



IBIP 2012

International Business Immersion Program

Europe

Hit the *real* world running

**“Firm, Channel, and Industry Dynamics
within the European Agri-Food Sector”**

Sponsored by:

University of Illinois College of Agricultural, Consumer and Environmental Sciences
University of Illinois College of Business

and

Center for International Business Education and Research

As well as generous support from corporate and private sponsors



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Syllabus

ACE 436/BADM 436
Spring 2012

Firm, Channel, and Industry Dynamics Within the European Agri-Food Sector

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PROGRAM DESCRIPTION

The International Business Immersion Program (IBIP) selects premier undergraduate students to work in high-performance, interdisciplinary teams to explore the structure and challenges of the global agriculture and food industry. The primary goal of the program is to prepare the next generation of globally literate entrepreneurial leaders to identify and respond to challenges associated with business operations in the global marketplace. While IBIP is housed in the College of Agriculture, Consumer and Environmental Sciences and is cross-listed in the College of Business Administration, its students are selected from diverse backgrounds, majors and interests.

The program combines an on-campus preparatory course each spring, culminating in an international experiential study tour that allows students to interact with industry professionals and witness the scope of the agriculture and food industry first-hand. Since 2001, the International Business Immersion Program has been refining exceptional young leaders through research, networking and experience to prepare them to hit the real world running.

COURSE FORMAT

The International Business Immersion Program to Europe consists of three inseparable components:

1. A preparatory course held during the spring semester of 2012.
2. A 14-day immersion study tour (May 12-26, 2012) to European countries, where participants interact with company executives of national and multinational firms, with farmers, regulators, expats, and consumers.
3. A presentation of the group's research finding during the fall semester of 2012.

OUR SPONSORS

The course is being offered jointly by the College of Agriculture, Consumer and Environmental Sciences (ACES) and the College of Business (COB) with financial and administrative support provided by Archer Daniels Midland (ADM), Bunge, Monsanto, Caterpillar Foundation, OSI Group, Roberts Experiential Education Fund, Illinois Center for International Business Education and Research (CIBER), International Programs and Studies (IPS), COB Office of Study Abroad and ACES Office of Academic Programs (Study Abroad), and ACES Office of International Programs.

COURSE MATERIALS

The case studies that will be used in this class can be purchased through the HBS Publishing website:

<http://cb.hbsp.harvard.edu/cb/access/5164486>

Other readings, assignments, and information can be found on the course's Compass website.

Additional information can be found on the IBIP website: <http://www.ibip.illinois.edu/>

A library website for our class has links to useful research tools: <http://uiuc.libguides.com/badm436>

EVALUATION OF COURSE PERFORMANCE

(1) Individual case assignments (6 cases: 20 points each)	120 points
(2) Cultural blog	20 points
(3) Newspaper scan	20 points
(4) Group contract	20 points
(5) Group case written assignment and presentation	40 points
(6) Video-taped interview	10 points
(7) Written research report	200 points
(8) Presentations (Research report: 50; research question analysis: 50)	100 points
(9) Company description	20 points
(10) Group blogs	40 points
(11) Participation	110 points
(12) Reflection paper	20 points
(13) Video	180 points
(14) Magazine article	100 points
Total	1,000 points

Attendance policy

You are entitled to one unexcused absence. Nevertheless, you are responsible for turning in your assignments on time. The unexcused absence cannot be used on the risk management session, your presentations sessions, and any field visits in the US or abroad. Absence from scheduled field visits in the USA will only be excused for acceptable reasons, e.g. prior commitments related to your academic program. Absence from field visits abroad will only be justified in cases of serious illness or emergency. If you have to miss more sessions, email ahead of time justifying your absence. For each unjustified absence, there will be a 20-point deduction.

Peer group evaluation

One of the goals of this class is to replicate how work in the real world takes place. Therefore, working in a group is an important component of the IBIP experience. We do acknowledge that the level of effort across group members can vary and will adjust grades from group projects accordingly. Please distribute 100 points among the members of your group (including yourself), based on the contribution of each of the members to the particular group project. We will distribute forms that allow you to submit group grades separately for each of the following group projects: written research report, research question presentation, magazine article, and video project. The group evaluations are due by email to Jessa Barnard the day after the deadline for each of the aforementioned group projects.

Participation

The participation grade is based on behavior and performance inside of the classroom, during our field trips, and on the study tour. This includes –but is not limited to- being on time, being alert during presentations, and asking our guest speakers and hosts insightful questions.

ASSIGNMENTS

Individual case write-ups and assignments

There will be 7 individual case write-ups. These should be single-spaced in 12-point font and have a length limit of 2 pages. Respond to the questions based on the information that is contained in the case study. A description of each case assignment follows. You will each do six individual cases, because one of them will be a group case for your assigned group. For the group case, you will also give a PowerPoint presentation of the case that will include an update since the case was written, and your group will hand in one case write-up.

Cultural blog

We will team you up with three other class members and distribute your assignment on the second lecture. You will have to blog about your experience.

Group contract

Write a “contract” that will guide your group work. The last page of the contract should contain the signatures of all the group members indicating that you all agree. You should include at least the following items in your contract:

- Team goals (for example, what grade you want to work for)
- Meeting process (agenda, timeline)
- Quality of work (be explicit about what is good enough)
- Communication process (i.e. how long is too long to respond email?)
- Decision making process (How are you going to come to decisions? Will you have a leader or consensus decision-making model? What if there is a tie?)
- Ground rules with consequences (They have to include penalties in case that the rules are not observed, each group is responsible for enforcing these penalties)
- Signature of the entire team

Group case write-up and presentation

There will be one group case write-up. You will not need to hand in an individual case write-up for the case that your group will analyze. Answer all the questions that are listed. In addition, update the case study, researching what the company that is described in the study and its competitors (and if relevant, providers and customers) have done since the case study was written. Prepare a 15-minute PowerPoint presentation.

Group research project (written report)

It's your first day on your dream job in the agribusiness company that you've always wanted to work for (and which of course you will visit during the IBIP). Your new boss explains your first assignment: “We are thinking of introducing product/service xxx in the near future. We still have not decided whether we should first introduce it in the United States or in the EU. We need your international business expertise to perform an analysis of the factors that we will have to take into account to be successful in both markets, so that we can decide whether we should go ahead in the EU or in the United States. It would be very helpful if you could analyze current and potential competitors, describe the supply chain, explain relevant regulations and laws, characterize consumers and what matters to them, and discuss risks that we have to take into account. After you have handed in this comparative analysis and have presented your findings, we would like you to choose one of the critical factors that you identified and describe it in greater depth. We expect another presentation in front of colleagues and the executives of the company.”

Group Research Presentations

- 1) **Research Project Presentation:** Prepare a 10-minute long presentation with Power Point slides. The slides are due 24 hours before the presentation (email them to Jessa Barnard). The dress code for the presentation is business formal. Each group member has to present. The last slide of the presentation should be the proposal for three issues that you identified which you would like to research in greater depth. Each of the topics should be worded as a question. The topic does not need to be framed in terms of the product or service that you were analyzing. For example, when analyzing probiotic yoghurt, you might find that dairy subsidies and health consciousness are important issues.

- 2) **Research Question Presentation:** Develop a 5-minute long Power Point presentation on the question that you chose previously, based on research in greater depth. The last slide of the presentation should be about questions that you plan to ask in your interviews on the study trip. Email the slides to Jessa Barnard 24 hours before the presentation and please bring three hard copies of your slides to class. The dress code for the presentation is business formal.

Resume

We need your resume so that we can send it to the companies that sponsor us and to the companies that we will visit. It is in your own interest to have the best possible CV. Have your resume reviewed at a career center if you have not already done so. You can either go to the Campus Career Center (<http://www.careercenter.uiuc.edu/services/resume.asp>), to ACES Career Services (<http://www.aces.uiuc.edu/Careers/>), to Business Career Services (<http://www.business.uiuc.edu/bcs/index.html>), or to Engineering Career Services (<http://engineering.illinois.edu/ecs/>).

Short biography

Write a paragraph with 3-4 sentences that describes yourself and your interests to our international hosts. It should be brief and tailored to the audience. You may want to include, for example, where you grew up, a bit about your academic/professional interests/experience and/or your interest in issues related to the European Union. You don't need to include your major or year as that will be on a separate line.

Video-taped interview

This assignment serves four objectives:

- a. Provides each group the opportunity to interview someone else about their topic and to analyze and evaluate this person's perspectives on your topic
- b. Familiarizes your group with the video equipment and editing video using Apple iMovie
- c. Provides material for your group research and final video projects
- d. Educates others in the class on key issues in your topic area

Company description

Gather information about one of the companies/institutions or cities/locations that we will visit, prepare a 1-page handout and be prepared to talk about the company on the bus. You will be responsible for guiding the conversation at the visit and for filling in if there are any silences. The company description will be published in the student journal that each of you will obtain when we depart to Europe. You should include the most important facts for the company. For publicly traded companies, you can access databases from the Business and Economics library, which we will discuss in class. For private companies, you can contact the companies directly to obtain information. Your company description should at least include information on its products/services, its size, and geographic scope. Companies will be assigned as soon as we have a definite study tour schedule.

Blogs

Each group will be assigned specific days of the trip for which the group members are responsible for writing a blog entry of the day's activities. The written blog and accompanying photos must be submitted by 5pm of the following day. Blogs will be published daily on line so that family, friends, and companies can follow along with the study tour. These blogs also help to reflect on each day's activities during the busy itinerary, to synthesize important observations during the day, and to highlight the contributions of our hosts and sponsors.

Daily blog outline:

The daily blog entry should consist of approximately one page of web text per day, plus one or two relevant photographs illustrating the day's activities. The blog entries should be in narrative form, use proper English, and take into account that several of our hosts read them. The entries should generally include the following elements:

- a. What is the day and date for the entry?
- b. Where did we go?
- c. When or in what sequence did we go to each event?
- d. With whom did we meet?
- e. What were the 3-5 most interesting things we learned?
- f. Who sponsored meals or other activities for our group?

Reflection paper and video

During the study tour, you will complete at least two personal journal entries each day, included in the daily note binder that will be distributed before we depart. After the immersion study tour in the EU is completed, you are each required to write a reflection paper evaluating the impact of the program on your person growth and academic development. This reflection paper should be approximately 2-pages long (double-spaced) and include the most significant things you learned (about 3 major insights) and the potential impact of the experience on your academic development, your personal development, and your career goals. The purpose of the daily journal entries is to record important insights over the course of the tour for later reference, to provide observations for daily blog entries, and to help you record observations for your reflection paper and your final project assignment. In addition to the written reflection, we will make a video of your reflection during the fall semester.

Rating of visits

At the end of the study tour, you will receive an email with a link to SurveyMonkey. Please follow the link and fill out the survey about each of the visits, so that we can improve the program in the future.

Video

During the fall semester, you will develop a 4-5 minute long video, similar to an infomercial, telling a story that addresses your research question. The first step is to write and hand in a draft script using an outline format and a storyboard (which will be handed out). The second step is to present your storyboard to the class using a Power Point presentation of maximum 10 minutes and to participate in the critique of other groups' storyboards. The third step is to work on your video using the material from the study tour and complementing it with other material that you consider necessary to tell your story. The fourth step is to hand in a 4-5 minute long video, complete with music, voice-over narration and free of technical errors. The final step is a professional presentation of your video in front of University authorities, recruiters, and representatives from the companies that sponsor the IBIP. This presentation will take place the evening of the ACES Career Fair. The videos will be distributed to the companies that we visited. The exact timeline will be distributed at the beginning of the fall semester.

Magazine article

During the fall semester, you will develop a magazine/trade journal article. This article should follow your video closely. You should write it for the general audience. The article should be 5-7 pages long at 1.5" spacing. It should include section headings, sub-headings, and references. Please document references using the author-date or Harvard Style in the text. Please reference and cite information from personal interviews and presentations. See the reference style guide on the class website for specific examples. The final copy should be ready for publication.

ST. LOUIS AGRIBUSINESS IMMERSION

Friday, February 24, 2012

Hosted by:

Bunge North America and Monsanto Company

Friday, February 24

5:35 am	Meet at ACES Library Circle Drive
5:45 am	Departure
8:45 am	Monsanto Company 800 N. Lindbergh Blvd. St. Louis, MO 63167
9:00 am	Breeding and Agronomics Tour Tour Guides: Rich Schumacher, Valerie Dudley, Willie Rivers
10:30 am	Welcome Tami Craig Schilling, Director of Technology Communications
10:40 am	University Relations Overview Clarisse Okpaleke
11:00 am	Intellectual Property and Global Business Overview Nancy Vosnidou
11:30 am	Q & A Session
11:45 am	Monsanto Vegetable Seed Overview Frans Lekkerkerker
12:15 pm	Q & A Session
12:30 pm	Lunch
1:30 pm	Depart Monsanto
2:00 pm	Bunge North America, Inc. 11701 Borman Drive St. Louis, MO 63146 Contact: Lindsey N. Carlie (Rapp), Human Resources Manager
2:00 pm	Bunge Overview and Finance Overview Joel Terschak, Chief Administrative Officer
3:00 pm	Research & Development Overview John Jansen, Vice President, Product & Sales Support
4:00 pm	Sales Overview Tom Coover, Vice President, Sales and Marketing, Oils

CHAMPAIGN AGRIBUSINESS IMMERSION

Friday, April 27, 2012

Hosted by:
Kraft Foods

Friday, April 27

- 1:00 pm Meet at ACES Library Circle Drive
- 1:20 pm **Kraft Foods**
1701 W. Bradley Ave.
Champaign, IL 61821
217-378-1900
- 1:30 pm Welcome & Introductions
Brad Rauchfuss, HR Manager
- 1:45 pm Presentation on Kraft Foods
- 2:00 pm Plant Tour
- 3:30 pm Q & A Session
Christine Bense – Plant Manager
John Schmidt – Manufacturing Manager
Mark Elbon – Safety & Security Manager
Brian Moseley – Maintenance Manager
Pete Clark – Quality Manager, Pourables
Dan Agee – Quality Manager
Thaddeus Taylor – Business Unit Manager
Jeff Frye – Business Unit Manager
Alison Schoonover – Associate HR Manager
Claranne Gleason – Associate HR Manager
- 4:30 pm Depart Kraft Foods

EUROPEAN UNION STUDY TOUR IBIP ITINERARY

May 12-26, 2012

Saturday, May 12:

Comfortable for the flight, but presentable (no sweats)

- 11:40 am Meet at ACES Library Circle Dr.
- 3:00 pm Chicago Group – Meet at Chicago O’Hare Airport United Terminal 1
- 5:57 pm United Airlines 0972

Sunday, May 13:

Casual Apparel

- 9:20 am Group arrives Brussels, Belgium (BRU)
- 11:15 am Arrive at Leuven Institute/Irish College
- 1:00 pm Lunch
- 2:00 pm Walking Tour & Refreshments with Prof. Piet Sercu
- 4:30 pm Free Time and Dinner on your own

Accommodation **The Louvain Institute for Ireland in Europe** (Irish College)
Janseniusstraat 1
3000 Leuven, Belgium
Tel: 32-16-31 04 37; Fax: 32-16-31 04 31
<http://www.louvaininstitute.com/index.asp>
Contact: Simon Rapple & Sinead O’Riordan
programmecoordinator@leuveninstitute.eu
reception@louvaininstitute.com

Monday, May 14: Vlezenbeek, Gaasbeek, & Leuven, Belgium

Khakis / IBIP Polos

- 7:00 am Breakfast at Irish College
- 7:30 am Depart Leuven
- 8:45 am **Lindemans Brewery**
Lenniksebaan 1479, B-1602 Vlezenbeek
Tel: 32 (0)2 569 03 90, F +32 (0)2 569 05 10,
<http://www.lindemans.be/>
Contact: Geert Lindemans and Lien Pleck
lien.pleck@lindemans.be
Guide: Nestor Evens-Plasman
evensplasman@yahoo.com
- 10:45 am **Waterhof Dairy**
Donkerstraat 8
1750 Gaasbeek
Tel: 02 532 41 08
<http://www.waterhofgaasbeek.be>
Contact: Koen Van der Meulen and Els de Troch
info@waterhofgass.be

EUROPEAN UNION STUDY TOUR IBIP ITINERARY

May 12-26, 2012

- 11:45 am **Lunch at “Molensteen”**
Donkerstraat 20/A
1750 Gaasbeek, Belgium
Tel: 02 532 02 97
<http://www.molensteen.be/>
Contacts: Ann and Christel
info@molensteen.be
- 1:00 pm Depart Molensteen promptly at 1
- 2:00 pm **AB-INBEV (Stella Artois)**
Brewery Entrance: Vuurkruisen laan 1, Leuven
Brouwerijplein 1,
3000 Leuven, Belgium
Tel: + 32 16 27.53.43
<http://www.ab-inbev.com>
Contact: Olivier Van Horenbeeck, Director EU Affairs
olivier.vanhorenbeeck@ab-inbev.com
& Ann Boone, ann.boone@ab-inbev.com, +32 (16)27.53.43
Speakers: Jo Van Biesbroeck, Steve Leroy, and TBD
- 4:00 pm Depart AB-Inbev
- 5:00 pm **Leuven Institute / Irish College**
Dinner and Free time on your own
**Remember to charge cameras and transfer any video files you have from the day onto iMovie / your video drive. Name files accordingly so you remember where they are from!*

Tuesday, May 15: Brussels, Belgium

Business Professional (Suits)

- 7:45 am Breakfast at Irish College
- 8:15 am Load bus and depart
- 9:30 am **European Commission Visit**
Rue Van Maerlant 18
1040 Brussels, Belgium (Office 03/09)
http://ec.europa.eu/index_en.htm
Contact: Stéphane Verhoeven (Mr), DG-Communication Visit Service
Stephane.verhoeven@ec.europa.eu
Phone: +32 (0)2 29 66481
- 11:30 am Lunch with DG-Agriculture’s Andreas Pilzecker
- 2:30 pm **EU Agricultural Policy Presentations**
Club de Warande
Zinnerstraat 1
B-1000 Brussels, Belgium
<http://www.dewarande.be>
Contact: Sarah Vanheel
reservaties@dewarande.be, sarah.vanheel@dewarande.be

EUROPEAN UNION STUDY TOUR IBIP ITINERARY

May 12-26, 2012

Panel Discussion #1 (2:30 – 3:50pm)

European Biofuels Development:

Mr. Simon Worthington

Senior Advisor, European Government Affairs, British Petroleum (BP)

simon.worthington@ec1.bp.com

European Agriculture Policy from a Landowner's Perspective:

Mr. Thierry de l'Escaille

Secrétaire Général – CEO, European Landowners' Organization

sg@elo.org

Panel Discussion #2 (4:00 – 5:20pm)

European Animal Welfare Policy and Implementation:

Mr. Andrea Gavinelli

Head of the Animal Welfare Unit, DG SANCO, European Commission

andrea.gavinelli@ec.europa.eu

Assistant: Olga Jablonowska, olga.jablonowska@ec.europa.edu

Agricultural Trade Relations and Bilateral Policy

Mr. Maurice House, Minister-Counselor for Agriculture Affairs, U.S. Mission to the European Union

maurice.house@fas.usda.gov

6:00 pm

Reception: Friends and Alumni of the University of Illinois

Club de Warande

Zinnerstraat 1

B-1000 Brussels, Belgium

Host: Baron Piet Van Waeyenberge, UIUC Alum

pvanwaey@deeik.com, mroeland@deeik.com

8:00 pm

Depart Brussels

9:00 pm

Leuven Institute / Irish College

Free time on your own

**Remember to charge cameras and transfer any video files you have from the day onto iMovie / your video drive. Name files accordingly so you remember where they are from!*

Wednesday, May 16: Herentals & Halle, Belgium

Khakis / IBIP Polos

7:30 am

Breakfast at Irish College

7:50 am

Load Bus

9:00 am

Kraft Foods Biscuits Plant

De Beukelaer-Pareinlaan 1

2200 Herentals, Belgium

Tel: +32 (0) 14 24 12 11

9:30 am

Overview of company and production

10:00 am

Biscuit technology presentation

11:00 am

Factory Tour

12:15 pm

Lunch at Kraft Foods

EUROPEAN UNION STUDY TOUR IBIP ITINERARY

May 12-26, 2012

- 1:00 pm Departure to Kraft Foods Chocolate Plant
- 2:00 pm Arrive at **Kraft Foods Chocolate Plant**
Kraft Foods, Cote d'Or Chocolate Plant
Brusselsesteenweg 450B
1500 Halle, Belgium
Tel: +32 (0) 2 361 56 13
- Host: Philippe Houssemand
Assoc. Director R&D Chocolate, Western Europe Cluster
Tel: +49 7621 414 7232
Mobile: +49 162 240 7232
phoussemand2@kraftfoods.com
- 3:00 pm Factory Tour
- 5:00 pm Cote d'Or Museum and wrap-up discussions
- 6:00 pm Depart for Leuven
- 7:00 pm **Leuven Institute / Irish College**
Dinner and Free time on your own
**Remember to charge cameras and transfer any video files you have from the day onto iMovie / your video drive. Name files accordingly so you remember where they are from!*

Thursday, May 17 Ascension Day Holiday: Brugge & Brussels, Belgium

Casual Apparel

- 8:00 am Breakfast at Irish College
- 8:30 am Depart Leuven Institute/Irish College
- 10:00 am Free time in Brugge (Bruges), Belgium
- 2:30 pm Depart Brugge (Bruges)
- 3:30 pm Free time in Brussels, Belgium
- 7:00 pm Depart Brussels
- 7:30 pm **Leuven Institute / Irish College**
Dinner and Free time on your own
**Remember to charge cameras*

Friday, May 18: St. Katelijne, Belgium, and travel into the Netherlands

Jeans / IBIP Polos

- 6:00 am Breakfast and check-out at the Irish College
- 6:30 am Depart Leuven Institute/Irish College
- 7:30 am **Mechelse Veilingen (Vegetable Auction)**
Mechelsesteenweg 120
2860 St.-Katelijne-Waver, Belgium
Tel: +32 015-565 207

EUROPEAN UNION STUDY TOUR IBIP ITINERARY

May 12-26, 2012

<http://www.mechelseveilingen.be>
Contact: Ingrid De Preter, Marketing Assistant, idb@mv.be
Host: Luc Peeters, External Relations
luc.peeter@mv.be, mobile: +32 473 84 44 16

- 10:00 am Depart Mechelse Veilingen, lunch on the road
- 11:30 am **Broeder's Beef Production Farm**
Berkel-Enschot, The Netherlands
<http://biefselect.nl/>
- 1:00 pm Depart Broeder's and transport to Bleiswijk
- 2:30 pm GreenQ Horticulture Expertise Group
Violierenweg 3
2665 Bleiswijk, Netherlands
Tel: +31 (0)10 522 1771
<http://www.greenq.nl>
info@greenq.nl
- 4:30 pm Depart GreenQ
- 5:00 pm Arrival at new Accommodation:
Hotel Nieuw Minerva
Boommarkt 23
2311 EA Leiden, Netherlands
Tel: 00 31 (0)71-5126358
<http://www.nieuwminerva.nl>
hotel@nieuwminerva.nl
- 6:00 pm Dinner and Free time on your own
**Remember to charge cameras and transfer any video files you have from the day onto iMovie / your video drive. Name files accordingly so you remember where they are from!*

Saturday, May 19: Leiden/Amsterdam

Jeans / IBIP Polos, Comfortable Closed-Toed Shoes

- 7:30 am Breakfast at Hotel Nieuw Minerva
- 8:30 am Depart hotel
- 10:00 am **Cooperation of Wind Energy at the Anna Windmill**
Windvogel Wind Energy
Tel: 0182-520443
<http://www.windvogel.nl>
info@windvogel.nl
- 11:00 am Depart
- 11:30 am Visit and presentation of **Landmark** (local for local market)
Schellingwouderdijk 339
Amsterdam, NL
info@landmarkt.nl
- 12:30 pm Lunch at **Landmark**

EUROPEAN UNION STUDY TOUR IBIP ITINERARY

May 12-26, 2012

- 1:30 pm Depart
- 2:00 pm TBD
- 4:00 pm Depart for **Hotel Nieuw Minerva**
- 5:00 pm Dinner and Free time on your own
**Remember to charge cameras and transfer any video files you have from the day onto iMovie / your video drive. Name files accordingly so you remember where they are from!*

Sunday, May 20: Leiden/Amsterdam

Casual Apparel

- 9:00 am Breakfast at Hotel Nieuw Minerva
- 9:30 am Transit from hotel with public transportation (train)
- 10:30 am Supermarket/Retail Store
- 12:00 pm Free time in Amsterdam + Canal Boat Tour (www.lovers.nl)
- 8:00 pm Depart Amsterdam for hotel via public transportation (train)
- 9:00 pm Arrive at Hotel Nieuw Minerva
**Remember to charge cameras and transfer any video files you have from the day onto iMovie / your video drive. Name files accordingly so you remember where they are from!*

Monday, May 21: Naaldwijk, Bleiswijk, Berschenhoek, Rotterdam, Leiden, NL

Khakis / IBIP Polos

- 6:00 am Breakfast at Hotel Nieuw Minerva
- 6:30 am Depart hotel
- 7:00 am **Flora Holland Auction**
Middel Broekweg 29
2670 AE Naaldwijk, NL
Tel: 31 (0)174-63 33 33
<http://www.floraholland.com/en/Pages/default.aspx>
naaldwijk@floraholland.nl
- 9:00 am Depart Flora Holland
- 9:30 am **Duijvesteijn Tomato Production Facility** w/ Geothermal greenhouse heating
Overgauwseweg 46a
2641 NG Pynacker, NL
Tel: 015-36 20 760
info@gebroedersduijvesteijn.nl
<http://www.gebroedersduijvesteijn.nl>
- 11:30 am Depart Duijvesteijn
- 11:45am Lunch at Pancakes De Suikerbol
<http://www.suikerbol.nl>

EUROPEAN UNION STUDY TOUR IBIP ITINERARY

May 12-26, 2012

- 1:00 pm Depart Suikerbol
- 1:30 pm **Rijk Zwaan Vegetable Breeding**
De Lier, NL
Tel: +31 174 532 300
rijkszwaannederland@rijkszwaan.nl
<http://www.rijkszwaan.nl>
- 3:30 pm Depart Rijk Zwaan
- 4:30 pm **Rotterdam Harbor Boat Tour**
<http://www.spido.nl>
- 7:00 pm Dinner at **Brutus Bear** / de BEREN (“The Bears Eateries”)
Rotterdam, NL
<http://www.beren.nl/>
- 8:30 pm Depart de Beren
- 9:15 pm Arrive at **Hotel Nieuw Minerva**
**Remember to charge cameras and transfer any video files you have from the day onto iMovie / your video drive. Name files accordingly so you remember where they are from!*

Tuesday, May 22: Leiden, Koog aan de Zaan, Venlo, NL and Duisburg, Germany

Jeans / IBIP Polos

- 7:30 am Breakfast and check-out at Hotel Nieuw Minerva
- 8:00 am Depart hotel
- 9:30 am **ADM Cocoa B.V. Port Tour of Cocoa Warehouses**
Vollers - Amsterdam Port number 5023
Sardinieweg 4
1044 AE Amsterdam
Tel: 756464646
Host: Ad Grinwis - Logistics coordinator
Ad.grinwis@adm.com
Mobile: 0031- 6 135 36 946
- 12:00 pm Depart ADM
Transit and lunch along the road
- 2:30 pm **Floriade Exhibition**
Venrayseweg 180A
5928RH Venlo, NL
<http://www.floriade.com/>

Dinner at Exhibition on your own
- 7:00 pm Depart Floriade Exhibition

EUROPEAN UNION STUDY TOUR IBIP ITINERARY

May 12-26, 2012

8:00 pm Arrival at new Accommodation:
Hotel Rheinischer Hof Duisburg
Mülheimer Straße 119
47058 Duisburg
Tel: +49-203-332446
uk23@debitel.net (Andrea Kummel)
**Remember to charge cameras and transfer any video files you have from the day onto iMovie / your video drive. Name files accordingly so you remember where they are from!*

Wednesday, May 23: Duisburg, Germany

Khakis / IBIP Polos, Comfortable Closed-Toed Shoes

8:30 am Breakfast at Hotel Rheinischer Hof

9:15 am Depart Hotel

10:00 am **Esca Foods / OSI**
Hochstr. 175
D-47228 Duisburg
Tel. +49 2065 6904 189, Mobile: +49 151 11 84 11 25
Contact: Christina Licht, Human Resources Manager
LichtC@osi-foodsolutions.de

10:15 am Introduction to OSI/Presentation & Plant Tour
(Split into two groups, switch at 11:15)

12:15 pm Cutting and evaluation with McD evaluation sheets

12:45 pm Lunch Break

1:15 pm Walk to Fresh Start Bakeries

1:20 pm Introduction to Fresh Start Bakeries (McD bun manufacturer)

2:20 pm Walk to HAVI Logistices

2:30 pm Introduction to HAVI (carrier, supplies the McD stores)

3:30 pm Transfer back to OSI Food Solutions

3:40 pm Wrap-up

4:00 pm Depart OSI for **Hotel Rheinischer Hof**

5:30 pm Campus Tour / Dinner with University of Duisburg-Essen faculty and students
Finkenkrug Pub – CASH ONLY
Sternbuschweg 71
47057 Duisburg, Germany
finkenkrug.de

Malte Kluck, Managing Director of International Programs
Mercator School of Management, University of Duisburg-Essen
malte.kluck@uni-due.de
Tel: +49-203-379-2759

EUROPEAN UNION STUDY TOUR IBIP ITINERARY

May 12-26, 2012

Jörn Benzinger, Coordinator of International Programs
Mercator School of Management, University of Duisburg-Essen
isma@uni-due.de
Tel: +49-203-379-2437

**Remember to charge cameras and transfer any video files you have from the day onto iMovie / your video drive. Name files accordingly so you remember where they are from!*

Thursday May 24: Warstein & Einbeck, Germany

Jeans / IBIP Polos, Comfortable Closed-Toed Shoes

- 7:00 am Breakfast and check-out at Hotel Rheinischer Hof
- 7:30 am Depart hotel
- 9:30 am Farm Visit
Elmar and Eva Steinruecke
Paul-Cramer-Allee 11
59581 Warstein, Germany
e-steinruecke@t-online.de, eva-steinruecke@web.de
Tel: 0049 (0) 2902 58923, Mobile: 0049 (0) 15112165781
- 10:30 am Depart farm
- 11:00 am **Warstein Brewery Visit**
Im Waldpark
59581 Warstein, Germany
Tel: +49 (2902) 88-1502
<http://www.warsteiner.com>
Contact: Tim Tendick
Tendick@warsteiner.com
- 12:30 pm Lunch and tasting, discussion
- 2:00 pm Dairy Farm Visit
Enste-Sieren family
Müscheder Weg 152
- 3:00 pm Depart for Einbeck
- 5:00 pm McDonald's
- 6:30 pm Approximate time of arrival at new accommodation:
Hotel Panorama
Mozartstrasse 2-6
37574 Einbeck, Germany
Tel: 0049 5561 93770
<http://www.panorama-einbeck.de>
hotel.panorama@t-online.de
- 7:00 pm Light dinner buffet hosted by KWS Seed at Hotel Panorama
- 8:00 pm Guided city tour of Einbeck, "Light beer and dark shadows," ends at the Brodhaus Pub in city center
**Remember to charge cameras and transfer any video files you have from the day onto iMovie / your video drive. Name files accordingly so you remember where they are from!*

EUROPEAN UNION STUDY TOUR IBIP ITINERARY

May 12-26, 2012

Friday, May 25: Einbeck & Frankfurt, Germany

Khakis / IBIP Polos

- 8:00 am Breakfast and check-out at Hotel Panorama
- 8:30 am Depart hotel
- 9:00 am **KWS Seed:** Welcome & KWS Movie
Grimsehlstraße 31
37574 Einbeck, Germany
<http://www.kws.com>
Contact: Daniela Juenke, Assistant to Rudiger Strohm
Tel: 49 (0) 5561/311-799
Daniela.juenke@kws.com
Host: Rüdiger Strohm
Ruediger.strohm@kws.com, R.Strohm@kws.com
- 11:00 am Sugar beet seed production
- 12:30 pm Lunch at KWS Restaurant
- 1:30 pm Biotech and breeding activities at KWS
- 2:30 pm Transfer to one of the KWS Farms
- 3:30 pm Departure for Frankfurt
- 5:00 pm Stop for dinner (KWS suggests: Hannoversch Munden, Bad Hersfeld or Alsfeld)
- 7:30 pm Approximate arrival in Frankfurt, Germany
Holiday Inn Airport-North
Isenburger Schneise 40
Frankfurt, 60528
Tel: +49 69 67840
**Remember to charge cameras and transfer any video files you have from the day onto iMovie / your video drive. Name files accordingly so you remember where they are from!*

Saturday, May 26: Travel to the US

Casual Apparel

- 8:45 am Breakfast and check out at Holiday Inn
- 9:30 am Depart hotel
- 9:45 am Check-in at Frankfurt International Airport
- 12:45 pm Depart Frankfurt International Airport UA941
- 2:55 CST Arrive Chicago O'Hare Airport United Airlines Terminal 5 at 2:55 pm
Depart on chartered shuttle to Champaign
- 6:00 pm Approximate time of arrival at ACES Library

International Business Immersion Program

Europe 2012 Instructors

Richard Vogen

Director of College Planning
and Resource Development
College of ACES
University of Illinois at
Urbana-Champaign
210 Mumford Hall
1301 W Gregory Drive
Urbana, IL 61801, USA
Tel: +1-217-244-8768
Vogen@illinois.edu



Richard Vogen is the Director of College Planning and Resource Development for the College of Agricultural, Consumer and Environmental Sciences at the University of Illinois, where he is responsible for strategic management functions in the College, as well as a portfolio of special projects in the Office of the Dean. Mr. Vogen holds three degrees from the University of Illinois at Urbana-Champaign; a Bachelor of Science in Agricultural Sciences, a Master of Science in Animal Sciences with a concentration on nutrition, and a Master of Business Administration.

Mr. Vogen has engaged in several aspects of agricultural, international market development, and strategic management in his career, and has consulted globally on international market development programs and strategies. government, managing global food and agricultural market development programs, and as a foreign-service specialist for the U.S. government in Russia.

Jessa Barnard

Program Coordinator
International Business
Immersion Program
University of Illinois at
Urbana-Champaign
304 Mumford Hall
1301 W Gregory Drive
Urbana, IL 61801, USA
Tel: +1-217-244-4796
jbecker2@illinois.edu



Jessa Barnard is the Program Coordinator for the Department of Agricultural & Consumer Economics. Additionally, she is the academic advisor for all Agribusiness and Agricultural Finance students in the ACE Department. She has a M.S. in Agricultural Economics from Purdue University and a B.S. in Agricultural & Consumer Economics from University of Illinois. Before coming back to UIUC in January of 2012, she worked as a business analyst for Adayana Agribusiness Consulting in Indianapolis, IN. Jessa has held previous short term internship and research assignments including organizational assistance with the 2010 African Growth and Opportunity Act Forum with the USDA's Foreign Ag Service and as a researcher for the Chicago Council on Global Affairs' Girls Grow initiative. Jessa is an alumna of the 2008 International Business Immersion Program in Europe.

Lynnea Johnson

Associate Director
Center for International
Business Education & Research
University of Illinois at
Urbana-Champaign
430 Wohlers Hall
1206 S. Sixth
Champaign, IL 61820
Tel: +1-217-333-8335
lsjohnso@illinois.edu



Lynnea Johnson is the Associate Director of the Illinois Center for International Business Education and Research (CIBER.) She has a M.Ed in Higher and Continuing Education and a B.A. in Spanish from the University of Illinois at Urbana-Champaign. Before coming to the college of business for CIBER, Lynnea worked the college of engineering for 10 years offering continuing education programs. She studied abroad in Costa Rica and has organized international business immersion programs to China, Brazil and India.

International Business Immersion Program

Europe 2012 Instructors

A. Bryan Endres

Associate Professor
Department of Agricultural
and Consumer Economics
Director, European Union
Center
University of Illinois at
Urbana-Champaign
Mumford Hall
1301 W. Gregory Dr.
Urbana, IL 61801
Tel: +1-217-333-1828
bendres@illinois.edu



A. Bryan Endres is the Director of the European Union Center at the University of Illinois and an Associate Professor of Food and Agricultural Law in the Department of Agricultural and Consumer Economics. He also holds a research appointment at the Energy Biosciences Institute within the Institute for Genomic Biology. Bryan has taught courses in, Food Law, Biotechnology Law, Agricultural Law, and Renewable Energy Law. Current research interests include local food networks and sustainable agriculture, the intersection between bioenergy and invasive species, and agricultural biotechnology. He formerly chaired the Illinois State Bar Association's Agricultural Law Section Council and recently completed a term on the Board of Directors of the American Agricultural Law Association.

Jody M. Endres

Assistant Professor
Department of Natural
Resources and Environmental
Sciences
University of Illinois at
Urbana-Champaign
S-524 Turner Hall
1102 S. Goodwin Avenue
Urbana, IL 61801
Tel: +1-217-333-9579
jendres2@illinois.edu



Jody M. Endres is an Assistant Professor of Environmental Law in the Department of Natural Resources and Environmental Sciences at the University of Illinois. She also holds a research appointment and is a member of the Executive Committee at the Energy Biosciences Institute within the Institute for Genomic Biology. Jody's research focuses on the nexus between agricultural, environmental and energy policies in forming biomass-based energy alternatives. In April 2012, she assumed the Chair of the US Council for Sustainable Biomass Production. She is also a member of the Roundtable for Sustainable Biofuels, the Californian Low Carbon Fuel Standard's Sustainability Work Group, and co-chair of the environmental subcommittee for Leonardo Academy's ANSI Sustainability Standard for Agriculture.

International Business Immersion Program

2012 Participants at a Glance

	Name		Major	Graduation	Email
1.	Zachary Baumann	ACES	Agribusiness	May 2014	baumann6@illinois.edu
2.	Joshua Bender	ACES	Agri-economics	May 2013	bender8@illinois.edu
3.	Scott Dettro	BUS	Accounting	May 2014	dettro2@illinois.edu
4.	Matthew Dollinger	ACES	Agribusiness	May 2014	dolling2@illinois.edu
5.	Colleen Dumke	ACES	Financial Planning	May 2014	dumke2@illinois.edu
6.	Jennifer Ewing	ACES	Agri-economics	May 2013	ewing6@illinois.edu
7.	Kristopher Friedlein	BUS	Accounting	Dec 2014	friedle2@illinois.edu
8.	Kristian Gallivan	ACES	Agri-economics	Dec 2013	galliva1@illinois.edu
9.	Andrew Harmon	ACES	Tech. Systems Mgmt.	May 2014	harmon12@illinois.edu
10.	Annie Hsieh	ACES	Agri-economics	May 2014	hsieh34@illinois.edu
11.	Allison Kazaitis	BUS	Process Management	May 2014	kazaiti2@illinois.edu
12.	Shawn Kinkade	ACES	Agri-Accounting	May 2013	skinkad2@illinois.edu
13.	Kelsey Koster	ACES	Agribusiness	May 2013	koster1@illinois.edu
14.	Paige Leyden	ACES	Agri-economics	May 2014	leyden3@illinois.edu
15.	Amelia Martens	ACES	Agri-communications	May 2014	martens7@illinois.edu
16.	Melissa McClain	ACES	Agri-accounting	May 2013	mmcla3@illinois.edu
17.	Kathryn Mumm	BUS	Management	May 2013	mumm1@illinois.edu
18.	Carlee Silver	ACES	Agribusiness	May 2014	silver15@illinois.edu
19.	Melissa Sutherland	BUS	Accounting	May 2014	sutherl6@illinois.edu
20.	Lena Swearingen	ACES	Agribusiness	May 2013	swearin3@illinois.edu
21.	Adam Tallcott	ACES	Agri-economics	Dec 2012	tallcot2@illinois.edu
22.	Derek Thielsen	BUS	Accounting	May 2013	thielse1@illinois.edu
23.	Erin Vogen	ACES	Food Science/ Nutrition	May 2012	vogen1@illinois.edu
24.	Christopher Waddell	ACES	Crop Sciences	May 2013	waddell3@illinois.edu
25.	Nicklaus White	ACES	Agri-finance	May 2013	white41@illinois.edu
26.	Muhammad Zamir	ACES	Agri-Finance	May 2013	mzamir2@illinois.edu

International Business Immersion Program

2012 Participant Profiles and Biographies

Zach Baumann
baumann6@illinois.edu
Agribusiness
May 2014



Zach grew up in a military family, traveling the country and has always enjoyed travel. Currently, he is at the University of Illinois studying Agribusiness. After graduating, he hopes to work at an international level with his degree. He has a major interest in world markets and international policy.

Josh Bender
bender8@illinois.edu
Agri-economics
May 2013



Josh grew up in Buffalo Grove, Illinois. His interests center on the future of alternative energies and using this industry to improve energy efficiency throughout the world. He hopes to begin his career in consulting and travel throughout the United States of America and Europe.

Scott Dettro
dettro2@illinois.edu
Accounting
May 2014



Scott enjoys travel and adapting to new environments. One of his favorite strengths is his ability to come up with creative solutions to problems. He enjoys meeting people from foreign countries and learning about their diverse cultures and backgrounds.

Matthew Dollinger
dolling2@illinois.edu
Agribusiness
May 2014



Matthew is currently a sophomore in the College of ACES studying Agricultural and Consumer Economics with a concentration in Ag-Finance. He was born and raised in Joliet, IL with his parents, brother and sister. He also grew up near his family farm in Channahon. Matt hopes to pursue a career in finance but is unsure of exactly what he wants to do.

Colleen Dumke
dumke2@illinois.edu
Financial Planning
May 2014



Colleen grew up in Chicago's suburb of Elmhurst, Illinois. Her academic interests are centered on helping others learn how to effectively save and allocate their money. She enjoys travelling internationally, and hopes to learn more about international business to increase her understanding of the world market and the world economy.

International Business Immersion Program

2012 Participant Profiles and Biographies

Jennier Ewing

ewing6@illinois.edu
Agri-economics
May 2013



Jennifer grew up on a fourth generation Angus cattle and grain operation in Rushville, Illinois. She is currently majoring in Agricultural and Consumer Economics concentrating in Finance in Agribusiness with a minor in Communications. Jennifer is not only very active on campus as she is part of the University of Illinois Livestock Judging Team, Sigma Alpha Professional Sorority, Alpha Zeta Honors Fraternity as well as various other clubs across campus, but she is part of the National Junior Angus Association Board of Directors where she leads a 7,000 member organization across the nation with eleven other juniors.

Kris Friedlein

friedle2@illinois.edu
Accounting
December 2014



Kris grew up in the south suburbs of Chicago. He is an extremely hard-working and driven individual. Traveling the world and experiencing various cultures is one of his biggest hobbies in life. He hopes to incorporate aspects of international business into his future career in the field of accountancy.

Kristian Gallivan

galliva1@illinois.edu
Agri-economics
December 2013



Kristian is a junior in the College of Agriculture and Consumer Economics concentrating in Agribusiness Markets and Management. He grew up in a small farm town right outside Champaign, Illinois. In his spare time, he likes to be with friends doing any activity that involves the outdoors. His interests are focused on a career in the agriculture industry with an emphasis in marketing and sales.

Andrew Harmon

harmon12@illinois.edu
Tech. Systems Mgmt.
May 2014



Drew was born and raised in Urbana, IL and attended Urbana High School where he was a three sport athlete, participating in football, wrestling, and baseball and was a captain in football. He is attending the University of Illinois Urbana-Champaign where he is pursuing a B.S. in Crop Sciences with a concentration in Plant Biotechnology and Plant Molecular Biology. He hopes to get his Master's in Plant Molecular Biotechnology and help produce the hybrids of tomorrow.

Annie Hsieh

hsieh34@illinois.edu
Agri-economics
May 2014



Annie was born and raised in Taipei, Taiwan. Her interests are centered on food marketing and the global food economy. Last summer, Annie studied in EI Purpan at France and worked as an intern in a French vineyard. Her career aspirations are to have an occupation that allows her to be innovative in the food industry from marketing to development.

International Business Immersion Program

2012 Participant Profiles and Biographies

Allison Kazaitis

kazaiti2@illinois.edu
Process Management
May 2014



Allison is from Palos Park, a southwest suburb of Chicago, where she played volleyball for nine years. As a rising sophomore in the College of Business, she is double majoring in Business Process Management and Marketing with aspirations of going into consulting after graduation.

Shawn Kinkade

skinkad2@illinois.edu
Agri-Accounting
May 2013



Shawn grew up in a rural community and has been focused from the beginning. He has worked as a bank teller in preparation for college business courses and enjoys the hands on experience. His goals in life are to stay driven in all aspects and to challenge himself to improve on his knowledge by attending Graduate School at the University of Illinois.

Kelsey Koster

koster1@illinois.edu
Agribusiness
May 2013



Kelsey grew up in Aurora, Illinois where her family is involved in agriculture related businesses. As an Agribusiness, Markets and Management major, Kelsey is passionate about agriculture as well as community service. She is currently employed by Group Cares, spending summers managing large-scale home repair camps for teens throughout the US. Kelsey has recently traveled to Hong Kong and the Philippines and aspires to work for an agriculture company that emphasizes giving back to the community on both local and global levels.

Paige Leyden

leyden3@illinois.edu
Agri-economics
May 2014



Paige grew up in Colorado and moved to the city of Chicago before starting middle school. She has a strong concern for the environment and international relations and would like to use her degree in Agricultural and Consumer Economics in one of these fields. She loves to travel and gain different viewpoints from these excursions.

Amelia Martens

martens7@illinois.edu
Agri-communications
May 2014



Amelia grew up on a grain and livestock farm in northwestern Illinois. She plans to share the story of agriculture with those who are unfamiliar with it, utilizing her degree in agricultural communications. She hopes to work in public relations in agriculture and eventually have her own freelance communication business.

International Business Immersion Program

2012 Participant Profiles and Biographies

Melissa McClain

mmccla3@illinois.edu
Agri-accounting
May 2013



Melissa grew up on a farm in rural Central Illinois. She played volleyball at Parkland College before transferring to the University of Illinois to major in Agri-Accounting. She is interested in the agriculture industry as well as the business industry. She plans to pursue a master's degree in accounting and obtain her CPA certification in hopes to work for an agricultural-based corporation.

Katie Mumm

mumm1@illinois.edu
Management
May 2013



Katie grew up in central Illinois as a part of and surrounded by farming communities. Her interests are focused in creative marketing and advertising in a fast paced industry. She recognizes the value of experiences abroad and hopes to be able to incorporate global lessons into her career.

Carlee Silver

silver15@illinois.edu
Agribusiness
May 2014



Carlee grew up in rural East Central Illinois on her family's corn and soybean farm. It was there that she developed her strong passion and interest for production agriculture. Attending the University of Illinois has allowed her to develop both personally and professionally by being involved in numerous leadership and volunteer activities. Upon graduation she hopes to make a positive impact on local farmers by assisting them in running successful operations while also continuing to be an advocate for the agricultural community.

Melissa Sutherland

sutherl6@illinois.edu
Accounting
May 2014



Melissa grew up in a small farming town in northern Illinois. She is currently studying accountancy and is in pursuit of a Master's degree. She has a strong interest in entrepreneurship and started her own small business during high school. In the future she hopes to join her accounting background with her entrepreneurial spirit and pilot a successful business.

Lena Swearingen

swearin3@illinois.edu
Agribusiness
May 2013



Lena grew up on a family grain and livestock farm in central Illinois. She is majoring in Agribusiness Markets and Management with a minor in Environmental Economics. Her interests are centered on the perpetuation of the agricultural industry and educating the world about the many benefits of agriculture. She has exceptional work ethic and a drive for success.

International Business Immersion Program

2012 Participant Profiles and Biographies

Adam Tallcott

tallcot2@illinois.edu
Agri-economics
December 2012



Adam is a Junior in Agricultural and Consumer Economics. His experiences with growing up on a family farm and interning for several large agricultural companies have instilled in him a passion for the strategic management side of agricultural business. Through the IBIP Program, Adam hopes to increase his understanding of international business.

Derek Thielsen

thielse1@illinois.edu
Accounting
May 2014



Derek comes from the northwest suburb of Chicago, Palatine. He has a strong passion for business which drove him to start his own website business, Pennyathletics.com, in December of 2010. In the future he looks forward to becoming a Certified Public Accountant and hopefully working for a large corporation.

Erin Vogen

vogen1@illinois.edu
Food Science/Nutrition
May 2012



Erin is a recent graduate in Food Science and Human Nutrition, with a concentration in Hospitality Management. Erin grew up in a home that valued sincerity, leadership, compassion, and cultural knowledge. She has a special interest in planning events and hopes to use her hospitality skills overseas in a missions based career.

Christopher Waddell

waddell3@illinois.edu
Crop Sciences
May 2013



Chris, a crop science major, is currently in his junior year at the University of Illinois in Urbana-Champaign. He was raised on a family grain and livestock farm outside of Taylorville, Illinois. Agriculture has always been important to Christopher and his family, and he hopes to have a future career that will allow him to work in the biotechnology industry.

Nicklaus While

white41@illinois.edu
Agri-finance
May 2013



Nick grew up near the Mississippi River in central Illinois. His interests are centered on the agriculture industry and working on a team with a focus on sustainability of resources. He hopes to work for an international company within the agricultural industry after his time at the University of Illinois.

Talha Zamir

mzamir2@illinois.edu
Agri-finance
May 2013



Talha is a junior in Ag-Finance. His passion for finance and strategic management envisions an influential role in a leading firm. Talha's hobbies include all major sports with a special place for Cricket in his heart. He has represented the USA's U-19 team in the World Cup and hopes to build on this success. Talha wants to broaden his view of global leadership and experience the culture of international business.

International Business Immersion Program

2012 Participant Résumés

Zachary J. Baumann

baumann6@illinois.edu
618-616-2382

Current Address

512 S. Third Apt. 308
Champaign, IL 61820

Permanent Address

23 Willow Trail
Collinsville, IL 62234

- EDUCATION** **University of Illinois at Urbana-Champaign** Expected Graduation: May 2014
Bachelor of Science in Agriculture and Consumer Economics
GPA: 3.47/4.00
- EXPERIENCE** **Air Force Reserve Officer Training Corps** May 2010-Present
Cadet
- Honed leadership skills and strategies through laboratories and exercises
 - Heightened interpersonal skills through constant communication in the workplace
- Collinsville Area Recreational District** May 2008-Present
Splash City Family Waterpark-Head Guard
- Managed and coordinated over one hundred employees
 - Enhanced communication skills by handling daily needs and issues of patrons
 - Practiced leadership through daily supervision and decision making
- Golf Galaxy** February 2008-August 2011
Player's Assistant
- Developed strong customer service skills by meeting needs of customers
 - Heightened interpersonal skills through constant communication in the workplace
- ACTIVITIES** **Arnold Air Society** November 2010-Present
Vice Commander
- Organized a tri-service 24-Hour POW/MIA Vigil to raise awareness
 - Gained valuable leadership skills operating from the top of the squadron
 - Oversaw all squadron activity
- Director of Support*
- Squadron leader of morale and professional development
 - Supported everyone as the squadron chaplain
 - Planned and executed various events for the squadron
- Active Member*
- Over 50 hours volunteer work
- International Business Immersion Program** January 2012-Present
Student Participant
- SKILLS** Proficient in the use of Windows operating systems
Certified in CPR and Basic Life Support

International Business Immersion Program

2012 Participant Résumés

Josh Bender

bender8@illinois.edu

(847) 873-4841

Current Address

110 E. Chalmers St.
Champaign, IL 61820

Permanent Address

640 Raintree Rd.
Buffalo Grove, IL 60089

EDUCATION	University of Illinois at Urbana-Champaign Bachelor of Science in Agricultural and Consumer Economics GPA: 3.56/4.00 Minor in Business Dean's List Recipient	Expected Graduation: May 2013
EXPERIENCE	Illinois Business Consulting <i>Consultant</i> <ul style="list-style-type: none">Selected into an elite student run consulting organization focused on delivering comprehensive modern solutionsUtilized professors' opinions and online databases to provide research for a Fortune 500 companyProvided an in depth recommendation on the future use of alternative energies in utility tractors	August 2011 – Present
	Phi Sigma Pi Honors Fraternity <i>Initiate Class President</i> <ul style="list-style-type: none">Organized initiate class unity and bonding experiences throughout the semesterProvided suggestions and ideas for the improvement of the chapterCoordinated and ran initiate events	August 2010–December 2011
	Hillel Leadership Council <i>Director of Fraternal and Panhellenic Relations</i> <ul style="list-style-type: none">Coordinated events by networking with the leaders of fraternities and sororities as well as the leaders of HillelConducted entertaining events throughout the year such as Greek Shabbat Night and Greek Iron Chef NightContacted fraternities and sororities across campus to encourage participation at Hillel	August 2010 – May 2011
	Alpha Epsilon Pi Fraternity <i>Philanthropy Committee Leader</i> <ul style="list-style-type: none">Ensure the success of philanthropic events through use of promotional tactics that create awarenessInitiate and organize fundraising ideas for fraternity-based philanthropic events	November 2009 – Present
ACTIVITIES	The Cove School <i>Teacher's Assistant</i> <ul style="list-style-type: none">Applied various strategies to accommodate each student's learning styles and needsInstructed students with special needs in all academic areasCollaborated with staff members to ensure a high quality educational program	May 2011 – August 2011
Skills	Proficient with Microsoft Word, Excel, PowerPoint, Visio	

International Business Immersion Program

2012 Participant Résumés

Scott Detro
detro2@illinois.edu
630.272.0161

Campus Address:
410 East John Street
Champaign, IL 61820

Home Address:
1223 Quarterhorse Ct.
St. Charles, IL 60174

EDUCATION **University of Illinois at Urbana-Champaign** Expected Graduation: May 2014
Bachelor of Science in Accounting
Major - Accounting
GPA: 3.57

EXPERIENCE **Kam's** Champaign, IL
Doorman 09/2011-Present

- Maintain bar security and cleanliness through crowd control, cleaning, and repairs.
- Develop understanding of small business operations through interactions with managers and owner

Dunham Woods Riding Club Champaign, IL
Lifeguard 06/2009-08/2009 and 06/2010-08/2010

- Ensured safety of patrons and responded to emergencies in accordance with pool rules
- Developed relationships with diverse set of club members ranging from young children to the elderly
- Vacuumed, skimmed, and repaired 88,000 gallon pool

Dunham Woods Riding Club Summer Camp Champaign, IL
Counselor 06/2010-07/2010

- Socialized and interacted with 30 children utilizing teamwork and leadership abilities

St. Charles Sportsmen's Club Champaign, IL
Trap Help 07/2008-04/2010

- Led project involving the construction of a pistol shooting range
- Practiced safety around firearms in accordance with NRA Gun Safety Rules
- Cleaned, repaired and maintained shotgun and rifle shooting facilities

ACTIVITIES Finance Club, *Member*
Listen to weekly presentation from various finance companies

Sigma Alpha Lambda Honor Society, *Member*

Sigma Chi Fraternity, *Member*
Participate in weekly chapter meetings advancing the interests of the chapter

Boy Scouts, *Eagle Scout*
Led in the painting and repairs of 200 picnic tables and benches at a local park

International Business Immersion Program

2012 Participant Résumés

Matthew E. Dollinger

Dolling2@illinois.edu
815-953-5746

Current Address

58 East Gregory Dr.
Champaign, IL 61820

Permanent Address

604 Timberline Dr.
Joliet, IL 60431

EDUCATION **University of Illinois at Urbana-Champaign** Expected Graduation: May 2014
Bachelor of Science in Agriculture and Consumer Economics
GPA: 3.85/4.00

EXPERIENCE **John Deere & Co** May 2011-August 2011
Marketing Intern

- Developed the foundation for the business case increasing growth in a \$70 million dollar industry
- Composed a competitive comparison for product categories to analyze market potential
- Sourced machinery to support year-end training and marketing shows

Joliet Park District

Building Supervisor October 2007-August 2010

- Responsible for the upkeep of a 10,000 sq. ft. fitness floor and eight lane pool
- Marketed the facility and its machinery to the public interested in membership
- Repaired and maintained the Cybex Eagle Pro weight and cardio equipment

Life Guard

- Certified in CPR and First Aid which required weekly in-service to maintain skills
- Managed events ranging from birthday parties to city functions of up to 500 people
- Organized a team of life guards to effectively minimize the risk of patrons

Dollinger Family Farm

Event Manager Fall 2003-Fall2007

- Coordinated a haunted house, corn maze, and hayrack rides for the farm
- Distributed duties to employees to sustain the cleanliness and appeal of farm
- Registered sales of ten acres of pumpkins as well as goods sold in two gift shops

ACTIVITES Alpha Gamma Rho Fraternity, *VP of Finances, Past VP of Recruitment*
Inter-Fraternity Council, *Leadership Council, Greeks Support Homecoming*
Business Council, *Awards Committee*

HONORS Recipient of the College of ACES sponsored Jonathan Baldwin Turner Scholarship
James Scholar
Member of The National Society of Collegiate Scholars

International Business Immersion Program

2012 Participant Résumés

Colleen Dumke

Dumke2@illinois.edu
630-347-3255

Current Address

1102 Lincoln Ave.
Urbana, IL 61801

Permanent Address

181 Kenmore Ave.
Elmhurst, IL 60126

EDUCATION **University of Illinois at Urbana-Champaign** Expected Graduation: May 2014
Bachelor of Science in Financial Planning
Major- Financial Planning & Minor- Spanish
GPA: 3.51/4.00

EXPERIENCE **Fitz's Pub** Elmhurst, IL
Server May 2011 - Present

- Worked 20-25 hours a week during the summer
- Communicated with patrons to ensure quality customer satisfaction
- Developed marketing skills to increase customers and sell specific plates

Mullane Healy Godley Irish Dance Academy Elmhurst, IL
Instructor January 2006-December 2010

- Worked 6-7 hours each week year round
- Taught dancers individually and in classes up to 25 students
- Motivated dancers to achieve and exceed their goals.

ACTIVITIES ACES James Scholar Program
Kappa Kappa Gamma Sorority, *Pledge Class President and Assistant Events Chairman*
Identity Irish Dance Company, *Treasurer*
Financial Planning Club, *Active Member*
Phi Eta Sigma National Honors Fraternity, *Active Member*

SKILLS Proficient in Spanish and with Microsoft Word, Excel, PowerPoint, Access, Firefox, and Internet Explorer

International Business Immersion Program

2012 Participant Résumés

Jennifer A. Ewing

ewing6@illinois.edu

217-248-6188

Current Address

2504 Fields South Apt. 102
Champaign, IL 61822

Permanent Address

R.R.#3, Box 185
Rushville, IL 62681

EDUCATION **University of Illinois at Urbana-Champaign** Expected Graduation: May 2013

Bachelor of Science in Agriculture and Consumer Economics

Minor – Communications

GPA: 3.37/4.00

Lincoln Land Community College August 2009-May 2011

Associates in Science

GPA 3.899/4.0

EXPERIENCE **Ewing Angus**

Co-Owner/Herdsman January 2005-Present

- Manage 50 registered Angus cattle of my own as well as assist my family with the rest of our fourth generation Angus cattle herd
- Strengthen efficiency and productivity of the operation
- Manage the show barn doing everything from the daily care of show cattle, evaluating which animals will be in the show string, as well as showing the cattle at local, state, and national shows
- Strengthen the marketing techniques of the herd on a national level

National Junior Angus Association Board of Directors

Director July 2011-Present

- Lead a 7,000 member junior organization that spans across the nation with 11 other teammates
- Strengthen leadership skills in junior members and give them the experiences they need to be prepared for the real world
- Assist in the planning of the National Junior Angus Show, the largest single breed cattle show in the world

ACTIVITIES University of Illinois Livestock Judging Team

Sigma Alpha Professional Sorority

Alpha Zeta Honors Fraternity

Illinois Junior Angus Association

ACE/Agribusiness Club

SKILLS Proficient in the use of Mac OS and Windows operating systems

Completed advanced Excel operations course

HONORS National PAS High Individual Overall Livestock Specialist

Co-Owner of the American Angus Association Roll of Victory Show Bull of the Year

Illinois Junior Angus Association Outstanding Junior Member

Lincoln Land Community College Outstanding Freshman Ag-Transfer Student

Illinois Junior Angus Association Herdsman of the Year

DAR Good Citizen Award

International Business Immersion Program

2012 Participant Résumés

Kristopher A. Friedlein

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(708)341-6771

Current Address

410 E. John
Champaign, IL 61820

Permanent Address

10701 Wildwood Dr.
Palos Park, IL 60464

EDUCATION **University of Illinois at Urbana-Champaign** Expected Graduation: Dec. 2014
Bachelor of Science in Accountancy
GPA: 3.43/4.00

EXPERIENCE **University of Illinois Women's Basketball** – Champaign, IL September 2010 - Present
Student Manager

- Assisted coaches with office work and other tasks during practices, games, and off-season activities.
- Completed tasks for games and travel such as taking statistics, organizing and loading all team equipment, breaking down video clips of games on Sports Code, and uploading all video on to computers.
- Experienced in writing numerous letters to recruits as well as setting up practices and video sessions for the team.
- Enhanced my time management skills when organizing schoolwork around practices/games, office work, and traveling.

Midlothian Country Club – Midlothian, IL May 2007 - Present
Honor Caddie

- Selected as one of only 18 caddies out of a pool of 175 to be named an honor caddie, the highest level that can be obtained.
- Provided a high level of knowledge about the game of golf while developing lasting relationships with numerous successful businessmen and –women from the club.

The Nielsen Company – Chicago, IL January 6, 2012
Job Shadow

- Worked with company employees on case studies that exemplified the daily tasks / operations within the company.

True Partners Consulting – Chicago, IL January 10, 2011
Job Shadow

- Received valuable knowledge about the daily operations of a successful tax firm through personal interaction with various employees of the firm.

LEADERSHIP Sigma Chi Fraternity, *New Member Development Chair, Scholarship Chair*

ACTIVITIES University of Illinois Finance Club, *Member*

- Networked and gained insight during weekly meetings from industry leaders in Accounting, Finance, and Investment Banking

Orange Krush, *Member*

International Business Immersion Program

2012 Participant Résumés

Kristian Roth Gallivan

kristian.gallivan@gmail.com
217-621-5206

Current Address

1105 S. Fourth St.
Champaign, IL 61820

Permanent Address

603 S. Harrison St.
Philo, IL 61864

EDUCATION **University of Illinois at Urbana-Champaign** Expected Graduation: Dec. 2013
Bachelor of Science in Agriculture and Consumer Economics
Concentration: Agribusiness Markets and Management
GPA: 3.11/4.00

WORK **KAM's Bar** July 2010-Present
Head Bartender and Head Doorman

- Work with a staff of 200 to make sure the establishment runs efficiently and that jobs are completed
- Responsible for monitoring a cash register of more than \$2,000 while serving over 100 customers
- Facilitate meetings to exclaim the vision and goals of the bar on a monthly basis

Keller Williams Realty July 2011
Job Shadow

- Gained a broader understanding of the buying, selling and leasing of real estate
- Researched the housing market to help potential customers to find their homes
- Lead the search for a family to find their dream home, and handled the closing details under supervision

LEADERSHIP **National Agri-Marketing Association** October 2011 - Present
Club Member

- Help coordinate the business plan for product development and growth
- Collaborate with several team members to create a marketing plan to establish control of niche market
- Compete in national competition in Kansas City, Missouri among 30 universities
- Converse and develop relationships with professionals in prominent agriculture companies

Illinois Leadership Certificate Program January 2011-February 2012
Assistant Manager

- Participated in various leadership seminars to enhance my relational and task leadership skills
- Enrolled in classes to further my leadership development
- Met with a coach monthly to discuss my leadership skills and strategies

ACTIVITIES Sigma Phi Epsilon Fraternity, *Standards Board Member*
Habitat for Humanity, *Volunteer*
International Business Immersion Program, *Student*

SKILLS Red Cross Lifeguard Certified; AED/CPR Certified
Proficient in Microsoft Word and Excel

International Business Immersion Program

2012 Participant Résumés

Andrew Harmon

harmon12@illinois.edu

217-621-5444

Current Address

809 West Pennsylvania Ave.
Urbana, IL 61801

Permanent Address

2301 Slayback Street
Urbana, IL 61802

EDUCATION **University of Illinois Urbana-Champaign** Expected Graduation: May 2014
Bachelor of Science in Crop Sciences
Concentration- Plant Biotechnology and Molecular Biology
GPA: 3.07/4.00

EXPERIENCE **University of Illinois Seed House** Champaign, IL
Student Help December 2011-Present

- Clean seed for next year's crop
- Sample plots for research studies

Illinois Crop Improvement Association Champaign, IL
Summer Employee Summer 2011

- Monitored 70 corn plots for pollination and disease independently
- Verified that isolation parameters were met
- Wrote daily reports and summaries for seed companies

Monsanto Flatville, IL
Pollinator Summer 2009

- Precisely pollinated corn for hybrid seed production

ACTIVITIES **FarmHouse Fraternity** 2011
Vice President of Internal Operations

- Received New Member Award, Class of 2014
- Selected to attend Leadership Conference
 - Assessed state of Illinois chapter and benchmarked against other FH chapter

Field and Furrow 2010-Present
Member

- Volunteered at Urbana High School FFA garden teaching students how to maintain a garden

SKILLS Proficient with Microsoft Word, Excel, Power Point, and Microsoft Access

International Business Immersion Program

2012 Participant Résumés

Annie Hsieh

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217-417-5906

Current Address

309E Green St Apt 2204
Champaign, IL 61820

Permanent Address

No1 30F 251 Chung-Ching Rd
Banqiao City, 220 Taiwan

EDUCATION **University of Illinois at Urbana-Champaign** Expected Graduation: May 2014
Bachelor of Science in Agriculture and Consumer Economics

- Minor – Agricultural, Consumer and Environmental Science International
- GPA: 3.64/4.00

EI Purpan at France June 2011-July 2011

- Studies in agricultural policy and trade in European Union
- Studies in viticulture and agricultural production in France

EXPERIENCE **France Internship program** Albi, France
Field Intern July 2011-Aug 2011

- Worked extensively on field of vine, corn, wheat and sunflower
- Diagnosed disease on vine and applied appropriate treatments
- Participated in event planning and assisted in local winery festival

ACTIVITIES **Alpha Zeta Fraternity** Aug 2011-Present
Feeding Minds Junior

- Host meal with feature speakers and aim to educate people about agriculture issues
- Bring agricultural awareness to members and the entire campus
- Hold fundraisers to help provide a safer environment for the children that attend the Children Development Lab

Minorities in Agriculture, Natural Resources and Related Sciences Aug 2011-Present
Active Member

- Volunteer in Wesley Evening Food Pantry and community garden on a regular basis
- Promote awareness of agricultural sciences and related field

Krannet Center Student Association Jan 2011-Present
Usher

- Direct patrons to their assigned seats and answer questions about the performance
- Promote the arts by volunteering in numerous Krannert Center events

Taiwanese American Student Club Aug 2010-Present
Active member

- Collaborate with other student volunteers to organize events during Taiwanese festival
- Assist incoming Taiwanese students to create a smooth transition into the university culture

SKILLS Proficient in the use of Mac OS and Windows operating systems: Word, Excel, Powerpoint, Adobe Photoshop and Adobe Premiere and After Effects

HONORS James Scholar Honors Program

International Business Immersion Program

2012 Participant Résumés

Allison M. Kazaitis

kazaiti2@illinois.edu
708-408-6732

Campus Address

1004 S. Second Street
Champaign, IL 61820

Permanent Address

12562 Suffield Drive
Palos Park, IL 60464

EDUCATION

University of Illinois at Urbana-Champaign
Bachelor of Science - *Business Process Management*
Bachelor of Science - *Marketing*
GPA: 3.07/4.00

Expected Graduation: May 2014

EXPERIENCE

Robert Bosch: Automotive Aftermarket
Marketing Intern

Broadview, IL
May 2011 - August 2011

- Compiled data from multiple departments to recreate the Product Development Process
- Worked alongside individuals including the Vice President of Filtration for the Americas
- Improved Excel skills by constructing New Product Announcements and compiling databases

Robert Bosch: Automotive Aftermarket
Job Shadow with Manager of Bosch Brands

Broadview, IL
January 2011

- Attended and observed meetings that highlighted the process of a new product launch
- Assisted in the creation and design of a new marketing strategy set to launch June 2011
- Actively learned about the necessity of task management skills in the workplace

Farmers Insurance
Intern

Chicago, IL
December 2010 - January 2011

- Developed a comprehensive business plan complete with new marketing techniques
- Utilized Excel skills to create an extensive database containing 1,000+ clients' information
- Participated and facilitated customer service training programs that involved other employees

Walsroder Packaging, LLC
Administrative Assistant

Willowbrook, IL
June 2010 - August 2010

- Compiled inventory reports used during the auditing prior to the sale of the company
- Translated safety procedures and policies in preparation for ISO-9001 certification
- Gathered information from outside companies to maintain MSDS books

LEADERSHIP

Alpha Xi Delta Women's Fraternity
Chapter President, New Member Orientation Chair

Champaign, IL
January 2012 - Present

- Manage and supervise a chapter of 175 women, and an executive board comprising of 8 women
- Maintain open communication with the National Fraternity, vice presidents, and all officers
- Serve as the image of Alpha Xi Delta for all members as well as the Panhellenic community
- Responsible for the education and acclimation of over 60 new members into the chapter

University of Illinois Business Council
Charity Fundraising Chair, Internal Engagement Chair

Champaign, IL
January 2011 - December 2011

- Organized 8 events which raised over \$11,000 for several local and national charities
- Formulated original events aimed to help foster relationships among 120 members
- Delegated tasks to committee members in order to encourage their professional development
- Participated on the Inner Council which is composed of the top 32 leaders in the organization

International Business Immersion Program

2012 Participant Résumés

Shawn Patrick Kinkade

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(815) 848-9035

Current Address

809 W. Pennsylvania Ave.
Urbana IL 61801

Permanent Address

230 E. Market St.
Piper City IL 60959

EDUCATION **University of Illinois at Urbana Champaign**

Expected Graduation Date:
May 12, 2013

Bachelor of Science in Agricultural and Consumer Economics
Major- Agricultural Business: Markets and Management
GPA: 3.6/4.0

EXPERIENCE **Vermilion Valley Bank**

Piper City, Illinois
December 2008-March 2011

Teller

- Performed everyday transactions, image all incoming documents, and proof the documents before balancing the books.
- General Maintenance of bank property. I was in charge of the demolition and cleaning of the bank basement before and after renovation. Also in charge of yard maintenance of the Piper City location.

Monical's Pizza

Fairbury, Illinois

Waiter

July 2010-October 2010

- Employed on nights and weekends. Learned important customer service qualities through waiting tables.

Kinkade Lawn Services

Piper City, Illinois

Owner/Operator

May 2001-July 2011

- Mowed and trimmed lawns in the local neighborhood. Through ten summers of manual labor I gained the knowledge of small engines, how to manage a small business and how to communicate with customers politely.

ACTIVITIES **FarmHouse Fraternity**

- Pledge Class of 2015

Turf Management Club

- Member

Alpha Zeta Agricultural Honors Fraternity

- Member

FFA Organization

- Active Member for 2 years. Attended the National FFA Convention in 2009.
- Competed in state horse judging.
- Competed in district Parliamentary Procedure competitions.

High School Student Council

- Junior Class President
- Senior Class Treasurer

International Business Immersion Program

2012 Participant Résumés

Kelsey R. Koster

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630-329-7559

Current Address

202 E. Green Apt. 207
Champaign, IL 61820

Permanent Address

2275 Fox Valley Court
Aurora, IL 60504

EDUCATION **University of Illinois at Urbana-Champaign** Expected Graduation: May 2013
Bachelor of Science in Agriculture and Consumer Economics
Concentration in Agribusiness, Markets and Management
GPA: 3.53/4.00

EXPERIENCE **Group Workcamps Foundation** Loveland, CO
Crew Manager Summer 2011

- Ensured a quality customer service experience for 1200+ participants and volunteers at weekly camps throughout the United States
- Collaborated with set-up director prior to each camp to prepare 60-70 community worksites, finalizing worksite location maps, work descriptions, material lists and crew assignment information
- Assigned participant work crews to the specific sites/projects based on age, skill level, transportation and other factors using staff computer data base program
- Supervised and adjusted work crew assignments on a daily basis through direct communication with materials manager, taking into consideration time factors and the \$30,000 materials budget
- Coordinated transportation to and from work sites based on factors such as vehicle type, site location and crew numbers
- Monitored food service coordination of hired kitchen staff and volunteers, problem solving to improve efficiency and processing issues

IHOP Restaurant Aurora, IL
Waitress May 2010-January 2011

- Utilized communication and interpersonal skills to provide efficient service and achieve customer satisfaction
- Developed multitasking skills in order to meet the demands of a fast paced environment

ACTIVITIES Alpha Phi Sorority, *Sports Chairman*
Phi Eta Sigma Honors Society
Agriculture Business Club
Greek Intersvarsity
Habitat for Humanity Spring Break Alternative

SKILLS Proficient with Microsoft Word, Excel, PowerPoint, and Access

HONORS Deans List Fall 2011
Jonathan Baldwin Turner Scholarship
Illinois State Treasure, Excellence in Agriculture Scholarship

International Business Immersion Program

2012 Participant Résumés

Paige Leyden

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773-315-4996

Current Address

1005 W Gregory Dr, URH Allen Hall 324A
Urbana, IL 61801

Permanent Address

6034 W Cornelia Ave
Chicago, IL 60634

EUDCATION **University of Illinois at Urbana-Champaign** Expected Graduation: May 2014
Bachelor of Science in Agricultural and Consumer Economics
Concentration: Policy, International Trade and Development GPA: 3.22/4.00

EXPERIENCE **Mikva Challenge (November 2008)** *Student*
Election Judge

- Aided in the voting process of the 2008 Presidency
- Collected voters' information (address, phone number, etc.)
- Explained voting methods to voters
- Assisted voters with handicaps during the voting process

Michael's & May P.C. (Summer 2008; Winter 2011) *Intern*

- Helped transfer supplies and equipment to new office space.
- Organized folders, documents, and office supplies
- Performed secretary duties such as answering calls, signing for mail, and making copies of bills for the accountancy department

The University of Illinois at Urbana-Champaign *IGuide*

- Helped incoming students move into their dorm rooms
- Greeted families and students, directed traffic, answered questions, and gave tours.

ACTIVITIES Future Business Leaders of America
Habitat for Humanity
Peer Leadership
University of Illinois IGuides

SKILLS **Excellent computer knowledge**

- Internet, Microsoft Word, Microsoft Excel (including Visual Basic for Applications), Microsoft PowerPoint, Structured Query Language, Adobe Photoshop, Adobe Illustrator, Macromedia Flash

International Business Immersion Program

2012 Participant Résumés

Amelia M. Martens

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309-798-0771

Current Address

902 S. Lincoln Ave. Apt. 301
Urbana, IL 61801

Permanent Address

14492 E. 350th St.
Orion, IL 61273

EDUCATION **University of Illinois at Urbana-Champaign** Expected Graduation: May 2014
Bachelor of Science in Agriculture Communications
GPA: 3.95/4.00

EXPERIENCE **ACES Student Development & Career Services-University of Illinois**
Media Intern January 2011-Present

- Write feature stories and biographies on 40-60 students
- Create student profile videos utilizing digital media equipment
- Serve as a group leader for 14 Jonathan Baldwin Turner scholarship recipients

Wyffels Hybrids

Marketing Intern May 2011-August 2011, December 2011-January 2012

- Assisted with marketing campaign publications for employees and corn growers
- Enhanced online presence and digital communication objectives
- Organized special event materials and coordination of Corn Strategies, National Sales Meeting, Farm Progress Show

Rock Island County Farm Bureau

Media Intern June 2010-August 2010

- Created social media presence for the District 3 Young Leaders utilizing Facebook
- Organized "Bushels for Hunger" project, corresponding with 20 grain elevators in four counties
- Recorded data in the iMIS Database, the new online record system for membership

The Henry County Farmer

Monthly Columnist September 2008-July 2011

- Wrote columns based on personal experiences on the farm, in FFA and in college

Moline Dispatch Publishing Company, L.L.C.

Freelance Writer and Columnist November 2007-July 2011

- Wrote feature stories and columns for South of 20, a section devoted to teenagers

ACTIVITIES College of ACES Student Council, *President*
ExplorACES Steering Committee, *Publicity Co-Chair*
ACES Student Advancement Committee, *Secretary/Treasurer*

SKILLS Proficient in the use of Microsoft Office programs, Basic knowledge of Adobe products

HONORS National FFA Agricultural Communications Proficiency Winner, *2010*
Jonathan Baldwin Turner Scholarship Recipient, *2010*
DAR District 1 Good Citizen Award, *2010*

International Business Immersion Program

2012 Participant Résumés

Melissa McClain

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217-202-8877

Current Address

605 S. Fifth Street #15
Champaign, IL 61820

Permanent Address

2267 CR 2700N
Gifford, IL 61847

EDUCATION **University of Illinois at Urbana-Champaign** Expected Graduation: May 2013
Bachelor of Science in Agriculture and Consumer Economics
Concentration: Agri-Accounting
GPA: 3.08/4.00

Parkland College, Champaign, IL May 2011
Associates of Science in Business Administration
Cumulative GPA: 3.25/4.00
Dean's List three semesters

EXPERIENCE **University of Illinois Office of Online and Continuing Education**
Student Worker, August 2011-present

- Performed general office work such as maintaining file room, copying, and data input
- Manage journal vouchers, sales invoices, and purchase orders effectively through Excel
- Complete many different projects with Excel daily

Parkland College Athletic Office August 2009-August 2011

- Student Worker, August 2009-August 2011

Rantoul Family Aquatic Center

- Lifeguard, Swim Lesson Instructor, May 2008-August 2011

Forum Fitness Center

- Front Desk Attendant, May 2008-August 2011

ACTIVITIES Parkland College Volleyball Team
ACE (Agri-Business Club)
Illini Pride
International Business Immersion Program
Habitat for Humanity, *Volunteer*
St. Paul's Lutheran Church Nursery, *Volunteer*

SKILLS Proficient in the use of Mac OS and Windows systems, Microsoft Word, Excel, PowerPoint
Experience with Firefox, Safari, Internet Explorer, and Microsoft Access

HONORS Midwest Athletic Conference All-Conference Honorable Mention
Two National Championship Bids, one 3rd place finish
Parkland College Dean's List three semesters

International Business Immersion Program

2012 Participant Résumés

Kathryn Mumm
mumm1@illinois.edu
217-821-3032

Current Address

102 E. Gregory Drive Apt. 10
Champaign, IL 61820

Permanent Address

707 N. Pembroke Street
Effingham, IL 62401

EDUCATION	University of Illinois at Urbana-Champaign Bachelor of Science in Marketing, Bachelor of Science in Management Double Major - Marketing, Management GPA: 3.70/4.00	Expected Graduation: May 2013
EXPERIENCE	University of Illinois - Office of Business and Financial Services <i>Office and Communications Assistant</i> • Assisted the Managing Editor with tasks such as researching, writing and proofreading • Served as a customer service representative and answered questions from University employees regarding course offerings and registration • Ensured training labs were set up and materials were prepared for training events <i>Intern for Business Travel</i> • Budgeted for the Travel Fair to take place on all three University of Illinois campuses • Procured as well as created promotional items	Champaign, IL February 2012 – Present September 2011 – December 2011
	Mid America Motorworks <i>Intern in Marketing, Communications, and Events</i> • Assisted in the promotion of company and customer events ranging from groups of fifteen to 8,000 attendees • Brought new products to the public eye through press releases, scripts for short video segments, and online updating • Assisted in the conversion of merchandising systems, including identifying potential problems and teaching other employees how to operate the new system	Effingham, IL June 2011 - July 2011
	Kohl's Department Store <i>Point of Sale Associate</i> • Utilized reasoning abilities to resolve customer problems without involving management • Performed customer check-out, requiring handling \$1000 to \$3000 in forms of cash, check, credit and debit cards	Effingham, IL May 2009 - August 2010
ACTIVITIES	International Business Immersion Program University of Illinois American Marketing Association Orange Krush Intramural Volleyball and Basketball	
SKILLS	Proficient with Microsoft Word, Excel, PowerPoint, Outlook, Firefox, Internet Explorer	
HONORS	Dean's List Fall 2011 Dean's List Spring 2011 Dean's List Fall 2010	

International Business Immersion Program

2012 Participant Résumés

Carlee R. Silver

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217-778-9119

Current Address

310 E. Springfield Ave Apt. 503
Champaign, IL 61820

Permanent Address

1985 CR 2900 N
Rantoul, IL 61866

EDUCATION **University of Illinois at Urbana-Champaign** Expected Graduation: May 2014
Bachelor of Science in Agriculture and Consumer Economics
Finance in Agri-Business Concentration
GPA: 3.66/4.00

EXPERIENCE **University of Illinois Men's Basketball**
Receptionist August 2010-Present

- Administered over 200 daily recruit mailings and corresponded with one of the top coaching staffs in the NCAA
- Ensured communication and schedules worked efficiently among employees

Rantoul Township High School

Secretary Assistant June 2009-August 2010

- Oversaw payroll accounts and handled hundreds of monthly board bills.
- Entered billing and payment data into payroll system

Ideus Farms

Assistant April 2005-Present

- Executed harvest and planting season tasks by operating machinery and analyzing business decisions.
- Assisted in improving the efficiency of farm practices

ACTIVITIES Collegiate FFA, *Vice President*
ExplorACES Steering Committee, *Co-Director of Logistics*
Student Advancement Committee, *Member*
ACES Student Council, *Member*
Phi Eta Sigma Honor Society, *Member*
Principle's Scholar Program, *Participant*
Agriculture Future of America Conference, *Participant*
Rantoul Township High School Fall Softball, *Head Coach, Volunteer*

SKILLS Proficient with Microsoft Excel, Word, Access, and PowerPoint in both Apple OS and Microsoft operating systems

HONORS University of Illinois Dean's List, *Recipient*
U.S. Marines Distinguished Athlete Award, *Recipient*
Carle DeHart Memorial Scholarship, *Recipient*
Marshall Scott Agribusiness Scholarship, *Recipient*
Champaign County Farm Bureau Scholarship, *Recipient*

International Business Immersion Program

2012 Participant Résumés

Adam M. Tallcott
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217-617-5603

Current Address

1903 N. Lincoln Ave. Apt. 120
Urbana, IL 61801

Permanent Address

1426 N. 2250th Ave.
Mendon, IL 62351

EDUCATION **University of Illinois at Urbana-Champaign** Expected Graduation: Dec. 2012
Bachelor of Science in Agriculture and Consumer Economics
Minor - Crop and Soil Management
GPA: 3.90/4.00

EXPERIENCE **Illinois Business Consulting-University of Illinois** September 2011-Present
Consultant

- Worked extensively with a large equipment manufacturer to determine inputs for a financial valuation model of a new technology
- Enhanced communication, presentation, and professional skills through working with a diverse team

Consultant

- Developing action plan to examining alternative fuel sources and their sustainability

Dow AgroSciences

Seed Operations Intern May 2011-August 2011

- Introduced a streamlining idea for implementation within multiple facilities
- Analyzed a company wide seed treatment problem and developed solutions
- Assisted with training program for new treating/bagging systems for multiple plants
- Oversaw a 70 person crew at the seed facility

Monsanto-Lewis Hybrids

Field Sales Intern May 2010-Aug. 2010

- Performed daily field evaluations covering 12,000 acres of corn and soybeans and acquired customer testimonials
- Presented key findings to leaders of the Monsanto Company

Tallcott Farms-Mendon, Illinois

Assistant Manager January 1999-Present

- Strengthen efficiency and productivity of a family farming operation
- Continually develop marketing strategies for grain and cattle operations

Sawmill Technician January 2005-Present

- Provide straight-line edging and planning of lumber as well as kiln drying services

ACTIVITIES FarmHouse Fraternity, *V.P. Risk Management, Chaplain*
Phi Eta Sigma Freshmen Honors Society, *Middle School Math Tutor*
International Business Immersion Program, *Program Intern*

SKILLS Proficient in the use of Mac OS and Windows operating systems

HONORS Jonathan Baldwin Turner Scholar, James Scholar, Dean's List, American FFA Degree

International Business Immersion Program

2012 Participant Résumés

Erin Vogen

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217-898-8221

Current Address

306 W. California Ave.
Urbana, IL. 61801

Permanent Address

1510 River Bluff Ct.
Mahomet, IL. 61853

EDUCATION **University of Illinois at Urbana-Champaign** Graduated: May 2012
Major: Food Science and Human Nutrition
Concentration: Hospitality Management
Bachelor of Science, May 2012

EXPERIENCE **The Vineyard Church** Summer 2011
Intern
• Managed events – conferences and youth programs
• Management assistant in Doppio Café
• Assisted the Business Office Pastor in managing the MERGE program – a social networking and mentoring program for business professionals

• **Outback Steakhouse** Summer 2009 to Spring 2010
Hostess
• Welcomed and seated customers who entered the establishment
• Maintained welcoming atmosphere and took phone reservations

• **Gameday Spirit** Fall 2006- Winter 2008
Cashier
• Sold merchandise, helped customers, cashiered, counted inventory, and cleaned

• **IT Summer Project** Pasadena, California Summer 2010
• Raised support and participated in a team-based intensive project
• Earned a certificate in Perspectives on the World Christian Movement
• Studied major world religions, cultures, and history
• Interacted with leaders of institutions representing other major religions

ACTIVITIES

• **Campus Crusade for Christ, Bible Study Leader, 2009-2012**
• On a weekly basis, lead a student leaders' bible study, participate in a leaders bible study, counsel with professional staff member, and mentor student leaders. Engaged in monthly leadership and planning programs

COMMUNITY SERVICE

• Raised support and participated in short-term missions work in Mazatlan, Mexico- Summer 2004, 2005, 2006, 2007
• 5 week short term mission and internship Summer 2008

SPECIAL INTERESTS AND ABILITIES

Cultures, language and travel- French Honor Society
Theater/Drama- International Thespian Society

International Business Immersion Program

2012 Participant Résumés

Christopher Waddell

waddell3@illinois.edu
217-820-8384

Current Address

809 W. Pennsylvania Ave.
Urbana, IL 61801

Permanent Address

1466 N. 1800 E. Road
Taylorville, IL 62568

EDUCATION	University of Illinois at Urbana-Champaign College of Agricultural, Consumer and Environmental Sciences <i>Majoring in Crop Sciences with a concentration in Plant Biotechnology and Molecular Biology</i> Minor- Chemistry Current GPA 3.72 / 4.00	Expected Graduation: May 2013
EXPERIENCE	Waddell Farms Farm Assistant <ul style="list-style-type: none">Assisted in many aspects on family's grain and livestock farm.Raised and showed swine, corn, and soybeans for 4-H and FFA projects Taylorville High School Chain Crew Taylorville Park District Volunteer Baseball Coach	Lifetime 2008-2009 2008-2010
ACTIVITIES	Farmhouse International Fraternity <ul style="list-style-type: none">Participated in numerous service events, both on and off campus.Attended leadership conferences and participated in intramural sports.As V.P. Internal Operations managed day-to-day house functions. Field and Furrow <ul style="list-style-type: none">Closely interacted with the instructors and fellow students in Crop Sciences. Chemistry React Program <ul style="list-style-type: none">Taught chemistry to local grade school students. Illini Pride and Orange Krush <ul style="list-style-type: none">Raised money as part of a student group for charity. ExplorAces- Steering Committee <ul style="list-style-type: none">Co-Director of organizing food and entertainment for the event.	2010-2011 2009-2011 2009-2010 2009-2011 2011-2012
SKILLS	Proficient with Microsoft Office and iWork Programs Strong Communication and Interpersonal Skills	
HONORS	University of Illinois James Scholar National Society of Collegiate Scholars Member Phi Eta Sigma Freshman Honor Society Alpha Zeta Honorary Agricultural Fraternity Atius-Sachem Leadership Honorary	

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Nicklaus K. White

Nwhite41@gmail.com
217-440-5118

Current Address

1105 South 4th Street
Champaign, Illinois 61820

Permanent Address

1313 South 29th Street
Quincy, Illinois 6 2301

EDUCATION **University of Illinois at Urbana-Champaign** Expected Graduation: May 2013
Bachelor of Science in Agriculture and Consumer Economics
Concentration: Finance in Agribusiness
GPA: 3.63/4.00

EXPERIENCE **National Agri-Marketing Association** September 2011-Present
President

- Lead and organize the business plan for product development and growth
- Collaborate with team members to create a marketing plan to establish brand
- Project three years of growth through various financial statements
- Compete in national competition in Kansas City, Missouri among 20 universities
- Develop relationships with professionals in leading agricultural corporations

Golf Resources Group

Intern May 2011-August 2011

- Developed necessary skills to efficiently handle accounts receivable and payable
- Managed over \$70,000 a day in deposits and out-going checks
- Evaluated accounting systems at multiple country clubs to improve growth of business
- Accumulated knowledge of pro forma statements necessary for business expansion
- Contributed in the development of proposals for structures on company property

Dot Foods, Inc.

Scholarship Student May 2009-August 2010

- Assisted in developing and implementing safety reports for over 1,700 cases
- Prioritized and cataloged 500 hazardous materials in an Occupational Safety and Health Administration binder
- Planned and ran weekly meetings for scholarship students, while formatting and managing 750 employee paperwork files
- Promoted and implemented marketing strategies across company facility

ACTIVITIES Sigma Phi Epsilon Fraternity, *V.P. Member Development, V.P. Communications, Standards*
International Business Immersion Program

SKILLS Proficient in the use of Mac OS and Windows operating systems and Microsoft programs

HONORS Deans List – Fall 2011
Dot Foods Inc. Scholarship – Summer 2009

International Business Immersion Program

2012 Participant Résumés

Talha Zamir

Talhamir18@gmail.com
630-540-6466

Current Address

809 W. Springfield Apt # 101
Urbana, IL 61801

Permanent Address

549 Ivory Ln
Bartlett, IL 60103

EDUCATION **University of Illinois at Urbana-Champaign** Expected Graduation: Dec. 2012
Bachelor of Science in Ag-Finance
Minor - Business
GPA: 3.01/4.00

EXPERIENCE **William Wrigley Jr. Company** May 2011 – Aug 2011
Financial Planning and Analysis Intern
• Prepared and analyzed Profit and Loss Statement and cost accounting reports
• Utilized SAP and Hyperion Financial Management (HFM) to export Reports, adjust journal entries, and modify accounts
• Supported Deloitte Consultants in Merging Wrigley's financial reporting with Mars Inc.
• Participated in Global conference calls to present audit report to different legal entities
• Audit Hedge Contracts for Wrigley Treasury Group and organized vendor master data for procurement

Audit Intern December 2011 – January 2012
• Reconcile and audit financial statements from SAP to Hyperion

College Works Painting

Business Manager October 2009 – June 2010
• Managed a painting business worth \$10,000
• Hired and efficiently lead a team of five workers
• Communicated in person with various clients; advertised and promoted own business
• Calculated Payroll worth \$800 biweekly and conducted cost-benefit analysis

University Extension Financial Awareness Program

Peer Educator Intern May 2010-Aug. 2010
• Present on financial topics such as managing spending, credit use, and understanding benefits in job offers
• One on one assistance on personal financial planning and credit report breakdown
• Guest Lecture at outreach programs across the university and Illini Network Channel

ACTIVITIES Finance Club, *Member*
Pakistani Student Association, *Treasurer*
Illini Cricket Board, *Team Captain*
Minority Business Student Association, *Member*

SKILLS Proficiency in Microsoft Excel, Word and Visio; Moderate Understanding of SAP and HFM

Flight, Lodging, and Contact Information

Europe 2012

DEPARTURE: We are flying out of Chicago O'Hare Airport (ORD) with United Airlines to Brussels National Airport (BRU). A chartered coach will take us from the Belgium airport to our accommodation in Leuven.

The specific information for our departure is as follows:

Saturday, May 12th

Champaign/Urbana Group

MEETING TIME: **11:40AM, ACES Library Circle Drive**

DEPART: **ACES Library at 12:00PM** to Chicago O'Hare.

Chicago Group

MEETING TIME: **3:00 in front of United Airlines Terminal 1, Chicago O'Hare Airport.** Gather with group; collect departure materials.

- Check-in with Jessa or Adam once you arrive at the airport (three hours prior to departure)
- Re-report once your bag is checked, before going to security.
- Finally, report to the gate at **5:00pm** for boarding.

Flight Itinerary

United Airlines Flight UA 972 (ORD to BRU)

Arrive Brussels at 9:20AM Sunday May 13, 2012

Other Departure Information

- Electronic tickets – Itineraries emailed to you by April of Frosch Travel
- You are responsible for knowing your itinerary, checking yourself and your bag in, and having your PASSPORT on you
- You will each be asked to carry on some IBIP equipment (video cameras, tripods, video drives) in your carry-on bag or resume/trip books in your checked bags. Please be mindful of leaving space for these few items.
- United Airlines – www.united.com

PRIMARY CONTACTS: Both Richard Vogen and Jessa Barnard will be available via email during the trip. For emergencies, contact Jessa via her cell phone (she can receive calls and SMS in Europe). Office numbers are for contact prior to departure on May 12 or after return on May 26. These should be used in case of EMERGENCY only.

Richard Vogen

Office: 217-244-8768

Mobile: 217-778-6026

Email: vogen@illinois.edu

Jessa Barnard

Office: 217-244-4796

Mobile: 618-210-8502

Email: jbecker2@illinois.edu

LODGING: We will be staying in Leuven for the nights of Sunday, May 13th to Thursday, May 17th. This institute will serve as our “base of operations” for the first week. The hotel contact info is as follows:

The Louvain Institute for Ireland in Europe (Irish College)
Janseniusstraat 1
3000 Leuven, Belgium
Tel: 32-16-31 04 30; Fax: 32-16-31 04 31
<http://www.louvaininstitute.com/index.asp>
reception@louvaininstitute.com

In Leuven we are being hosted by the Graduate School of Business Studies, Katholieke Universiteit Leuven, Belgium.
Our host contact there is:

Piet Sercu
KU Leuven
Naamsestraat 69
3000 Leuven, Belgium
Tel +32/16/326623
Piet.Sercu@econ.kuleuven.be
<http://www.LSBE.be>

From Leuven, we travel by charter coach to Leiden, NL on May 18, 2011. From May 18-May 21 we will be staying in Leiden, NL.

Hotel Nieuw Minerva
Boommakkt 23
2311 EA Leiden, Netherlands
Tel: 00 31 (0)71-5126358
Fax 00 31 (0)71-5142674
e-mail: hotel@nieuwminerva.nl
www.nieuwminerva.nl

From Leiden, NL we will travel to Duisburg, Germany and stay overnight May 22, and 23.

Hotel Rheinischer Hof Duisburg
Mülheimer Straße 119
47058 Duisburg, Germany
Phone: +49-203-332446
uk23@debitel.net (Andrea Kummel)

From Duisburg on Thursday, May 24th we will overnight in Einbeck Germany

Hotel Panorama
Mozartstrasse 2-6
37574 Einbeck, Germany
+49 (0) 55 61 93 77 0
<http://www.panorama-einbeck.de>

On Friday, May 25th we will stay in Frankfurt, Germany.

Holiday Inn Frankfurt Airport - North
Isenburger Schneise 40
60528 Frankfurt, Germany
Phone: +49 69 67840
Fax: +49 69 6784190

Flight Itinerary:

United Airlines Flight UA 941
Depart Frankfurt International Airport at 12:45pm on 5/25/12
Arrive Chicago O'Hare Airport 2:55pm
Shuttle Service to Champaign

If we make changes/additions to our itinerary after we have left, we will notify Meredith Blumthal Director, ACES Study Abroad, of the changes and the new contact information. Meredith can be reached at:

Meredith Blumthal
College of Agricultural, Consumer and Environmental Sciences
128 Mumford Hall, 1301 West Gregory Drive
Urbana, IL 61801, USA
Phone: 217-333-3380
Email: mblumtha@illinois.edu

Other Emergency Contacts:

Jessa Barnard (618-210-8502), Richard Vogen (217-778-6026), and Bryan Endres (217-621-7724) can receive calls on their mobile phones any time except during flights

Embassy of the United States of America
Regentlaan 27 Boulevard du Régent
B-1000 Brussels, Belgium
Phone: +32-2-508-2111; Fax: +32-2-511-2725

University of Illinois Study Abroad Office
24-hour Emergency Hotline: 217-333-6322

University of Illinois Emergency Dean, UIUC Office of the Dean of Students
217-333-0050

US State Department's Overseas Citizen Services

Your family may need to reach you because of an emergency at home or because they are worried about your welfare. If they can not reach us at one of our hotels or cell phones, they should call the State Department's Overseas Citizens Services at (202) 647-5225. The State Department will relay the message to the consular officers in the country in which you are traveling. Consular officers will attempt to locate you, pass on urgent messages, and, consistent with the Privacy Act, report back to your family.

Overseas Citizens Services

Department of State
Room 4811, Washington, D.C. 20520
From within the U.S.: 1-888-407-4747
From outside the U.S.: 1-202-501-4444
http://travel.state.gov/travel/tips/emergencies/emergencies_1212.html

