program, AgEI created a student advisory program composed of Iowa State College of Agriculture and Life Sciences students. The top students were selected to help develop and shape program offerings to fit the needs and desires of students. The six students shared their perspectives about the program structure, needed improvements and ideas for new programs that AgEI should consider.



The 2014-2015 team members included:

Justin Bahr, agricultural business
Josh Earll, agricultural education
Allie Ferguson, agronomy
Ryan Fischer, agricultural business
Shannon Hoyle, agriculture in society
Alec Paup, agricultural business

2015 AgEI Scholarship Recipients

Each year, the Agricultural Entrepreneurship Initiative (AgEI) awards 5 scholarships to students who have invested much time and effort in the program and who have expressed an interest in entrepreneurial careers.

Ryan Pellett Family Scholarship - \$1,500

Jenna Lansing, Agricultural Business
 Jackson Kimle, Agricultural Business

Bob Jolly Scholarship - \$1,500

Garrett Ley, Agricultural Business
 Justin Bahr, Agricultural Business



The Murray Wise Associates Agriculture Entrepreneurship Scholarship has been endowed Murray R. Wise and The Wise Family Foundation. This scholarship was designed to reward a top senior in the AgEI program that will help both celebrate their excellence and provide them incentive funding for further development of a business concept.

Murray R. Wise Scholarship - \$10,000

Ryan Fisher, Agricultural Business

VERMEER CORPORATION, headquartered in Pella, Iowa is a leading supporter of the Agricultural Entrepreneur Initiative's (AgEI) efforts to provide unique entrepreneurial experiences for students in the College of Agriculture and Life Sciences at Iowa State University.

For the past two years, Vermeer has sponsored the Agriculture Innovation and Value Creation Competition (AIVCC), hosted by the AgEI Student Advisory Team. The competition allows students to develop innovative value-added products for the agricultural marketplace.

"Vermeer designs, manufactures and supports equipment that nourishes a vibrant food supply. Working with students studying the latest trends and ideas gives us a unique perspective at the future of our industry so we can continue to provide equipment that drives progress around the world," said Phil Chrisman, Vermeer forage solutions product manager.

Last year, Vermeer presented students with the task of repurposing unwanted, used plastic bale wrap, twine and net wrap. In 2015, they challenged the students to utilize precision agriculture within the cow/calf industry, an industry relatively new to this technology.

Concepts, such as birthing alert monitors, automated drone herd management and GPS tracking, were presented to a panel of industry judges. All participating teams took home a prize donated by industry representatives.

[vermeer SPONSORSHIP]

Congratulations to team Plan C-ception who took home top honors in the 2015 competition. They each received a \$100 scholarship sponsored by Vermeer.

JUDGES:

Phil Chrisman – Forage Product Manager, Vermeer

Sara Hunter – Market Assessment Manager, Vermeer

Ray Hansen – Director, ISU Extension Value-Added Agriculture Program

David Acker – Associate Dean, Associate Dean, Iowa State CALS

Vermeer understands the importance of interacting with tomorrow's industry leaders through events such as the

AIVCC. Their dedication to students goes beyond scholarships and is evident in the addition of a new facility in the Iowa State Research Park in Ames, Iowa. Collaboration between Vermeer's employees and Iowa State's talented students will surely prove to be a beneficial partnership.



"The innovative ideas the students at Iowa State bring are closely related to the exact same thinking that started Vermeer and made it what it is today," said Mark Core, vice president of marketing, Vermeer Forage and Lifecycle Solutions. *"Vermeer is excited to partner with students for events like the Ag Innovation and Value Creation Competition, as well*

as through our office presence at the Iowa State Research Park. What's also exciting is the opportunity for students to gain hands-on experience in real-world situations and eventually connect them to meaningful careers following graduation."

The AgEI staff thanks Vermeer for their continued support of the program and students' entrepreneurial futures.



Industry Tour Introduces Students to Iowa Entrepreneurs



Exploring Iowa's agricultural entrepreneurship landscape is important to the Agricultural Entrepreneurship Initiative (AgEI) program. Students in the AgEI program sought out this local entrepreneurial experience to expose them to Iowa business entrepreneurs.

Twenty students participated in this year's "Entrepreneurship Around Iowa" industry tour. Students had the opportunity to visit with companies in central Iowa's rich small-business economy: Stine Seed Company, Capital City Fruit, La Quercia and Jasper Winery.

From viticulture to seed production and niche food procurement, students were given the opportunity to see inside Iowa's small businesses.

Harry Stine, founder of Stine Seed, said students must be willing to think 40 years down the road, not just 5 to 10 years.

Capital City Fruit exposed the group to the art of marketing fruits, vegetables and everything in between for local markets, such as Fareway and HyVee.

Herb and Kathy Eckhouse, owners of La Quercia, shared advice on how to turn a passion into a business. They explained that after they visited Italy, there was no prosciutto in the United States, so they started making their own.

Jasper Winery provided a look into Iowa's rapidly growing viticulture market and the opportunities it offers to new entrepreneurs.

Throughout the tour students were able to gain an understanding of the opportunities Iowa has to offer to entrepreneurs. Students came back with several ideas, which they may turn into the next successful Iowa entrepreneurial story.



Semester, Inc. — AgriSync



kelly glanz



charles steingrabe



kilah hemesath

Technology now plays a significant role in production agriculture. As the world becomes more mobile, so has agriculture, which changes the way we do business. **One company hoping to be an agent of change within the agriculture industry is a new startup venture called AgriSync.**

The company was founded during the summer of 2014 and is based in West Des Moines. AgriSync enables farmers and advisers to hold see-what-I-see, field level support discussions. AgriSync utilizes quality mobile video chat technology allowing farmers to connect with advisers from multiple companies in a single, simple interface. In addition, AgriSync provides advisers with robust enterprise-level customer support features to better track and measure success.

While working to launch the business, founder Casey Niemann, turned to the Agricultural Entrepreneurship Initiative's (AgEI) Semester Inc. program to scale up expertise and bring new energy and talent into the organization.

"The students in AgEI's Semester Inc. program brought fresh ideas and were able to bring real value to our organization," Niemann said. "We empowered them to participate and have a voice in our startup team, while also encouraging them to own projects, deliverables and share feedback during team meetings."

The three interns who participated in AgriSync's Semester Inc. internships during the 2014-15 school year were Kelley Glanz, senior in public service and administration in agriculture and Kilah Hemesath and Charles Steingrabe, both juniors in agricultural business.

Glanz and Hemesath focused their internship experiences on building brand awareness for the company by working to create new marketing strategies. Steingrabe worked on building the company's customer service strategy, including technology tools and developing customer service best practices.

"My internship with AgriSync, through the Semester Inc. program, allowed me to understand various components of marketing a new product, working from the ground up," explained Hemesath. "I was exposed to all facets of marketing and have been able to develop my skills in each area."

The partnership between AgriSync and the AgEI provided a positive experience for both organizations.

"We intend to grow our team in Iowa and feel fortunate to be part of a growing ag innovation community in central Iowa," Niemann said. "We are eager to hire talent from ISU based upon our experience in the AgEI program."

"Working with AgriSync has been a beneficial component of my education and professional career development," Hemesath said.

If your company would be interested in participating in the 2015-16 AgEI Semester, Inc. program, please contact Carly Cummings at 515-294-1802 or carlyc@iastate.edu.

"I met with local farmers and entrepreneurs, as well as Land O'Lakes employees to learn how cooperatives in Malawi work and the challenges they face, such as registration,"

trey forsyth
SOPHOMORE - AG BUSINESS

LAND O'LAKES, INC.
GLOBAL FOOD CHALLENGE
EMERGING LEADERS FOR FOOD SECURITY™



Land O'Lakes fellowship helps students understand food insecurity

Trey Forsyth hopes to help end world hunger. That goal took him to Africa and Washington D.C. as part of an 11-week Land O'Lakes Global Food Challenge Emerging Leaders for Food Security fellowship.

Forsyth, an Iowa State University sophomore in agricultural business and agriculture and society, was one of 10 students selected from five universities for the fellowship. Last spring he worked on conceptual ideas and this summer he explored how those ideas could be implemented.

Improving the cooperative systems in Malawi, Africa was the focus of Forsyth's work. The policies in that country don't encourage success. "I met with local farmers and entrepreneurs, as well as Land O'Lakes employees to learn how cooperatives in Malawi work and the challenges they face, such as registration," Forsyth said.

Forsyth said he saw the benefits of investing in people. He said the group visited a goat farmer in Malawi who had been taught to put her goats in raised pens and collect the manure to fertilize her crops. The idea increased her profits and her expectations.

"She set a goal to put a tin roof on her house by 2017 and she had a plan to do that, so these investments go beyond putting food on the table," Forsyth said.

Carly Cummings, Forsyth's mentor and Iowa State Agricultural Entrepreneurship Initiative (AgEI) program coordinator, said the program offers a unique experience that helps students understand the global issues surrounding food insecurity.

Forsyth presented results from his work in St. Paul at Land O'Lakes headquarters this fall. For more on his story go to <http://www.news.iastate.edu/news/2015/01/22/foodchallenge>.





DOMESTIC DEVELOPMENT COURSE PROVIDES **HANDS-ON** MARKETING EXPERIENCE

DOMESTIC TRIP, [HAGIE]

The new Domestic Development and Entrepreneurship in Agribusiness (DDEA) program has all the components to encourage entrepreneurial success.

The program provides hands-on, practical, applied and experiential opportunities. The first class began with 12 students who were selected to partner with Hagie Manufacturing in the fall of 2014. The students met with company representatives to explore methods to better understand customer needs.

Hagie Manufacturing developed the first self-propelled sprayer in the 1950s and has continued to grow since that time. The company has also been dedicated to the development of new technology throughout its history.

"It was a fantastic experience working with the CALS Team, both students and faculty," explained Lucas Boyken, Director of Systems Development. "This project allowed us not only to gain a greater respect for the market we serve and our current and future clientele's expectations; this project also allowed us to form deeper bonds with the students and faculty of Iowa State University. ISU has and continues to be a valued and trusted partner as we grow to further serve our clients current and future needs."

The student team conducted a market research study, which included focus groups, surveys and data collection. Customer focus groups were held in Indiana, Illinois, Wisconsin, Minnesota and Iowa.

"The course is a great way for students with an interest in business development, marketing and entrepreneurship to experience hands-on learning while contributing to an actual business' success," said Justin Bahr, course participant.

The students did 500 face-to-face interview surveys with customers during the 2014 Farm Progress Show in Boone, Iowa.



"Working at the Farm Progress show provided a great opportunity for me to work on my verbal communications skills in a way that no other class offered at Iowa State," said Jennifer Elliott, course participant. "The experience took us out of our comfort zone and challenged us in a unique setting."

Following the primary research data collection, the students spent the rest of the semester analyzing data and writing a final report, which included recommendations based on the research findings.

"The project helped us gain a greater depth of understanding of our core clients, their fellow market participants, and the expectations of the market we compete in," said Boyken.

"Before the course I didn't know anything about self-propelled sprayers, let alone the industry," Bahr said. "The AgEI program coordinators do a great job of designing the course to match the skill sets of each student with an overall focus on bringing value to the partnering company."

If your company is interested in participating please contact Carly Cummings at 515-294-1802 or carlyc@iastate.edu.



international **TRAVEL COURSE**



students research
marketing opportunities **in**

BRAZIL




In March, 10 Iowa State College of Agriculture and Life Sciences undergraduate students went on a ten-day international business development trip to Brazil with Iowa State University's Agricultural Entrepreneurship Initiative (AgEI).

The group was sent to Brazil as part of a business development project for Rembrandt Foods in Spirit Lake, Iowa. The AgEI's International Development and Entrepreneurship in Agribusiness (IDEA) program sends small teams of students to research international development projects each spring.

Rembrandt Foods is one of the world's largest egg products producers with a focus on value-added innovation. Dave Rettig, CEO of Rembrandt, challenged this year's student group to develop a market assessment and optimization model to expand the company's egg products production into Brazil.

To develop the assessment, the students conducted extensive secondary and in-country research. While in country, the group visited with business leaders in the chicken and egg industries, while also meeting with government and policy officials. Fun was also had along the way as the group visited popular tourist sites, including Christ the Redeemer and Sugarloaf Mountain, the highest point in Rio de Janeiro. The beach was also a popular spot to be at, as the long, sunny days were a welcome site for this Iowa group. Large farms were toured in the state of Mato Grosso with agriculture of all varieties being viewed. Dairy, beef, and swine farms were visited, along with fields of corn, soybeans and cotton. Once the group returned from their travels, the students assessed the market further, applying the information learned through their visits.





The AgEI program staff and students would like to thank Rembrandt Foods for this opportunity. It is projects like these and companies like yours that give students the real world experiences need to succeed in their future careers.

Students participating in the 2015 IDEA program included: Justin Bahr, Agricultural Business, Iowa Falls, IA; Blake Bayliss, Agricultural Business and Accounting, Keota, IA; Ted Bloechle, Agronomy, Double Oak, TX; Levi Cook, Agricultural Business, Jewell, IA; Drew Dietz, Agricultural Studies, Nashua, IA; George Farrell, Agricultural Business, Rio-Verde, Brazil; Courtney Harder, Agricultural Business and International Agriculture, Hancock, IA; Shannon Hoyle, Public Service and Administration in Agriculture, Hubbard, IA; Andrew Luzum, Agricultural Business, Decorah, IA; and Logan Worde, Agricultural Communications, Oelwein, IA.

Guest farmers, Don Cummings and Gary Kunde, joined the group to add a unique U.S. production prospective for the students.

The IDEA project was led by Kevin Kimle, AgEI Director; Stacey Noe, AgEI Program Coordinator; Carly Cummings, AgEI Program Coordinator; and Dave Krog, AgEI Entrepreneur in Residence.





Partner with the Agricultural Entrepreneurship Initiative



The Agricultural Entrepreneurship Initiative at Iowa State University relies on outside partners for international and domestic course projects, as well as internship opportunities for students. These experiences offer students real-time, hands-on opportunities, which are valuable for future entrepreneurial endeavors.

Opportunities for partnership:

International Development and Entrepreneurship in Agribusiness (IDEA) – Partnering agribusiness organizations offer student-consulting teams hands-on learning experiences internationally. During this course, students conduct market research, financial analysis and other research to create a comprehensive summary and oral presentation for the partnering business' board.

PAST PARTNERS: Macedonian Thrace Brewery, West Central Cooperative, Rembrandt Enterprises

Domestic Development and Entrepreneurship in Agribusiness (DDEA) – Although it's similar to the IDEA program, DDEA offers students hands-on learning domestic experience through business partnerships.

PAST PARTNERS: Hagie Manufacturing

Summer Internship Program – Entrepreneurial businesses offer students a unique summer opportunity to gain real-world work experience. Interns work with entrepreneurs, learning from them while contributing to their business. Employers are encouraged to allow students to take part in and view the businesses' internal operations to help students understand the fundamentals of owning a business.

Semester, Inc. Internship Program – Selected companies offer students unique internship opportunities throughout the school year. These projects provide research, market planning, business analyses and financial modeling, which are essential elements in developing new products or services. For this program the students work a majority of their hours in the AgEI office at Iowa State.

If you are interested in proposing a project contact Carly Cummings at 515-294-1802 or carlyc@iastate.edu.

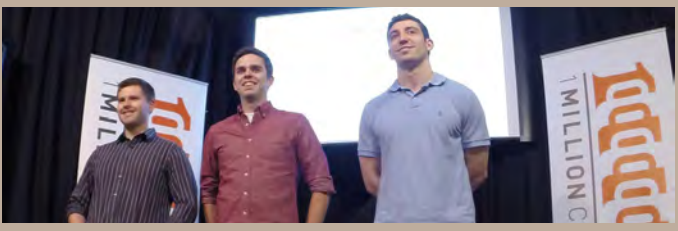


REACHING BEYOND AGRICULTURAL ENTREPRENEURSHIP



At the Agricultural Entrepreneurship Initiative (AgEI), our mission is simple: to provide students with practical business development and entrepreneurial experiences essential for their success as entrepreneurs and innovative leaders. Kevin Kimle, director of the AgEI at Iowa State, is a leader in implementing this mission through his use of innovative teaching techniques in his Economics 234: Small Business Management and his Economics 334: Entrepreneurship in Agriculture courses.

When Kimle joined the AgEI program in 2009 and began teaching these courses, he focused on developing agricultural entrepreneurship in Iowa by fostering young agri-businesses created by students in the College of Agriculture and Life Sciences (CALs) at Iowa State University. His reach has since expanded beyond agriculture to students involved in business, engineering and design; just to name a few. One example is the story behind ClinicNote.



The company was started by Tyler Fox, Justin Coadrake and Morgan Hampel, three industrial engineering students. ClinicNote is the first technology to revolutionize how speech pathologists submit reports to insurance companies. Traditionally, therapists submitted written reports without any type of consistent formatting. This inconsistency caused confusion and frustration between therapists and insurance companies. ClinicNote now provides therapists with a standardized form, certified by insurance companies, which helps eliminate errors in communication.

What role did the AgEI Initiative play in the development of ClinicNote?

Diana Wright, ISU Pappajohn Center for Entrepreneurship representative, explains:

Justin Coadrake was a student in Kevin Kimle's Ag Entrepreneurship class. He found out there were extra spots for an event being held at Harry Stine's barn, a well-known entrepreneur who founded Stine Seed. The opportunity was usually only for students with an agriculture major, but Justin got the okay to go and he invited Hampel and Fox to join. While they were at Stine's house, Hampel recognized venture capitalist, Scott Hoekman, of Next Level Ventures. They had met before at the Okoboji Entrepreneurship Institute (OEI). Both Hampel and Coadrake had attended OEI earlier that summer. Since Hampel knew Hoekman from OEI, they felt comfortable approaching him and discussing their speech pathology business idea.

After hearing their idea, Hoekman excitedly told them about The Global Insurance Accelerator (GIA). The industry's first joint effort to provide seed funding for entrepreneurs.

Following the Stine event, Hoekman introduced the ClinicNote team to Tej Dhawan, interim managing director of GIA. He met the students to listen to their idea. He liked it enough to set them up with Brian Hemesath (ISU alumni, '99 Computer Engineering), the soon-to-be managing director of GIA.

They met Hemesath without knowing that he had already decided it would be a "hard no" to the team's request to participate in the accelerator program. But, after talking with Hemesath and telling him about their 50+ discovery calls with speech therapists, he started to hear them out. He could quickly see the value in what they were providing. Hemesath quickly evolved the idea of creating a student team spot in the accelerator program.

"If I can come up with a student spot with no money, full access to workspace, and possibly a full network of mentors — are you guys interested," Hemesath asked the students.

The students excitedly responded with a yes, after hearing from Hemesath about the student spot. Hemesath told the team they were in and the team knew their world had changed.

A week before the accelerator started, Hemesath asked the ClinicNote team to help create a video to share with his board. He told the team he wanted the board to meet them. After creating the video, he instead told them that it was really to ask the board to consider the team for a permanent spot in the accelerator and a \$40,000 seed grant.

On the Sunday before the competition started, Hemesath called the team to tell them that they were no longer set up as a student spot, but instead had full access to mentors, workspace and \$40,000.

The connections and inspiration Kimle provided the ClinicNote team helped them achieve their entrepreneurial dreams.

"The greatest lesson I learned from Kevin's class was that starting a business as a recent college graduate was a real option for me. The curriculum in his class was based on real-world case studies featuring many of companies that were started by his past students. Knowing that I wanted to start my own business, it was refreshing to hear about and even meet other students and recent graduates who had succeeded in doing so," Coadrake said. "Kevin always seemed to have time to help with anything I was trying to figure out. Either after class or during his office hours, I knew he would give me his honest opinion and still be encouraging and positive."

We wish the ClinicNote team the best of luck in their future endeavors. **To learn more about their product, visit ClinicNote at www.clinicnote.com or connect with Tyler Fox at Tyler@clinicnote.com.**

kleener image

LANDSCAPE SUPPLY

Starting a new business can be daunting, but finding a good mentor can help take the fear out of the equation.

ANDY KLEEN, a December 2013 graduate with a double major in agricultural business and agricultural studies from Grimes, Iowa, had a desire to start his own business after leaving Iowa State University. That desire may have been in his DNA. Kleen's parents have started two businesses.

"My parents owned a flooring business and in 2008 started a cleaning and restoration business, specializing in carpet cleaning and water damage restoration," Kleen said. "Watching and learning from their experiences gave me a better understanding of what it would take to get a business established."

He had an idea, did some research and started working to open Kleener Image Landscape Supply. The business opened in October 2014 and supplies hardscape goods, including mulch, rock and patio pavers, to residential homeowners and landscape contractors. During the winter months the business supplies ice control products.

Kleen knew he had a limited knowledge of the landscaping supply market, so looked for guidance and mentorship. That is where the Agricultural Entrepreneurship Initiative (AgEI) stepped in. Kleen was introduced to Weston Wunder, AgEI industry partner and founder of Landscapes By Design in Slater, Iowa.

"In order to learn how to best serve my customer I wanted a mentor who knew the landscaping business and was willing to provide me with guidance," Kleen said. "Weston has been a great help as I work to understand the industry's needs and make key connections. His vast knowledge of the products was also helpful as I made key purchasing decisions to build a product line."

For entrepreneurs finding the time to mentor is challenging, but it can be rewarding.

"For me it was an easy decision," Wunder said. "When I look at Andy, I see myself 14 years ago, I didn't know anything about running my own business, but I had the work ethic and the desire to make it happen."



Interested in serving as a mentor
for a student entrepreneur?

Contact Carly Cummings at
carlyc@iastate.edu.



Business owner mentor, Weston Wunder & Kleener Image owner, Andy Kleen

Just like Kleen, Wunder turned to mentors when starting his business and now he is happy to pay-it-forward.

"I had some great mentors who took the extra time to help me," Wunder said. "It is enjoyable to be able to help Andy by sharing ideas and providing feedback, all in the hopes that I can slow the learning curve for him by sharing some of the mistakes I made."

Wunder has been instrumental in providing value examples and expertise as Kleen establishes and grows his business.

"Weston has helped me learn that it is ok to ask a lot of questions," Kleen said. "Most people like to talk and are willing to share their opinions, you just have to ask. I really can't thank Weston enough for the help he has provided to me over the last year."

If you would like to learn more about Kleener Image Landscape Supply please visit their website at www.kleenerimagedm.com or visit their business at 3250 SE Gateway Dr. in Grimes, Iowa.



KLEENER IMAGE LANDSCAPE SUPPLY

Andy Kleen, Owner

3250 SE Gateway Dr., Grimes, Iowa
kleenerimagedm.com

AgEI affiliates PROGRAM



Iowa State University's College of Agriculture and Life Sciences is committed to helping students develop the skills to face the challenges of the future.

The AgEI Affiliates Program offers industry representatives a chance to become partners over a three-year period to prepare students to recognize opportunities at the local, regional and international levels.

AFFILIATES PROGRAM SUPPORT LEVELS:

Tier 1:

TIER 1: \$10,000

The Venture Fund level will provide opportunities to participate in:

- Student Incubator Programming
- Summer Entrepreneurial and Business Development internship opportunities
- International Business Development student consulting projects
- Preferred access to events at Entrepreneurial Agribusiness Executive Conference
- Access to all student events

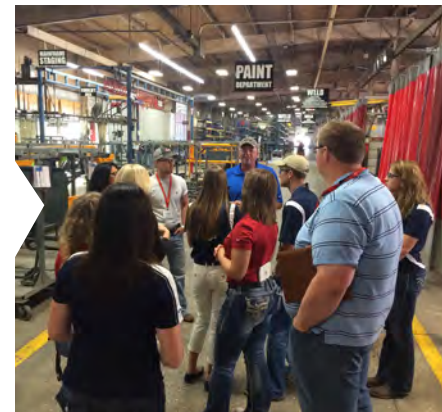


Tier 2:

TIER 2: \$5,000

The Angel Investor level will provide learning opportunities to participate in:

- Fall and Spring Roundtable Events
- Farmer Entrepreneurship Panel Event
- Domestic Business Development student consulting projects
- Semester, Inc. Business Development internship opportunities
- Individual student business plan development assistance



ADDITIONAL BENEFITS:

In addition to supporting undergraduate student development, your organization will receive recognition on our website, social media, annual magazine and affiliate plaques displayed in Curtiss Hall.

Investing in our students is an investment in the future of agriculture. So, become an AgEI Affiliate member and help support the students who will impact the future. Interested in this partnership opportunity? Contact Carly Cummings at 515-294-1802 or carlyc@iastate.edu.

David Acker	ISU	Al Hermanson	Woodland Farms	Jeff Nelson	Iowa's First
Bill Adamowski	ISU	Thomas Hertz	Hertz Association	Linda Niehm	ISU
Karl Arnold	InstaPro International	Craig Hill	Iowa Farm Bureau Federation	Casey Niemann	AgriSync, Inc.
Georgianne Artz	ISU	Dakota Hoben	Summit Group	Bill Northey	Iowa Secretary of Agriculture
Ryan Augustine	Augustine & Sons	Maynard Hogberg	ISU	Tim Nuegent	Neuent, Inc.
Joe Baitinger	Baitinger, Inc.	Laura Holoubeck	Meyocks Group	Holden Nyhus	ScoutPro
Ted Bair	ISU	Derald Holtkamp	ISU	Scott Oaks	Harvest Capital
David Baker	ISU	Eric Holtkamp	ControlTech	Ryan Olson	Rembrandt Enterprises
Adrienne Baughman	Forbs Export Services	Tom Hooper	Beck's Hybrids	Ron Orth	AgVentures Alliance
Mitch Baum	Summit Group	Caleb Hopkins	Westside State Bank	Erika Osmundson	Ag Careers
Roxi Beck	CMA	Steve Howell	Howell Law Firm	Aaron Palmer	Country View Dairy
Allen Bierbaum	Priority 5	Alicia Humphrey	AMVC	Ryan Pellett	J.D. Heiskell & Company
Erin Bowers	ISU	Sara Hunter	Vermeer	Nancy Pellett	Pellett Family Farms
Lucas Boyken	Hagie Manufacturing	Cliff Huot	POET	Eric Peterson	Summit Farms
Will Bramblett	Scoular	Charles Hurburgh	ISU	Pete Petersen	Jensen Consulting
Amy Brandou	ISU	Colin Hurd	Agriculture Concepts	Andrew Pittz	Sawmill Hollow Farms
Julio Bravo	AgroBravo	Maro Ibarhuru-Blanc	ISU	Tom Polito	ISU
Michael Brigham	Immucell	Keri Jacobs	ISU	Hans Pollard	Iowa Select Farms
Bobbi Brockmann	Immucell	Darren Jarboe	ISU	Ron Prescott	ISU
Tom Brumm	ISU	Keith Jensen	Agribusiness Resources CPA	Paul Quam	Quam & Associates
Tyler Bruch	Kip Cullers	Robert Jolly	ISU	Doug Ragaller	US Bank
Monte Bullock	Hertz Farm Management	Scott Jungman	Beck's Hybrids	Darrin Rahn	General Mills
Dan Burden	ISU	Nathan Katzer	Iowa Department of Agriculture	Bruce Rastetter	Summit Group
Roger Carlsson	Chiliogon Asia	Aileen Keating	ISU	Dave Rettig	Rembrandt Enterprises
Craig Chase	ISU	Joe Kerns	Kerns & Associates	Robert Riley	Feed Energy Corporation
Phil Chrisman	Vermeer	Karen Kerns	Kerns & Associates	David Ringholz	ISU
Alicia Clancy	West Central Cooperative	Justin Kirchoff	Summit Group	Sarah Roelfs	ISU
Scott Cogdill	SST	Mary Kleis	ISU	Jason Ross	ISU
Christian Comito	Capital City Fruit	Ray Klein	ISU	Jay Rosburg	Consultant
Haley Cook	ISU	Andy Kleen	Kleen Landscape Supply	John Russell	Bankers Trust
Mark Core	Vermeer	Michael Koenig	ScoutPro	Jon Scharingson	Renewable Energy Group
Don Cummings	Cummings Farms	Amber Kohlhaas	Hagie Manufacturing	Beth Schnell	Sparboe Farms
Laura Cunningham	Latham Seeds	John Kolb	Boehringer Ingelheim	Andres Schwab	ISU
David Deal	Sparboe Farms	Adam Koppes	Iowa Farm Bureau Federation	Dave Sengpiel	Iowa Farm Bureau Federation
Kylee Deniz	Lessing Flynn	Steve Kosel	Sparboe Farms	Adam Sisson	ISU
Elizabeth Doerrfeld	Capital City Fruit	Mari Kreft	West Central Cooperative	Jim Smith	Exchange State Bank
Ismael Donato Gross	Mano Julio Farms	Dave Krog	Cirrus Partners	Keith & Virginia Smith	Friends of ISU
Herb Eckhouse	La Quercia	Guiherme Kummer	Fiagril	Janette Smith	West Central Cooperative
Mark Edelman	ISU	Gary Kunde	Cottonville Farms	Tori Sorensen	InstaPro International
Andy Edson	Edson Farms	Jeff Kushkowski	ISU	Richard Sowers	University of Illinois
Sara Elenkiwich	Sparboe Farms	Kendall Lamkey	ISU	Marcie Stevenson	ISU
Scott Elston	ISU	Shannon Latham	Latham Seeds	John Stein	Kerns & Associates
Eric Englemann	Geonetric	John Lawrence	ISU	Harry Stine	Stine Seed Company
Kathleen Erickson	The Context Network	Steven Leath	ISU President	Myron Stine	Stine Seed Company
Judi Eyles	Pappajohn Center	John Leafstedt	Kincannon & Reed	Abby Strawder	CMA
Steve Ferguson	Iowa Ag Development Authority	Lloyd LePage	Heartland Global	Joe Sweeney	Buckeye Fish Company
Mike Forbes	Hormel Foods	Melea Licht	AMCHAM Brazil	Mike Taylor	MGP
Roger Fray	West Central Cooperative	Rafael Lourenço	Iowa Institute for Cooperatives	Stacy Temperley	Forbs Export Services
Paulo Franz	Mano Julio Farms	Kayla Lyon	Rembrandt Enterprises	Joel Thilges	First National Bank
Wayne Freese	Prairie Holdings Company	Merle Mack	Global Vet Link	Tray Thomas	Context Network
Chris Gaesser	Farmer Entrepreneur	Kevin Maher	Rembrandt Enterprises	Jamie Thomassen	Lessing Flynn
Droian Garrick	ISU	Jimbin Mai	Maier Farm Drainage	Brian Thompson	AATI
Ryan Gerhardy	Next Level Ventures	Brandon Maier	ISU	Molly Toot	United Suppliers
Jason Glover	Nutra-Flo	Andrew Manu	DMB Supply Inc.	Roger Underwood	Riverwood Holdings
Steve Goodhue	Knapp Tedesco	James Martin	ISU	Jayme Unge	US Bank
Jim Groepper	AgVenture	Robert Martin	Garner Printing	Lee VanVeldhuizen	Cooperative Credit Company
Patti Guenther	MaxYield Cooperative	Byron Martin	Mariet Garden Center	Chad Vogel	ISU
Jay Gunderson	SurWrap	Shane Mariet	AGR Partners	Carrie Ver Ploeg	Vermeer
Ty Gustafson	Story County Locker	Shane Masters	Hagie Manufacturing	Ellie Weiss	Premier Crop Systems
Marji Guyler-Alaniz	FarmHer	Dave Maxheimer	ISU	Gary Weihs	Kincannon & Reed
Alan Hagie	Hagie Manufacturing	Barb McBreen	ISU	Noel Williams	Iowa Select Farms
Ron Hallenbeck	Ames Chamber	Stuart McCulloh	ISU	Wendy Wintersteen	ISU
Ray Hansen	ISU	OP McCubbins	ISU	Murray Wise	Murray Wise & Associates
Denny Harding	Iowa Farm Bureau Federation	Justin McGill	ISU	Natalie Witschorik	AgVentures Alliance
Seth Harrison	Hagie Manufacturing	Karla McKilligan	Kleffmann North America	Tommy Wong	Rembrandt Enterprises
Christa Hartsook	ISU	Chad Meyer	MaxYield Cooperative	Chuck & Margo Woods	Friends of ISU
Jack Hartwigsen	ISU	Clint Middleton	Hagie Manufacturing	Diana Wright	Pappajohn Center
Randy Heitz	Iowa Farm Bureau Federation	Brian Mike	Summit Group	Seda Yilmaz	ISU
April Hemmes	Farmer Entrepreneur	Mike Moellenbeck	River Valley Cooperative	Lori Youngberg	ISU
Scott Henry	Long View Farms	Daren Mueller	ISU	Gary Youngberg	Ames Silversmithing
Pete Hermanson	Woodland Farms	Russ Mullen	ISU	Karen Youngberg	Ames Silversmithing
		Linda Naeve	ISU	Andy Zehr	ISU
		Randy Naeve	Nature Road Farm	Russ Zimmerman	Baker Group
		Mark Nelson	Iowa's First	Jim Kurtenbach	ISU
				Ken Boyle	Prairie Oak Capital

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For more information on how we can work together to inspire students and impact the future of agriculture through the programs offered by the Agricultural Entrepreneurship Initiative, visit us on campus at 0030 Curtiss Hall or on the web at www.agei.iastate.edu