

THE Agricultural Business Council of Kansas City

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Job Seekers: Development Specialist Needed

The Progressive Agriculture Foundation is seeking a seasoned Development Specialist for its Kansas City office.

For more details on the position or for information on how to submit a resume, [CLICK HERE](#).

Kansas City Looking To Becoming America's Most Entrepreneurial City

Recently Kansas City took a big step forward in its effort to become America's Most Entrepreneurial City. The University of Missouri-Kansas City announced that it has received more than \$2 million to create an incubator for technology businesses called the Digital Sandbox. The goal of the Digital Sandbox, which will be located in Kansas City's Union Station, is to launch ten startups that each generate \$1 million in revenues within two years. This project will

AFA Recognizes Its '2012 Leaders In Agriculture'

Agriculture Future of America will honor Howard G. Buffett and Dr. Barry Flinchbaugh at the 2012 AFA Leader in Agriculture Award Dinner on November 2 at the Crown Center Exhibit Hall, Kansas City, Missouri. Both Buffett, a farmer and philanthropist, and Dr. Flinchbaugh, Kansas State University professor and agriculture policy expert, are the 2012 Leader in Agriculture Award recipients.

This dinner is held in conjunction with the AFA Leaders Conference, a dynamic event which connects top agriculture students with industry professionals. Buffett and Dr. Flinchbaugh will talk with the students attending the Conference and other audience members about how they have taken action and followed their passions into fulfilling lifeworks. Additionally, 142 AFA Leader and Academic Scholars will also receive honors during the dinner.



Earlier this month, Dr. Flinchbaugh received a surprise visit to his ag policy class in Caldwell Hall by U.S. Senator Jerry Moran (R-KS) who let the students know "they are fortunate to have such a dedicated individual in their lives." He went on to tell them Dr. Flinchbaugh is a highly regarded expert who has shaped farm policy over the years working with presidents, Congress and the USDA. Later in his weekly constituent newsletter, the senator further noted these students will be instrumental in helping determine the future of Kansas and its success in agriculture.

AFA will welcoming over 500 students from across the nation to the AFA Leaders Conference, November 1-4. These students will have the opportunity to network with peers and professionals and invest in their personal development. AFA's programs, including Conference and Leader and Academic Scholarships, are made possible through partnerships with businesses and individual donors.

Huffhines: Farming, Ranching Regaining Its Appeal

With agriculture rising in stature as the world's most important industry, agribusiness has become one of the more exciting career paths young people can follow, said Craig Huffhines, executive vice president of the American Hereford Association. Speaking last month at the Council lunch, Huffhines said farm kids were going back to the



unite industry leaders and strong research institutions with entrepreneurs, putting the resources needed to start businesses squarely in the hands of talented individuals who can grow companies and create jobs.

K-State Hosts Animal Health Conference

The Department of Agricultural Economics at Kansas State University will present a day-long conference - "Redesigning Competitiveness In the Animal Health Industry" - November 8 on the K-State Olathe Campus, from 8:30 a.m. to 5 p.m.

This first annual Animal Health Conference is part of the K-State's Animal Health Supply Chain Program. It will be structured as an interactive discussion featuring analyses and overviews of the industry from high-level specialists, followed up with in-depth discussion of current regulatory affairs and market trends. Multiple views on the issues and challenges will emerge from industry and academic leaders.

Featured speakers include Ron Brakke and Susan Warren of Brakke Consulting, Inc., Dallas, Texas; Ron Phillips, Animal Health Institute, Washington D.C.; Dr. Jim Thomas, Bayer Animal Health; Dr. Paul Grosdidier, Kansas Department of Agriculture; and Dr. Vincent Amanor-Boadu, Kansas State University.

For information on registration and costs, call 785-532-5569 or send email to registration@k-state.edu

Council Director Critically Injured



Jere White, Executive Director of Kansas Wheat Growers Association and member of the Agricultural Business Council's Board of Directors, was critically injured on September 28, 2012 in a motorcycle accident in NW



farm and many who hadn't left yet were determined to stay. "It is a great time for farming," he added. "We're making money, and land values are rising."

Global demand for meat protein has ignited an explosion of export activity for U.S. beef producers and seed stock suppliers. American beef has not only recovered from the BSE scare in 2006, it has also rebuilt the export segment of the business to the point that overseas sales should offset any downturn in U.S. beef consumption. Huffhines said some retailers could back away from beef and push poultry as consumers react to rising beef prices.

[Continued here...](#)

CME Group To Acquire KCBT

CME Group, the largest derivatives exchange in the world, and the Kansas City Board of Trade (KCBT) have reported definitive terms in which CME Group will acquire KCBT for \$126 million in cash.

Headquartered in Chicago, Illinois, CME operates the CBOT, Chicago Mercantile Exchange and New York Mercantile Exchange. It provides trading opportunities for all major asset classes, including agricultural commodities, energy, metals, real estate, weather and a number of financial instruments.

In agriculture, CME trades corn, soybeans, wheat, cattle, hogs and soft commodities such as cocoa. It also maintains a significant portfolio of agricultural futures and options, including futures and options in soft red winter wheat. On the other hand, KCBT is the leading futures market for hard red winter wheat used in bread making. Hard red winter wheat also is the leading variety of U.S. wheat exports.

[Continued here...](#)



Senator Indicates NBAF is Moving Forward

In a newsletter to constituents earlier this month, U.S. Senator Jerry Moran (R-KS) said he asked Department of Homeland Security Secretary Janet Napolitano about progress on the National Bio and Agro-Defense Facility in Manhattan, Kansas. The senator's question arose during a Senate Homeland Security and Government Affairs Committee hearing on homeland threats and agency responses.

"I was encouraged to hear Sec. Napolitano confirm that the time is now to move forward with NBAF," said Sen. Moran. During the hearing Sec. Napolitano reiterated the need for a bio level-4 facility in the United States, and that the current Plum Island operation is inadequate. She said the country needs to move forward with the land transfer and the Central Utility Plant.

"I was pleased to hear the secretary agree, unequivocally, that NBAF is moving forward and the DHS will continue to partner with Kansas on this critical need for the nation," Sen. Moran said.

Aratana Therapeutics Appoints New CFO

Aratana Therapeutics continues to make staff and board appointments. The Kansas City, Kansas, animal health company has been active lately in establishing its team and



Arkansas. A Facebook Fan Page, [Get Well, Jere](#) has been set up to keep family and friends updated on his condition.

The Council will be contributing to the Jere White Fund to help with the family's medical expenses. Additional donations to the fund can be sent to:

Jere White Fund
c/o Bank of Greeley
PO Box 80
Greeley, KS 66033

Cards for Jere and his family will be collected at the association office and may be mailed to:

Jere White
KCGA/KGSPA
PO Box 446
Garnett, KS 66032

The Council wishes Jere and his family and friends best wishes during this difficult time.

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ARATANA THERAPEUTICS

management structure to initiate its plans for developing innovative medicines for companion animals. In late September the company appointed Louise Mawhinney, CPA, as chief financial officer. Aratana created the role of CFO as part of a recent expansion of the senior management team envisioned to accelerate growth and facilitate execution on upcoming milestones.

Mawhinney brings more than 15 years of CFO experience to Aratana, including both private and public life sciences companies. Before joining Aratana Therapeutics, Ms. Mawhinney was senior vice president and CFO of Ikonisys, Inc., a cell-based diagnostics company. Previously, she was CFO at Helicos BioSciences Corporation, a life sciences company. Her career includes stints with ArQule, Inc.; The Butcher Company; and KPMG in Boston. Ms. Mawhinney holds a Masters Degree from the University of St. Andrews in Scotland and has been a CPA in Massachusetts since 1989.

Aratana also announced appointments to its Board of Directors. Jay Lichter, Ph.D., managing director at Avalon Ventures, will be installed as chairman of the Board. The company also added MPM Capital managing director John Vander Vort, J.D., to its Board of Directors.

California's Prop 37 Losing Support

Although a majority of Californians remain in favor of Prop 37, which mandates labels on foods made with genetically engineered (GE) ingredients, support for the measure is eroding. The margin is much slimmer. Two weeks ago, 67 percent of a sample of 830 likely voters in the Golden State said they wanted GE labels affixed to packaging. But that was before a "No on 37" campaign was launched as a counterpoint to the "Yes on 37" crusade.

Since the "no" campaign got underway two weeks ago, the tide has shifted. Support for the measure has shrunk to 48 percent. More than 33 daily newspapers oppose Prop 37. "Californians are beginning to realize the ballot measure is nothing less than junk science scaremongering," says the American Council on Science and Health.

While the "Yes on 37" people spent \$4 million to get an early jump in garnering support for its measure to require GE labeling, the "no" forces entered the fray strongly with an infusion, reportedly, of \$34 million from large agriculture companies.

"It appears the 'no' campaign is paying off," said Dr. Chris Condon, director of research services for M4 Strategies which conducted the online poll for Pepperdine University School of Public Policy and the California Business Roundtable.

BI Vetmedica Expands Sales Force

Boehringer Ingelheim Vetmedica, Inc. (BIVI) will add more than 75 positions to its U.S. sales force. The expanding St. Joseph-based animal health company plans to have all sales representatives and professional service veterinarians on board by early January 2013. The addition increases the entire BIVI field force to more than 350.



A larger sales force will help BIVI support its expanding product lines and meet the needs of customers across all market segments. "We are continuing to grow as a company and we wouldn't be able to do

that if it weren't for the loyalty of our customers," said Tim Bettington, vice president of sales and marketing.

Since BIVI's acquisition of certain Fort Dodge Animal Health assets in 2009, the company has nearly doubled in size. But it is BIVI's drive for innovation that continues to fuel the business growth, noted Dr. Albrrecht Kissel, president and CEO.

Diane Olson
Missouri Farm Bureau Federation

Kristen Parman
Livestock Marketing Association

John Shostak
Kansas Farm Bureau

Amber Spafford
Osborn Barr Communications

Steve Taylor
Missouri Agribusiness Assoc.

Tracy Thomas
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Bob Thompson
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"We are dedicated to our customers and the animal health industry," Kissel said. "Not only do we want to ensure we are developing technological innovations with our products, but also that we are providing the best customer service."

BIVI has begun to post positions during the fourth quarter of 2012. For more information about Boehringer Ingelheim Vetmedica, Inc. careers visit www.bi-vetmedica.com/careers.html

Animal Health Corridor Names New Chairman

Hill's Pet Nutrition president Kostas Kontopanos has been named chairman of the Kansas City Animal Health Corridor advisory board, effective Jan. 1. As chairman, Kontopanos becomes the public face of the Corridor, a concentration of 220 animal product research and manufacturing firms stretching from Manhattan, Kansas, to Columbia, Missouri, containing roughly a third of the nation's \$19 billion animal health industry. This represents the largest animal health industry concentration in the world.

The board announced Kontopanos' appointment to the one-year term on Tuesday. He succeeds Craig Wallace, CEO of Ceva Holdings Inc., who will remain on the board. The AHC Advisory Board also appointed Scott Bormann, vice president of U.S. commercial operations for Merck Animal Health, as the board's vice chair. Traditionally, the vice chair assumes the chairman position the following year.



Kontopanos became U.S. president of Hill's Pet Nutrition in 2011, capping a 19-year marketing career at Hill's and Colgate Palmolive. "Hill's has called Kansas home for more than 60 years. We wholeheartedly support and have leveraged the rich heritage of animal health, innovation, research and collaborative assets that make the Corridor unique," said Kontopanos.

"The appointment of Kostas as chair and head of a global pet nutrition company based in Topeka, Kansas, and Scott as vice chair illustrates the geographic reach of the Corridor and the variety of assets located here," noted Kim Young, vice president of bioscience development for the Kansas City Area Development Council.

The Kansas City Animal Health Corridor initiative has resulted in close to 1,300 new jobs and nearly \$1 billion in capital investment for the Kansas City region.

Upcoming Council Events: Mark Your Calendars!!

- November 2: [November Breakfast with AFA](#)
- November 16: [Social Media Workshop](#)
- December 13: [Annual Meeting at Lidia's Italy](#)