Greetings from the Center for Risk Management Education and Research. The Center is a busy place these days. Following a spring and summer focused on strategic planning, we are now in the process of launching new exciting initiatives centered around providing value to students, industry partners, and Kansas State University.

Our current class of Student Fellows, are securing jobs or accepting offers for graduate school. This talented group of students are going to navigate rapidly into career positions with considerable responsibility. They are well prepared. We just welcomed our sixth and largest ever class of new Student Fellows who start the program in January. The new class consists of 36 students from four colleges representing 16 different majors. We are immensely pleased to see broad student interest in being engaged with the Center. We also are launching a Sophomore Risk Management Connection program this spring to introduce interested sophomores to opportunities for them in the Center. The Center is investing deeper in graduate student education as well through supporting graduate research assistantships for highly demanded advanced degree students.

We are increasing value for industry partners as we offer more formal internship and career connectivity with Student Fellows. Funding graduate student research assistantships has become an important new contribution the Center is making to our research programs on campus. The Center is developing outreach risk management education opportunities through partnering with the Commodity Futures Trading Commission to offer a national conference this spring in Kansas City. This conference is a substantial undertaking and will bring together industry, academe, and government participants to address major issues in futures markets.

Everything the Center does for providing value to students, our graduates, industry, and Kansas State University relies upon support from industry partners and individuals. We are immensely humbled by several substantial generous gifts and pledges we have received in recent months supporting the Center. Greg and Mamie Case, Lee and Jackie Borck, and Steve and Mary Hunt deserve special recognition for their recent substantial contributions topping a list of major donors. We continue to build new industry partners as we progress.

Here’s hoping your New Year is off to an exceptional start. We look forward to engaging with you and having another active and productive year at the CRMER!

Sincerely,

Ted Schroeder, Director
Center for Risk Management Education & Research
785.532.4488 | tcs@ksu.edu
THE STUDENT FELLOW EXPERIENCE
FALL SEMESTER HIGHLIGHTS

The Center for Risk Management Education and Research engages students, faculty and industry partners in innovative education and research advancing risk management skills and knowledge. This fall, 30 senior Student Fellows participated in another eventful semester full of guest lectures and industry visits. Fellows began working in teams on four research projects to be completed this spring, adding to the 20 research projects already completed by the CRMER since 2013. Below are brief summaries of the student activities, you can learn more about each event by following the Student Fellow blog, crmerstudents.wordpress.com

KURT KOLBECK & ALLEN BURKHART, KOCH- executives Kurt Kolbeck and Allen Burkhart visited campus in September to discuss an overview of Koch Industries and affiliated companies. Student Fellows learned about the management philosophy at Koch Industries and its approach to risk optimization. Kurt and Allen covered specific examples of major risks that Koch Industries faces.

GREGG DOUD, CMC PRESIDENT, NOMINEE CHIEF AGRICULTURAL TRADE NEGOTIATOR-Student Fellows were fortunate enough to hear from Gregg Doud again while he visited K-State from Washington, DC in September. Gregg commented on a few current events and issues in agricultural trading.

JBS USA, GREELEY, CO- A group of Student Fellows from the college of agriculture traveled to Greeley, CO for a two-day visit with JBS USA. Fellows toured the Greeley Beef Plant and the corporate office while hearing from the JBS risk management team.

AON, CHICAGO- Student Fellows began their trip to Chicago, IL with a visit to Aon- a leading global professional services firm providing a broad range of retirement and health solutions. While at Aon, Student Fellows heard from a variety of professionals working in different sectors across the company. Fellows formulated a comprehensive understanding on how Aon understands and addresses risks across the entire company.

RSA ARCHER, CHICAGO- Student Fellows also visited the Dell offices to learn about RSA Archer- the leading software for risk management solutions. Derek Hooker spoke to the Fellows about the software’s ability to track, manage and analyze risks across all business functions to increase a company’s risk awareness. Fellows also heard from Chad South, who discussed his hedging experience with United Airlines.

CME GROUP, CHICAGO- Fellows ended the trip to Chicago with a visit to CME Group- the world’s leading and most diverse derivatives marketplace. Fellows were able to tour the CME Group’s Global Command Center and hear from a variety of professionals how CME Group protects the integrity of the markets.

ADVISORY COUNCIL- CRMER welcomed Advisory Council Members back to campus in early October to review the center’s strategic priorities. Both the senior and newly accepted groups of Student Fellows were able to network with the council members during an afternoon reception. The group also heard from guest lecturer, CHRIS LOUW, HEAD RISK MANAGEMENT, SANDAL’S RESORTS who spoke about the recent hurricane relief efforts.

SARA GIRARD, PRESIDENT, CENTRAL NATIONAL BANK- Sara Girard visited campus in November to talk with the Student Fellows about risks in the banking industry. Sara highlighted multiple risks factors in banking and discussed the policies and procedures CNB utilizes to manage risk.
ENGAGING STUDENTS, FACULTY & INDUSTRY
PROGRAMMATIC HIGHLIGHTS

While continuing to offer opportunities in advancing risk management education, the Center for Risk Management Education and Research is increasing value for students, industry and Kansas State University through innovative work. Below are several programmatic highlights from this semester that have contributed to the success of the Center for Risk Management Education and Research.

New Endowment & Executive Partners- This fall CRMER Endowment and Executive partners dedicated significant funds to the future of the program. Lee and Jackie Borck of Manhattan, KS became CRMER’s second Endowment Partners with their future gift commitment. Greg & Mamie case committed additional funds, having previously donated to CRMER’s Integrated Risk Management Endowment. Steve and Mary Hunt joined as Executive partners contributing vital funds to build CRMER’s programmatic activities. These gifts highly influence CRMER’s ability to carry out its purpose of serving the risk management community while providing value for students, industry and Kansas State University. We are eternally grateful for the generous support we receive from our partners and look forward to expanding our impact on risk management education and research.

Expanding Education with Introductory Sophomore Program- To reach more students at K-State who are interested in risk management, CRMER developed the Risk Management Connection. This new program is a semester-long commitment designed for sophomores to explore topics in risk management. Starting in January 2018, sophomores from various majors across campus will attend monthly seminars to learn about advanced educational opportunities in risk management.

CRMER’s Sixth and Largest Class- Thirty-six students from sixteen different majors comprise CRMER’s sixth and largest class of Student Fellows. The mixture of undergraduate and graduate students will officially begin their fellowship program in January 2018. The demand for graduates with an understanding of risk management is increasing; CRMER will provide these Student Fellows with an interdisciplinary learning experience that covers the dynamic risks prevalent in today’s world.

Partnering with Industry- CRMER, collaborating with the Commodity Futures Trading Commission (CFTC) will host “Protecting America’s Agricultural Markets: An Agricultural Commodity Futures Conference.” This brand-new conference will be held in Overland Park, Kansas on April 5 - 6, 2018 and will facilitate discussion on current macro-economic trends and issues in the futures market. The goals of this conference align with Kansas State University’s mission as a land-grant institution by providing a platform for discussion among governments, industries, and academia to promote effective risk management for the agricultural community.

For the latest information about the conference and how to register visit: http://www.k-state.edu/riskmanagement/conference.html
Majors: Operations and Supply Chain Management & Economics
Year: Senior
Hometown: Olathe, Kansas

What drew you to CRMER’s Student Fellowship program?
The opportunity to learn about a new area, the area of risk, was the main reason I was drawn to the Center. There aren't many opportunities to learn about risk management and also do research in the area of risk, so being able to do both was a big draw. Also knowing how prestigious and diverse the fellows CRMER program is, I knew I'd be around other likeminded people who are also studying different topics. The overall unique learning and networking opportunities were the main reasons I was drawn to the Center.

What has been the most valuable experience of the program?
I think the trips to Chicago and Washington D.C. have been the most valuable experience I have had with the Center. You get to visit these great companies and people, build those relationships with these highly successful people and also have a fun time traveling with the other fellows. With all those three things happening in just a couple days, you can't beat it!

How has the center enhanced your understanding of risk?
It has given me a better understanding of how different companies and industries work and operate. Being a dual major in supply chain management and economics, the center has given me such great perspective on how risk is involved in not just my majors, but in strategies of all businesses. With this new knowledge, I understand why businesses or industries make certain decisions and have even recognized how certain businesses aren't as risk averse as they probably should be. Knowledge about risk can be used in all majors and is incredibly useful in all areas of business.

What advice do you have for the new class of Student Fellows?
Take advantage of every opportunity you have within the program. No matter the event or speaker, you will take something new away from the experience. There are limited opportunities to learn about risk at K-State and nationally. So to be a part of such a great program in general, but also such a great program focused on risk, a rare commodity, I advise you all to do all you can in the Center!

What are your plans for after graduation?
My plan for after graduation is moving down to Oklahoma City and working for E&J Gallo starting in June. They are the world’s largest winery and I accepted a position in their Management Development Program. What’s great about this company and program is that they aren’t bringing us on to be a salesperson, they are bringing us on to be future leaders of their company. I’m super excited to get started once I graduate!
I encourage the new students to learn the most from every session and ask questions about how each manager approaches the risks associated with their unique industry.

**Student Fellow Alumni Spotlight**

**Christian Torrez**

**Degree:** Masters Degree in Agricultural Economics  
**Hometown:** Condega, Esteli, Nicaragua  
**Current Employer:** CattleFax in Denver, Colorado

**Tell us about your current job with CattleFax, what do you do?**

Here at CattleFax I am helping to develop a Data Warehouse to improve our internal database management system. We want to use our Data Warehouse as a backbone structure to move ahead Machine Learning and Artificial Intelligence projects for Market Analysis and Market Research. A risk that we incur is inaccurate data being used. One of our current challenges is to maintain our data integrity and consistency in every new market publication. We use every piece of data in multiple facets such as time series charts, seasonal charts, finding points of resistance, support levels, etc.

**What did you enjoy most about being a CRMER Student Fellow?**

At the Center for Risk Management Education & Research, I had the great opportunity to meet top executives and hear about their approach to solving problems associated with managing risk. We talked with entrepreneurs, bank co-founders, family business leaders in the cattle industry, legislators in Washington D.C., and met with the CME Group and Aon in Chicago. Each segment of the industry that we visited provided a different understanding about risk, from national security in Washington D.C. to market uncertainty at the CME Group.

**How has your Student Fellow experience helped with your work responsibilities?**

With the Center for Risk Management Education & Research, I participated in the CME Group Trading Challenge. The trading challenge gave us a taste of price volatility in the futures market. Here at CattleFax we do our best to provide unbiased market news to help those involved in the Cattle Industry make better decisions. With the increasing volatility in the marketplace, unbiased market news helps our customers to manage risk and ultimately their bottom line. I also collaborated in the Syngenta Crop Challenge, where our team tried to predict the best soybean varieties for the Midwestern region of the United States. This research helped me to improve my scientific data analysis skills, which I use here at CattleFax to help answer market research questions.

**What advice do you have for the current Student Fellows?**

I encourage the new students to learn the most from every session and ask questions about how each manager approaches the risks associated with their unique industry.

**What new developments do you hope to see from CRMER in the future?**

I expect the CRMER fellowship to continue to grow every year and each class increase the scope of the program.
ADVISORY COUNCIL MEMBER SPOTLIGHT
RENEE LAIRD

Degree: BS Agricultural Economics
Hometown: Castle Pines, Colorado
Current Position: President, Tallgrass International Ltd.

Tell us about your career and your experience with risk management?
The majority of my career has been in risk management, either as a commodities trader or a manager of trading businesses in the U.S. and globally. Trading is filled with a brilliant mix of adrenaline rushes, humbling lessons, and constant learning. I also enjoyed the emotional psychology component of trading, because it is natural to feel an emotional tie to one's trading book. The key is to keep it all in balance. For me, risk management is a forethought not an afterthought. One can always consider how something could or should have been handled differently in hindsight. One consistent takeaway for me was to focus on the process, evaluating if I followed my own rules and that of my employer when it came risk management and how it impacted the outcome of the trade or business decision.

How does CRMER benefit both the students and the companies involved?
The single biggest benefit I see for the students and industry partners is collaborative experiential learning in diverse areas of agriculture, business, and engineering. CRMER encourages creativity, collaboration, and problem solving in specific risk management projects. The students get hands-on experience working on real corporate-driven projects. Industry partners see students in action either working on projects or meeting them at hosted events and on-site visits. Significant upside exists for both in having a chance to evaluate each other on the ground level through research projects. That doesn't happen as easily in a standard interview process.

CRMER Student Fellows level up and gain an edge due to their experiences in the program. Industry partners gain graduates with a solid awareness of the components of risk and hands-on experience in research project work. Further, these students get multi-faceted exposure to risk management research projects in agriculture, engineering, and business fields thereby broadening perspectives and enhancing world views before they even step foot into the workforce.

What growth and improvements should the Center focus on?
Our world is filled with risk, and that will never go away. Risks in food, transportation, biosecurity, financial markets, manufacturing, processing, and so much more. In our technology-driven society, more risk than ever is cyber-related. Understanding how to identify and manage that is important. In doing so, we cannot simply defer to computer modeling and set aside human brainpower. Challenging the process and the outcome must continue to happen on a human level. Although technology heavily rules our lives these days, human connection is essential and powerful.

I see funding and industry partnerships as critical points for the Center to grow and evolve. Our Student Fellowship class size has grown over the last few years, and we as an advisory council are working to find the optimal size and capacity for the Center to run most efficiently.

What comments do you have for companies not yet involved with CRMER?
The Center for Risk Management Research and Education is a tremendous program ideal for any company dealing with any kind of risk. Kansas State's CRMER Student Fellows are the best of the best. And that is an understatement. The CRMER program has depth and breadth that no university equals. Engaging with the Center through research projects, internship opportunities, and hiring graduating Student Fellows will undoubtedly enhance your business and fast-track training in ways you've not yet experienced. Your partnership with us will directly impact your bottom line.

On a personal level, my passion for K-State's CRMER program inspired me to create a scholarship honoring my family to support students in the CRMER program and College of Agriculture. It is my way of nurturing, encouraging, and supporting the next generation of leaders. I whole-heartedly believe in the impactful difference the Center is making in enhancing the quality of Kansas State graduates. I encourage you to explore and engage with us!
FUNDING FOR THE FUTURE
FOUNDATION UPDATE FROM EMILIE FINK

What will your LEGACY be?

Planned gifts are a wonderful way many K-Staters and friends of the university create a lasting legacy for areas they are most passionate about, like the Center for Risk Management Education and Research. Future gifts through retirement or insurance policy beneficiaries, appreciated assets, charitable trusts or simple bequests designations are ways you can support the CRMER, and receive sizeable tax advantages at the same time. It is a great way to establish endowments that support our people, programs and places in perpetuity.

To begin the conversation about your legacy, contact Emilie Fink at the KSU Foundation at 785-532-7571 or emilief@found.ksu.edu.

Make a gift to the Center online via the
Kansas State University Foundation

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