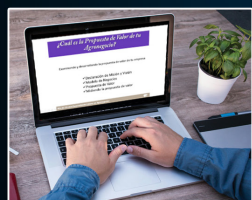


STAKEHOLDER NEWS



USSEC Practical and Strategic Education for the Next Generation of Ag Business Leaders

USSEC (United States Soybean Export Council) and the IGP Institute (International Grains Program) at Kansas State University have partnered to create a program featuring live virtual and on-demand classes promoting expertise in business management for livestock, aquaculture, and feed businesses in Latin America. Courses are designed to help participants acquire the capabilities that will allow them to recognize the needs of the future in managing their businesses in an ever more complex business environment.



Colombia Session: 40 participants

Latin America Session: 24 participants
El Salvador, Honduras, Nicaragua and Venezuela

IGP Institute Partners with USSEC to Train Next Generation of Ag Business Leaders from Latin America

From the 12th of July to the 21st of September, IGP delivered a USSEC sponsored short course *Practical and Strategic Education for the Next Generation of Agribusiness Leaders – Latin America Emerging Markets*, that included participants from Colombia, El Salvador, Honduras, Nicaragua, and Venezuela.

Through this USSEC sponsored project, IGP worked closely with more than 60 potential agribusiness leaders. These individuals between the ages of 30 to 45 years may eventually lead large swine, poultry, and cattle operations. Their companies will need to assess their businesses from new perspectives and develop strategies for future success. The course facilitated this process by providing training for a range of business skills to further develop their management capabilities.

The two short courses consisted of 10, two-hour sessions of live instructional presentations on each topic, along with 10 on-demand sessions of translated video recordings, quizzes, and other materials delivered via the Canvas platform.

The joint project helped develop a continued preference for U.S.-produced commodities, including U.S. soybeans, soybean meal, soy oil, and other related soy products.



KANSAS STATE UNIVERSITY

September Participant Numbers

149

Distance

8

On-site



September Trainings and Activities

- IAOM–KSU Advanced Milling Principles: 8 participants
- SEC Americas Basic Level Poultry Track course: 53 participants
- IGP – USSEC Developing Capabilities of the Next Generation of Agri-Business Leaders – Colombia: 40 participants (July–September)
- IGP – USSEC Developing Capabilities of the Next Generation of Agri-Business Leaders – Latin America Emerging Markets (El Salvador, Honduras, Nicaragua): 24 participants (July–September)
- Presented Notes and Observations in International Commodity Markets. A weekly set of headline articles of events impacting the international grain and oilseed markets; distributed to faculty, key stakeholders, and an international audience, as well as being posted on the Ag Manager website. Learn more at <https://www.grains.k-state.edu/igp/on-site-training/grain-marketing/>
- Recap of Weekly U.S. Grain and Oilseed Export Shipment and Sales. A weekly set of analysis and data recapping the recent and year to date export shipment and sales. Distributed internally to IGP and to key stakeholders, and an international audience, as well as being posted on the Ag Manager website.
- KSU Agriculture Today, with Eric Atkinson – Podcast: Prepared and presented the 20 minute podcast covering: “Highlights of Issues Facing the International Grain Trade” reflected in this month’s USDA WASDE International Trade Markets Report
- Presented Oilseed Market Overview and Outlook – USSEC Taiwan
- Attended online meeting of U.S. Cotton Board – Cotton & Coffee Episode 17: “Cotton Market Outlook - Jon Divine”
- Attended U.S. Wheat Associates – Panama: “On-Line” Presentation to Importer and End User Group – “U.S. Inland Logistics: Moving Grain from Farm to Export Destinations”
- Guest presenter for AGECE 410 – Agriculture Policy
- Attended U.S. Wheat Associates – Venezuela: “On-Line” Presentation to Importer and End User Group – “U.S. Inland Logistics: Moving Grain from Farm to Export Destinations”
- Attended IAOM Annual Conference in Little Rock, Arkansas
- Presented IGP overview to the Optimist Club
- Participated in round table discussions with USSEC on sustainability in feed manufacturing
- Presented on grain storage in behalf of Bureau Veritas for Paraguay on grain storage
- Organized and moderated a webinar on behalf of the U.S. Livestock Genetic Export and the Illinois Department of Agriculture on biosecurity and the farm and transportation
- Presented on behalf of the Center for Sorghum Improvement at the CNFA training on sorghum seed storage for small scale farmers
- Presented at USSEC MENA Twentieth Poultry Production Training Program on mycotoxin control and grain storage
- Presented on behalf of USSEC in Feed Mill Biosecurity in the Dominican Republic
- Participated in USSEC SEC’s Global Steering Committee meeting
- Presented on behalf of USSEC to GRETAVI Guatemala on Feed Manufacturing
- Participated in the USSEC SEC Digital Platform meeting
- Presented at the Virtual Expo Leche Guatemala on quality control and optimizing feed production
- Conducted the USSEC Soybean Oil Meal Production and Usage Workshop for South Asia
- Presented at the SEC Americas Poultry course