

## COUNCIL BEGINS NEW LEADERSHIP SEATS FOR 2010

The Agri-Business Council has selected new leadership and filled a position on its board of directors. Chris Trumble, a financial advisor for Morgan Stanley Smith Barney, LLC., will chair the 2010 team. Trumble has served on the board since 2005 and has helped the organization with marketing. Roger Kepley, executive vice president at INTRUST Bank will once again serve as vice chair of the ABCW and Alan Woodard, community bank president with Commerce Bank, will continue his role as the Council's secretary/treasurer. In addition, Marcine Moldenhauer, an independent consultant for MeatLink, a livestock and meat business, has agreed to a two-year term on the ABCW Board.

Ten people serve on the ABCW Board including: Carla Ott-Calvert, Ott Agronomics; Harry Watts, Kansas Farm Bureau; Terry Kohler, Garden Plain Coop; Gary Cramer, KSU Research & Extension-Sedgwick County; Terry Rupp, J.P. Weigand and Kyle Bauer, KFRM Radio. —

### MEMBER PROFILE: TERRY RUPP, J.P. WEIGAND & SONS

Terry Rupp found his career calling by trial, error and a lot of luck. As an associate broker for J.P.

Weigand & Sons, Inc., Rupp deals with agriculture and commercial development, oil and gas packages and auctions land and commercial properties.



Rupp

A native of Stockton, he kicked off his real estate career by selling farm ground in western Kansas. Rupp had drilled oil wells and organized oil and gas leases in the 1980s and prior to this, spent 16 years as a John Deere dealer.

These experiences led him to Sedgwick County, where he says he met the right person at just the right time.

"One of the reasons I looked to the Wichita area to sell was that the value of land was much higher," Rupp says. "When I moved here I introduced myself to Nestor Weigand and have been with his company for 16 years."

When Rupp started in Wichita-area real estate, he said there was high demand for many farms and ranches to be sold and the land turned into buildings and parking lots. This trend continued for ten strong years and again, Rupp says he was in the right place at the right time.

Today he works with retiring oil and gas operators, many of whom don't have a successor and want to sell working interest rights to production. Rupp says the people in the oil and gas business have been great to work with and made his career fun. Rupp's primary focus however continues to be the sale of farms, ranches and recreational land, both by private treaty and auctions.

As a director on the Agri-Business Council of Wichita (ABCW) board, Rupp brings a large database of contacts for the organization to learn from and network with. He says the nature of his career allows him to call on potential speakers for council luncheons and recruit business leaders to the membership.

His single favorite ABCW experience was hearing from Congressman

Jerry Moran, the person he hopes serves as the state's next U.S. Senator.

"His presentation gave us great insight on national political topics that we are not generally exposed to," Rupp says.

Rupp says being a member of the ABCW means educating and enlightening the general public on the importance of agriculture to Kansas and the Midwest. He says he does not use his council membership primarily to further his real estate goals but rather as a way to connect with people who are also passionate about ag's place at the table.

"Our industry has a much bigger impact on people's daily lives than they realize," he says. "Being a member has not only been advantageous to me from a business standpoint but also as a way to bolster ag's presence in this area." —

### DEPUTY FFAS SECRETARY TO SPEAK IN WICHITA

Michael Scuse, the recently named USDA Deputy Under Secretary for Farm and Foreign Agricultural Services (FFAS) will be the keynote speaker at the agricultural profitability conference scheduled for Dec. 8. The Agri-Business Council of Wichita is a financial sponsor of the day-long event, which will be held at the Sedgwick County Extension Center, 7001 W. 21st. St., Wichita.

As Dep. Undersecretary, Scuse's primary responsibility will be for domestic programs including Foreign Agricultural Service, Farm Service Agency and Risk Management Agency. Scuse was Secretary of Agriculture for Delaware for seven years, then served as Gov. Ruth Ann Minner's chief of staff.

In addition to Scuse on the program, Kevin Dhuyvetter, a Kansas State University ag economics professor, will discuss risk management and marketing strategies, Kansas Farm Bureau's Mark Nelson will cover managing livestock price risk and K-State's Troy Dumler will address crop production costs and profitability for 2010. Also, American Farm Bureau's Rick Krause will talk about the impact of cap-and-trade on agriculture and K-State's Dan O'Brien will discuss the outlook for the grain market.

Cost is \$15, which includes lunch and materials. To register, contact Gary Cramer at (316) 660-0100 or [gcramer@ksu.edu](mailto:gcramer@ksu.edu). —

### SPONSORS MAKE ABCW EVENTS POSSIBLE

A sincere thank you goes out to INTRUST Bank and KFRM-Radio for their recent sponsorship of Council luncheons. Every other month, the Agri-Business Council of Wichita hosts a lunch meeting to give members an informal opportunity to network and hear from a local or regional presenter. The luncheons are often considered the highlight of a Council membership, with between 30 and 40 people in attendance.

INTRUST Bank sponsored the June luncheon with K-State President Kirk Schulz as the speaker and KFRM provided financial backing for David Disberger, product engineering director for AGCO in Hesston and Beloit. Other businesses and individuals may sponsor one of the 2010 ABCW luncheons by contacting Jim Mock at [james\\_mock@sbcglobal.net](mailto:james_mock@sbcglobal.net). —

### ORGANIZATION DUES CHANGE WITH THE TIMES

For the agricultural leader in south central Kansas who requires more knowledge on current and emerging issues, the Agri-Business Council of Wichita (Ag Council) provides a unique forum to network within the agricultural community, help educate the public and elected officials and advocate for agricultural understanding and economic growth. The Council offers three membership levels, which are listed below.

- Business – Every employee may attend functions at member prices (lower rates). One company representative receives mailed communications and five additional company representatives receive electronic communications.
- Association – Each employee of this non-profit membership may attend functions at member prices (lower rates). One company representative receives mailed communications and five additional company representatives receive electronic communications.
- Individual – A single business person may receive membership, attend functions at member prices and receive both mail and electronic communications.

The ABCW board has changed membership dues for each of these levels, a change that has never occurred since the organization began in 2005. Starting in January, a business membership will be \$450, an association membership will require \$350 and an individual joining the organization will pay \$60. Current members will receive invoices with the rate change upon their anniversary renewal.

For more information, contact Chris Trumble at [chris.a.trumble@smithbarney.com](mailto:chris.a.trumble@smithbarney.com). —

