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

www.ibip.illinois.edu
## Contents

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Course Syllabus</td>
<td>7</td>
</tr>
<tr>
<td>Study Tour Itinerary</td>
<td>12</td>
</tr>
<tr>
<td>IBIP Instructors</td>
<td>24</td>
</tr>
<tr>
<td>Participants At a Glance</td>
<td>26</td>
</tr>
<tr>
<td>Program Participants Profiles and Biographies</td>
<td>27</td>
</tr>
<tr>
<td>Participant Résumés</td>
<td>33</td>
</tr>
<tr>
<td>Contact Information</td>
<td>60</td>
</tr>
</tbody>
</table>
Firm, Channel, and Industry Dynamics Within the European Agri-Food Sector

Richard A. Vogen  
Email: vogen@illinois.edu  
Phone: 217-244-8768  
Office: 210 Mumford Hall

Jessa Barnard  
Email: jbecker2@illinois.edu  
Phone: 217-244-4796  
Office: 304c Mumford Hall

Lynnea Johnson  
Email: lsjohnso@illinois.edu  
Phone: 217-333-8335  
Office: 414 Wohlers Hall

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://ehbsp.harvard.edu/ch/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

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

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 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 PowerPoint 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 PowerPoint 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:

- Provides each group the opportunity to interview someone else about their topic and to analyze and evaluate this person’s perspectives on your topic
- Familiarizes your group with the video equipment and editing video using Apple iMovie
- Provides material for your group research and final video project
- 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 online 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:

- What is the day and date for the entry?
- Where did we go?
- When or in what sequence did we go to each event?
- With whom did we meet?
- What were the 3-5 most interesting things we learned?
- 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.
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

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: Viurkruisen 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
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.eu

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
<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>1:00 pm</td>
<td>Departure to Kraft Foods Chocolate Plant</td>
</tr>
<tr>
<td>2:00 pm</td>
<td>Arrive at <strong>Kraft Foods Chocolate Plant</strong></td>
</tr>
<tr>
<td></td>
<td>Kraft Foods, Côte d’Or Chocolate Plant</td>
</tr>
<tr>
<td></td>
<td>Brusselsesteenweg 450B</td>
</tr>
<tr>
<td></td>
<td>1500 Halle, Belgium</td>
</tr>
<tr>
<td></td>
<td>Tel: +32 (0) 2 361 56 13</td>
</tr>
<tr>
<td></td>
<td>Host: Philippe Houssemand</td>
</tr>
<tr>
<td></td>
<td>Assoc. Director R&amp;D Chocolate, Western Europe Cluster</td>
</tr>
<tr>
<td></td>
<td>Tel: +49 7621 414 7232</td>
</tr>
<tr>
<td></td>
<td>Mobile: +49 162 240 7232</td>
</tr>
<tr>
<td></td>
<td><a href="mailto:phoussemand2@kraftfoods.com">phoussemand2@kraftfoods.com</a></td>
</tr>
<tr>
<td>3:00 pm</td>
<td>Factory Tour</td>
</tr>
<tr>
<td>5:00 pm</td>
<td>Côte d’Or Museum and wrap-up discussions</td>
</tr>
<tr>
<td>6:00 pm</td>
<td>Depart for Leuven</td>
</tr>
<tr>
<td>7:00 pm</td>
<td><strong>Leuven Institute / Irish College</strong></td>
</tr>
<tr>
<td></td>
<td>Dinner and Free time on your own</td>
</tr>
</tbody>
</table>
|        | *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*

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00 am</td>
<td>Breakfast at Irish College</td>
</tr>
<tr>
<td>8:30 am</td>
<td>Depart Leuven Institute/Irish College</td>
</tr>
<tr>
<td>10:00 am</td>
<td>Free time in Brugge (Bruges), Belgium</td>
</tr>
<tr>
<td>2:30 pm</td>
<td>Depart Brugge (Bruges)</td>
</tr>
<tr>
<td>3:30 pm</td>
<td>Free time in Brussels, Belgium</td>
</tr>
<tr>
<td>7:00 pm</td>
<td>Depart Brussels</td>
</tr>
<tr>
<td>7:30 pm</td>
<td><strong>Leuven Institute / Irish College</strong></td>
</tr>
<tr>
<td></td>
<td>Dinner and Free time on your own</td>
</tr>
<tr>
<td></td>
<td>*Remember to charge cameras</td>
</tr>
</tbody>
</table>

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

*Jeans / IBIP Polos*

<table>
<thead>
<tr>
<th>Time</th>
<th>Activity</th>
</tr>
</thead>
<tbody>
<tr>
<td>6:00 am</td>
<td>Breakfast and check-out at the Irish College</td>
</tr>
<tr>
<td>6:30 am</td>
<td>Depart Leuven Institute/Irish College</td>
</tr>
<tr>
<td>7:30 am</td>
<td><strong>Mechelse Veilingen (Vegetable Auction)</strong></td>
</tr>
<tr>
<td></td>
<td>Mechelsesteenweg 120</td>
</tr>
<tr>
<td></td>
<td>2860 St.-Katelijne-Waver, Belgium</td>
</tr>
<tr>
<td></td>
<td>Tel: +32 015-565 207</td>
</tr>
</tbody>
</table>
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@landmark.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
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@gebroedersduijvestijn.nl
http://www.gebroedersduijvestijn.nl
11:30 am  Depart Duijvesteijn
11:45 am  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
rijkzaannederland@rijkzwaan.nl
http://www.rijkzwaan.nl

3:30 pm  Depart Rijk Zwaan

4:30 pm  **Rotterdam Harbor Boat Tour**
http://www.spiido.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**

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-Tied 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) 151112165781

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
TTendick@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

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 alumnus 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.
<table>
<thead>
<tr>
<th>Name</th>
<th>Major</th>
<th>Graduation</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Zachary Baumann</td>
<td>ACES Agribusiness</td>
<td>May 2014</td>
<td><a href="mailto:baumann6@illinois.edu">baumann6@illinois.edu</a></td>
</tr>
<tr>
<td>Joshua Bender</td>
<td>ACES Agri-economics</td>
<td>May 2013</td>
<td><a href="mailto:bender8@illinois.edu">bender8@illinois.edu</a></td>
</tr>
<tr>
<td>Scott Dettro</td>
<td>BUS Accounting</td>
<td>May 2014</td>
<td><a href="mailto:dettro2@illinois.edu">dettro2@illinois.edu</a></td>
</tr>
<tr>
<td>Matthew Dollyinger</td>
<td>ACES Agribusiness</td>
<td>May 2014</td>
<td><a href="mailto:dolling2@illinois.edu">dolling2@illinois.edu</a></td>
</tr>
<tr>
<td>Colleen Dumke</td>
<td>ACES Financial Planning</td>
<td>May 2014</td>
<td><a href="mailto:dumke2@illinois.edu">dumke2@illinois.edu</a></td>
</tr>
<tr>
<td>Jennifer Ewing</td>
<td>ACES Agri-economics</td>
<td>May 2013</td>
<td><a href="mailto:ewing6@illinois.edu">ewing6@illinois.edu</a></td>
</tr>
<tr>
<td>Kristopher Friedlein</td>
<td>BUS Accounting</td>
<td>Dec 2014</td>
<td><a href="mailto:friedle2@illinois.edu">friedle2@illinois.edu</a></td>
</tr>
<tr>
<td>Kristian Gallivan</td>
<td>ACES Agri-economics</td>
<td>Dec 2013</td>
<td><a href="mailto:galliva1@illinois.edu">galliva1@illinois.edu</a></td>
</tr>
<tr>
<td>Andrew Harmon</td>
<td>ACES Tech. Systems Mgmt.</td>
<td>May 2014</td>
<td><a href="mailto:harmon12@illinois.edu">harmon12@illinois.edu</a></td>
</tr>
<tr>
<td>Annie Hsieh</td>
<td>ACES Agri-economics</td>
<td>May 2014</td>
<td><a href="mailto:hsieh34@illinois.edu">hsieh34@illinois.edu</a></td>
</tr>
<tr>
<td>Allison Kazaitis</td>
<td>BUS Process Management</td>
<td>May 2014</td>
<td><a href="mailto:kazaiti2@illinois.edu">kazaiti2@illinois.edu</a></td>
</tr>
<tr>
<td>Shawn Kinkade</td>
<td>ACES Agri-Accounting</td>
<td>May 2013</td>
<td><a href="mailto:skinkad2@illinois.edu">skinkad2@illinois.edu</a></td>
</tr>
<tr>
<td>Kelsey Koster</td>
<td>ACES Agribusiness</td>
<td>May 2013</td>
<td><a href="mailto:koster1@illinois.edu">koster1@illinois.edu</a></td>
</tr>
<tr>
<td>Paige Leyden</td>
<td>ACES Agri-economics</td>
<td>May 2014</td>
<td><a href="mailto:leyden3@illinois.edu">leyden3@illinois.edu</a></td>
</tr>
<tr>
<td>Amelia Martens</td>
<td>ACES Agri-communications</td>
<td>May 2014</td>
<td><a href="mailto:martens7@illinois.edu">martens7@illinois.edu</a></td>
</tr>
<tr>
<td>Melissa McClain</td>
<td>ACES Agri-accounting</td>
<td>May 2013</td>
<td><a href="mailto:mmccla3@illinois.edu">mmccla3@illinois.edu</a></td>
</tr>
<tr>
<td>Kathryn Mumm</td>
<td>BUS Management</td>
<td>May 2013</td>
<td><a href="mailto:mumm1@illinois.edu">mumm1@illinois.edu</a></td>
</tr>
<tr>
<td>Carlee Silver</td>
<td>ACES Agribusiness</td>
<td>May 2014</td>
<td><a href="mailto:silver15@illinois.edu">silver15@illinois.edu</a></td>
</tr>
<tr>
<td>Melissa Sutherland</td>
<td>BUS Accounting</td>
<td>May 2014</td>
<td><a href="mailto:sutherlf6@illinois.edu">sutherlf6@illinois.edu</a></td>
</tr>
<tr>
<td>Lena Swearingen</td>
<td>ACES Agribusiness</td>
<td>May 2013</td>
<td><a href="mailto:swearin3@illinois.edu">swearin3@illinois.edu</a></td>
</tr>
<tr>
<td>Adam Tallcott</td>
<td>ACES Agri-economics</td>
<td>Dec 2012</td>
<td><a href="mailto:tallcot2@illinois.edu">tallcot2@illinois.edu</a></td>
</tr>
<tr>
<td>Derek Thielson</td>
<td>BUS Accounting</td>
<td>May 2013</td>
<td><a href="mailto:thielse1@illinois.edu">thielse1@illinois.edu</a></td>
</tr>
<tr>
<td>Erin Vogen</td>
<td>ACES Food Science/ Nutrition</td>
<td>May 2012</td>
<td><a href="mailto:vogen1@illinois.edu">vogen1@illinois.edu</a></td>
</tr>
<tr>
<td>Christopher Waddell</td>
<td>ACES Crop Sciences</td>
<td>May 2013</td>
<td><a href="mailto:waddell3@illinois.edu">waddell3@illinois.edu</a></td>
</tr>
<tr>
<td>Nicklaus White</td>
<td>ACES Agri-finance</td>
<td>May 2013</td>
<td><a href="mailto:white41@illinois.edu">white41@illinois.edu</a></td>
</tr>
<tr>
<td>Muhammad Zamir</td>
<td>ACES Agri-Finance</td>
<td>May 2013</td>
<td><a href="mailto:mzamir2@illinois.edu">mzamir2@illinois.edu</a></td>
</tr>
</tbody>
</table>
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.
Jennifer 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 ÉI 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.
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.
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 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 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 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.
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, Pennyathletictes.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

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
Splash City Family Waterpark–Head Guard
May 2008–Present
• 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
Josh Bender
bender8@illinois.edu
(847) 873-4841

**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

**EXPERIENCE**

**Illinois Business Consulting**
August 2011 – Present

*Consultant*
• Selected into an elite student run consulting organization focused on delivering comprehensive modern solutions
• Utilized professors’ opinions and online databases to provide research for a Fortune 500 company
• Provided an in depth recommendation on the future use of alternative energies in utility tractors

**Phi Sigma Pi Honors Fraternity**
August 2010–December 2011

*Initiate Class President*
• Organized initiate class unity and bonding experiences throughout the semester
• Provided suggestions and ideas for the improvement of the chapter
• Coordinated and ran initiate events

**Hillel Leadership Council**
August 2010 – May 2011

*Director of Fraternal and Panhellenic Relations*
• Coordinated events by networking with the leaders of fraternities and sororities as well as the leaders of Hillel
• Conducted entertaining events throughout the year such as Greek Shabbat Night and Greek Iron Chef Night
• Contacted fraternities and sororities across campus to encourage participation at Hillel

**Alpha Epsilon Pi Fraternity**
November 2009 – Present

*Philanthropy Committee Leader*
• Ensure the success of philanthropic events through use of promotional tactics that create awareness
• Initiate and organize fundraising ideas for fraternity-based philanthropic events

**ACTIVITIES**

**The Cove School**
May 2011 – August 2011

*Teacher’s Assistant*
• Applied various strategies to accommodate each student’s learning styles and needs
• Instructed students with special needs in all academic areas
• Collaborated with staff members to ensure a high quality educational program

**Skills**

Proficient with Microsoft Word, Excel, PowerPoint, Visio
Scott Dettro
dettro2@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  
Bachelor of Science in Accounting  
Major - Accounting  
GPA: 3.57

EXPERIENCE
Kam’s  
Doorman  
Champaign, IL 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  
Lifeguard  
Champaign, IL 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  
Counselor  
Champaign, IL 06/2010-07/2010  
• Socialized and interacted with 30 children utilizing teamwork and leadership abilities

St. Charles Sportsmen’s Club  
Trap Help  
Champaign, IL 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
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
Bachelor of Science in Agriculture and Consumer Economics
GPA: 3.85/4.00

EXPERIENCE
John Deere & Co
Marketing Intern
May 2011-August 2011
- 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-Fall 2007
- 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

ACTIVITIES
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
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
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
Instructor
Elmhurst, IL
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
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  
Bachelor of Science in Agriculture and Consumer Economics  
Minor – Communications  
GPA: 3.37/4.00

Lincoln Land Community College  
Associates in Science  
GPA 3.899/4.0

EXPERIENCE

Ewing Angus  
Co-Owner/Herdsmen  
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
Kristopher A. Friedlein
friedle2@gmail.com
(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
Bachelor of Science in Accountancy
GPA: 3.43/4.00

EXPECTED GRADUATION: Dec. 2014

EXPERIENCE
University of Illinois Women’s Basketball – Champaign, IL
Student Manager
September 2010 - Present
• 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
Honor Caddie
May 2007 - Present
• 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
Job Shadow
January 6, 2012
• Worked with company employees on case studies that exemplified the daily tasks / operations within the company.

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

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
Bachelor of Science in Agriculture and Consumer Economics
Concentration: Agribusiness Markets and Management
GPA: 3.11/4.00

Expected Graduation: Dec. 2013

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
Job Shadow
July 2011
• 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
Club Member
October 2011 - Present
• 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
Assistant Manager
January 2011-February 2012
• 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

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
Student Help
December 2011-Present
• Clean seed for next year’s crop
• Sample plots for research studies

Illinois Crop Improvement Association
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
Pollinator
Summer 2009
• Precisely pollinated corn for hybrid seed production

ACTIVITIES
FarmHouse Fraternity
Vice President of Internal Operations 2011
• 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
Member 2010-Present
• 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
Annie Hsieh  
Hsieh34@illinois.edu  
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

**El 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*  
*Field Intern*  
Albi, France  
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

**ACTIVITES**  
*Alpha Zeta Fraternity*  
*Feeding Minds Junior*  
Aug 2011-Present  
- 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*  
*Active Member*  
Aug 2011-Present  
- 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*  
*Usher*  
Jan 2011-Present  
- 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*  
*Active member*  
Aug 2010-Present  
- 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
Allison M. Kazaitis  
kazaitis2@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

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
**Shawn Patrick Kinkade**  
skinkad2@illinois.edu  
(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  
Teller  
December 2008-March 2011

- 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
Kelsey R. Koster
koster1@illinois.edu
630-329-7559

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

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

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

International Business Immersion Program
2012 Participant Résumés
Paige Leyden
paigeleyden@gmail.com
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
Amelia M. Martens  
martens7@illinois.edu  
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  
Bachelor of Science in Agriculture Communications  
GPA: 3.95/4.00

EXPECTED GRADUATION: May 2014

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  

• 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
Melissa McClain
mmccla3@illinois.edu
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

**ACTIVITES**

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
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
Expected Graduation: May 2013
Bachelor of Science in Marketing, Bachelor of Science in Management
Double Major - Marketing, Management
GPA: 3.70/4.00

EXPERIENCE
University of Illinois - Office of Business and Financial Services
Champaign, IL
Office and Communications Assistant
February 2012 – Present
• 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

Intern for Business Travel
September 2011 – December 2011
• Budgeted for the Travel Fair to take place on all three University of Illinois campuses
• Procured as well as created promotional items

Mid America Motorworks
Effingham, IL
Intern in Marketing, Communications, and Events
June 2011 - July 2011
• 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

Kohl's Department Store
Effingham, IL
Point of Sale Associate
May 2009 - August 2010
• 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

SKILLS
Proficient with Microsoft Word, Excel, PowerPoint, Outlook, Firefox, Internet Explorer

ACTIVITIES
International Business Immersion Program
University of Illinois American Marketing Association
Orange Krush
Intramural Volleyball and Basketball

HONORS
Dean's List Fall 2011
Dean's List Spring 2011
Dean's List Fall 2010
CARLEE R. SILVER
silver15@illinois.edu
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

ACTIVITES
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
Melissa Sutherland
melissa.sutherland4@gmail.com
224-213-0161

**Current Address**
410 E. Green Street, #409
Champaign, IL 61820

**Permanen Address**
10725 Grand Canyon Ave.
Huntley, IL 60142

**EDUCATION**
University of Illinois at Urbana-Champaign
Bachelor of Science in Accountancy, James Scholar
GPA: 3.65/4.00

**EXPERIENCE**

**University of Illinois Foundation**
Champaign, IL
Corporate Research Assistant
October 2010 – Present
• Conducted corporate research for specific corporations, foundations, and public charities
• Updated the donor database daily with the latest financial, contact, and organizational information
• Managed a private list of 50 corporations to maintain accurate records of highly sensitive data
• Assisted supervisor in gaining prospective clients by collecting relevant business data
• Developed strong data entry skills from daily use of the University-wide database

**Chicago International Trucks**
Carol Stream, IL
Administrative Assistant
December 2011 – January 2012
• Assisted the branch manager in analyzing annual financial data to project the 2012-year company plan
• Participated in preparation and conduction of the annual physical inventory of $1.6 million worth of parts

**Chicago International Trucks**
Carol Stream, IL
Office Assistant
June 2010 – August 2010
• Managed sales transactions averaging $8,000 per day
• Organized and maintained all branch records of daily sales transactions in a company database
• Revised and formatted spreadsheets for monthly employee efficiency reports
• Responded to customer inquiries and directed phone calls throughout the branch and company
• Developed strong communication skills between customers and employees

**ACTIVITIES**
Alpha Kappa Psi Professional Business Fraternity, Event Coordinator
College of Business Peer Advising Program, Peer Advisor
International Business Immersion Program, 2012 Participant
Phi Eta Sigma Freshman National Honor Society, Member

**SKILLS**
Proficient with Microsoft Office Suite, company-specific databases, and data entry

**HONORS**
Dean's List | Spring 2011
Illinois State Scholar
Lena R. Swearingen
swarin3@illinois.edu
309-838-9841

**Current Address**
304 E. Daniel St. Apt #606
Champaign, IL 61820

**Permanent Address**
23577 N 1750 E RD.
Hudson, IL 61748

**EDUCATION**
**University of Illinois at Urbana-Champaign**
Bachelor of Agribusiness Marketing & Management
Minor in Environmental Economics
GPA: 3.30/4.00

**EXPERIENCE**

**Dameron Angus Farm**
*Show Barn Assistant*
November 2009-Present
- Maintained a close relationship with customers as well as coordinated their showmanship clinic
- Responsible for getting the cattle ready to show and for the annual sale in November
- Attended all National cattle shows and took care of livestock

**McLean County Parks**
*Assistant Beach Manager*
May 2007- August 2011
- Certified in CPR, First Aid, AED, and waterfront lifeguarding through the American Red Cross
- Coordinated events at the lake ranging from birthday parties, baptisms and diving camps
- Managed beach facility by maintaining cleanliness and patron satisfaction

**Urbana Country Club**
*Life Guard*
May 2011- August 2011
- Saved two fully submerged, active drowning victims this summer
- Supervised birthday parties, country club events, and holiday parties after normal pool hours are closed
- Organized a team of lifeguards to effectively minimize the risk for patrons on the pool deck

**Hinshaw Farms**
*Assistant Manager*
Fall 2003 – Fall 2009
- Lead a crew of five hired men to distribute tasks to optimize production through day to day tasks
- Cared for various species of livestock through daily feedings and pen cleanings
- Prepared cattle for sale which were sold to families throughout Illinois

**ACTIVITES**
Kappa Delta Sorority, *Standards Board Junior Representative*
Hoof and Horn Club, *President*
International Business Immersion Program, *Selected Candidate*

**SKILLS**
Excellent typing skills and proficient in the use of Windows operating systems
Adam M. Tallcott  
adam.tallcott@gmail.com  
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  

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  
January 1999-Present

Assistant Manager  
• 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
Derek L. Thielsen
Thielse1@illinois.edu
847-227-7399

Current Address
1001 W. Stoughton St.
Urbana, IL 61801

Permanent Address
224 N. Clark Dr.
Palatine, IL 60074

EDUCATION
University of Illinois at Urbana-Champaign
Bachelor of Science in Accounting
GPA: 3.52/4.00

EXPERIENCE
PennyAthletics.com
CEO/Founder
December 2010-January 2012
• Founded PennyAthletics.com, a website dedicated exclusively to sporting good auctions
• Researched and contracted a web developer to fully design and code the website
• Conducted extensive market research to analyze the competition and obtain a competitive advantage

Customer Support Representative
• Monitored customer emails daily regarding complaints and suggestions
• Broadcasted and instituted resolutions dealing with website malfunctions

Northwestern Mutual
Job Shadow
January 2010
• Shadowed three professionals in the insurance claims department
• Discussed hypothetical scenarios and future goals within branch
• Debriefed with top management on pros and cons within organization

Hollister Co.
Sales Associate/Model
May 2008-Aug. 2010
• Worked in a fast paced environment while effectively communicating with customers and management
• Dealt with daily monetary transactions between store and customers
• Maintained store aesthetics

ACTIVITIES
National Agri-Marketing Association, Treasurer
Finance Club, Personal Recruitment Committee
Just About Music – Personal Recruitment Chair
International Business Immersion Program – Participant

SKILLS
Proficient in Microsoft Office
Conversational in Spanish

HONORS
Ernst and Young Leadership Conference Participant
Dean’s List
Phi Eta Sigma Honors Fraternity

International Business Immersion Program
2012 Participant Résumés

Dean’s List
Summer 2012
Fall 2009

Summer 2012
Erin Vogen  
vogen1@illinois.edu  
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  
Intern  
Summer 2011  
• Managed events – conferences and youth programs  
• Management assistant in Doppió Café  
• Assisted the Business Office Pastor in managing the MERGE program – a social networking and mentoring program for business professionals

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

Gameday Spirit  
Cashier  
Fall 2006- Winter 2008  
• 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  
• 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
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
Majoring in Crop Sciences with a concentration in Plant Biotechnology and Molecular Biology
Minor- Chemistry
Current GPA 3.72 / 4.00
Expected Graduation: May 2013

EXPERIENCE
Waddell Farms Farm Assistant  Lifetime
• 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  2008-2009
Taylorville Park District Volunteer Baseball Coach  2008-2010

ACTIVITIES
Farmhouse International Fraternity  2010-2011
• 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  2009-2011
• Closely interacted with the instructors and fellow students in Crop Sciences.

Chemistry React Program  2009-2010
• Taught chemistry to local grade school students.

Illini Pride and Orange Krush  2009-2011
• Raised money as part of a student group for charity.

ExplorAces- Steering Committee  2011-2012
• Co-Director of organizing food and entertainment for the event.

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
**International Business Immersion Program**

**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 62301

**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**  
President  
September 2011-Present

- 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

**ACTIVITES**

- 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

Talha Zamir
Talhazamir18@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
Bachelor of Science in Ag-Finance
Minor - Business
GPA: 3.01/4.00

EXPERIENCE
William Wrigley Jr. Company
Financial Planning and Analysis Intern
May 2011 – Aug 2011
• 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

ACTIVITES
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

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:
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**  
Booemarkt 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