

An Appreciative Look Back & Glimpse Forward from a Broken Crystal Ball

AgriLeaders/FFA Alumni Banquet

Monroe City, MO

February 8, 2016

Glynn Tonsor

Dept. of Agricultural Economics

Kansas State University





Milestone Timeline Summary

- 1998 - High School
- 2001 – Missouri State Univ. (B.S. Agriculture Business – Finance)
- 2006 – Kansas State Univ. (Ph.D. Agricultural Economics)
- 2006 to 2010 – Michigan State Univ. (Faculty)
- 2010 to now - Kansas State Univ. (Faculty)

Looking Back at Monroe City Area Experiences

➤ Farrow-to-Finish Operation & Immense Family Connection

Looking Back - Farrow-to-Finish Operation



Looking Back at Monroe City Area Experiences

- Farrow-to-Finish Operation & Immense Family Connection
- Several public engagement activities
 - Roofing & painting homes in/around Monroe City
 - Laying carpet in Quincy
- Entrepreneurial Involvements
 - Baling & selling straw square bales
 - Mowing yards

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➤ FFA

Looking Back - FFA



No. _____

APPLICATION FOR PROFICIENCY AWARD ENTREPRENEURSHIP/PLACEMENT MISSOURI FFA ASSOCIATION

-READ HANDBOOK INSTRUCTIONS-

PROFICIENCY AWARD AREA (as listed in handbook)

Swine Production Entrepreneurship

NAME (as to appear on plaque or certificate)

Glynn Tonsor

HOME ADDRESS

3326 County Road 240

HOME TELEPHONE

(573) 735-4332

CITY

Monroe City

ZIP CODE

63456

NAME OF PARENTS

FATHER: Steve Tonsor

MOTHER: Joyce Tonsor

FFA CHAPTER NUMBER (See back of cover page)

MO0147

FFA CHAPTER NAME

Monroe City

NAME OF HIGH SCHOOL

Monroe City

CHAPTER ADVISOR

Bruce Werkmeister & Steve Yates

YEAR IN SCHOOL AT TIME OF APPLYING FOR AWARD

Senior

SIGNATURES

We have examined this application and find the records true, accurate and complete. We hereby permit, for publicity purposes, the use of any information included in this application with the exception of the following:

APPLICANT

Glynn Tonsor

PARENT/GUARDIAN

Steve Tonsor

CHAPTER ADVISOR

Steve Yates Bruce Werkmeister

EMPLOYER (IF APPLICABLE)

SUPERINTENDENT OR PRINCIPAL

Donald E. Toulson

FFA AWARD APPLICATION

Looking Back – Vision of Ag in 1998

My Personal Vision for American Agriculture

This is what I hope to do and why I am extremely enthused about a career in the agriculture industry, specifically one in AgriFinance. It is my desire to obtain a degree in Agribusiness, for this is where my interest and my stronger talents lie. Additionally an Agribusiness career appeals to me because through such a career I would be able to consult fellow members of the agriculture industry in their times of prosperity as well as in their periods of need of assistance. It is my desire to be someone to turn to when they are in need of professional guidance.

Left home for Springfield, MO...



Agriculture Future of America

1998 scholarship

Larue Insurance Agency, Inc.

Farmers Elevator & Exchange Co.

Hassard Elevator Company

J.C. Auto & Truck

Meyer Implement Company

Quinn Farm Supply, Inc.

Two Mile Pork - LLC

AFA – Monroe City History = 71 Donors since 1998!

A & S Printing Service	Hagan Trucking, L.L.C.	Robey Building Supply
Addison Storage	Hassard Elevator Company	See Real Estate
Alliant Bank	HNB Bank	Spalding Foundation
Arrow Tool & Die, Inc.	J & B Subways, LLC	Stoddard Disposal Service, LLC
Buckman Family Farm, Inc.	J.C. Shoemyer Inc.	T & T Ag Service, LLC
C & R Market	J.M.T Hagan Farms	Thomas L. Pangborn Construction, LLC
Century 21 Broughton Team	JBR Farms, LLC	Todd Hays Farms, Inc.
Continental Casting, LLC	Joshua L. Potterfield Trucking, Inc.	Tri-County Tire & Repair
David Ketsenburg Farms, Inc.	Kendrick Nutrient Management, LLC	Two Mile Pork
Drebes Farms, Inc.	Lakeside Casting Solutions	Underhill Farm & Construction
Fabulous Feet Dance Co.	LaRue Insurance Agency	Wilson Acres, LLC
Farmers & Traders Commission Co., Inc.	Lehenbauer Livestock and Grain Farms, Inc	Wink's Lawn Service LLC
Farmers Elevator & Exchange	Maher Brothers, Inc.	Yates Farm
FCS Financial	Meyer Implement Company	
GC Potterfield Trucking	Oswald Crow Agency	
GDW Farms, LLC	Quality Forest Management, LLC	
Gene Ketsenburg Farms, Inc.	Quinn Farm Supply	
Greg Shively Farms	Ren Potterfield Trucking	

AFA – Monroe City History = 71 Donors since 1998!

Steve	Yates
Larry	Abell
Nancy	Barcus
Robert	Carson
Michael	Davis
William	Drebes
Wilson	Elliott
Zachary	Elsberry
Raymond	Gottman
Tony	Hays
Nick	Hays
J. Pat	Hays
Danny	Hulse

Gene	Ketsenburg
Robert	Quinn
John	Redman
Alan	Schachtsiek
Tully	Tonsor
Jim	Underhill
James	White
Kenny	Wilson
David	Yates
Jack	Young

Looking Back at Missouri State Univ. Experiences

- Lumber Yard
- Financial Planning
- Alpha Gamma Rho
- Read A LOT on Futures Markets
- Telemarketing

Looking Back at Kansas State Univ. Experiences (as a student)

- Met and married Shauna
- Began to travel (Europe, Australia, Canada) & appreciate VAST opportunities
- Firmly identified my comparative advantage

Looking Back at Professional Career To-Date

- Michigan State offered excellent start to my career
- K-State is an even better fit to my area of focus and growing family
 - Rapid increase in number and scale of projects I work on

My KSU Job – Pending Promotion

My employment at Kansas State University (KSU) began with a stated responsibility to "enhance the Department's nationally recognized Extension and research program addressing livestock markets and marketing." Throughout my career, my approach to outreach and research has been to identify critical problems facing livestock and meat industries, assess my ability to investigate the issues, initiate appropriate research, and widely disseminate subsequent findings to stakeholders. My integrated program covers a spectrum of important economic issues directly in line with my position's responsibility including animal identification and traceability, animal welfare, country of origin labeling, demand assessment, food safety, market analysis, meat demand, and risk management.

Synthesizing My Path

➤ Pre-College

- Surrounded by family & influential hands-on experiences
- Established my work ethic and moral compass

➤ College

- Recognized the scope of opportunities available
- Identified my comparative advantage
- Started my own family

➤ Post-College

- Leveraging my comparative advantage
- Hoping to make the world a better place in multiple ways

“Big Picture” Perspectives on Ag.

- Identify & leverage comparative advantages
- MO is part of Global breadbasket
- Do all of MO agriculture’s consumers walk, talk, look, and think like you or me?

“Big Picture” Perspectives on Ag.

- Identify & leverage comparative advantages

- MO is part of Global breadbasket
- Do ag's consumers walk, talk, and look like you and me?

- Appreciate trade & Danger of protectionism

- **Would you rather have 100% of \$20 or 5% of \$1,000?**

- Focus on market share, farmer's share of the dollar, etc. distracts from “making the economic pie bigger”...

“Big Picture” Perspectives on Ag.

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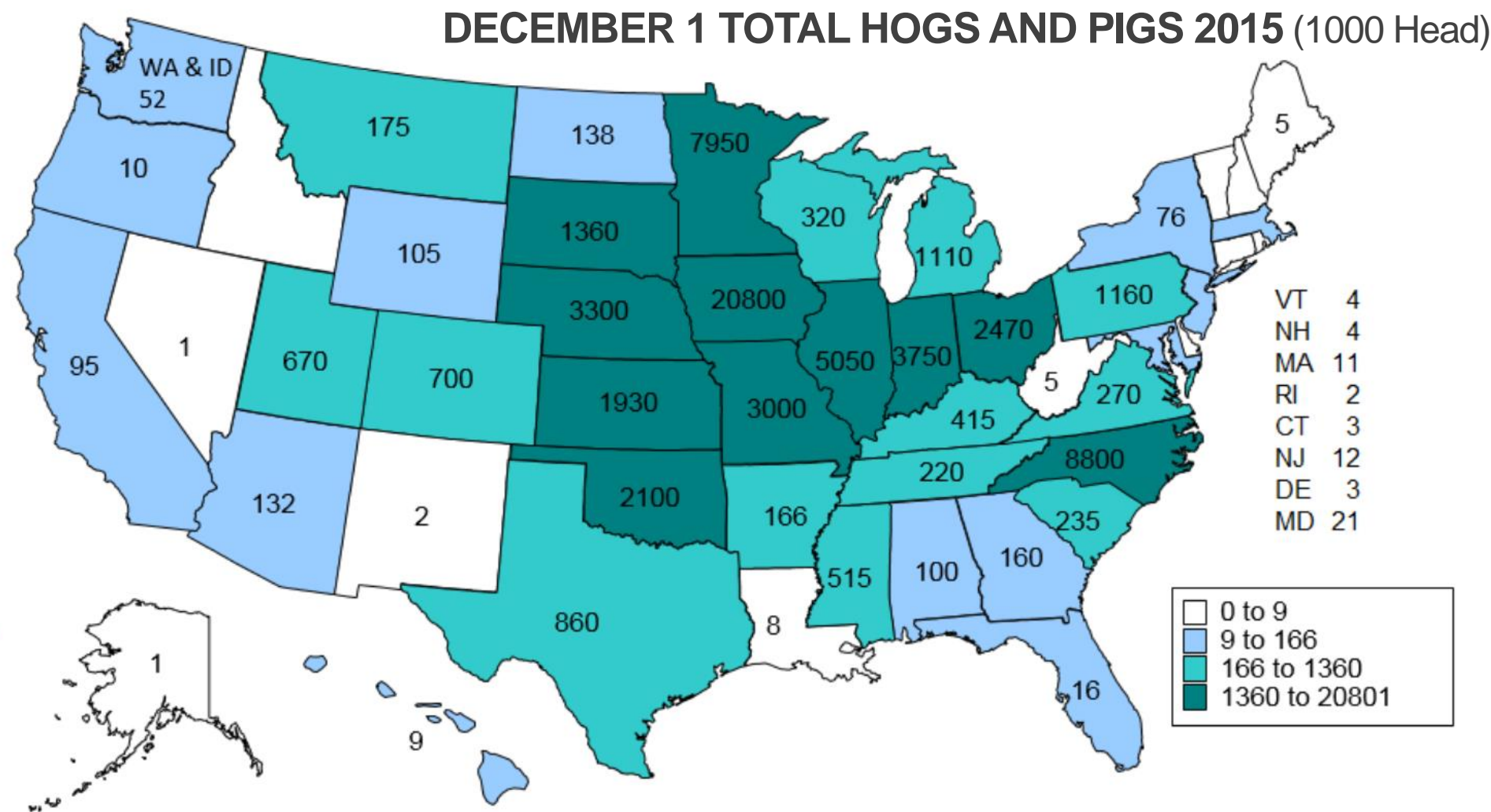
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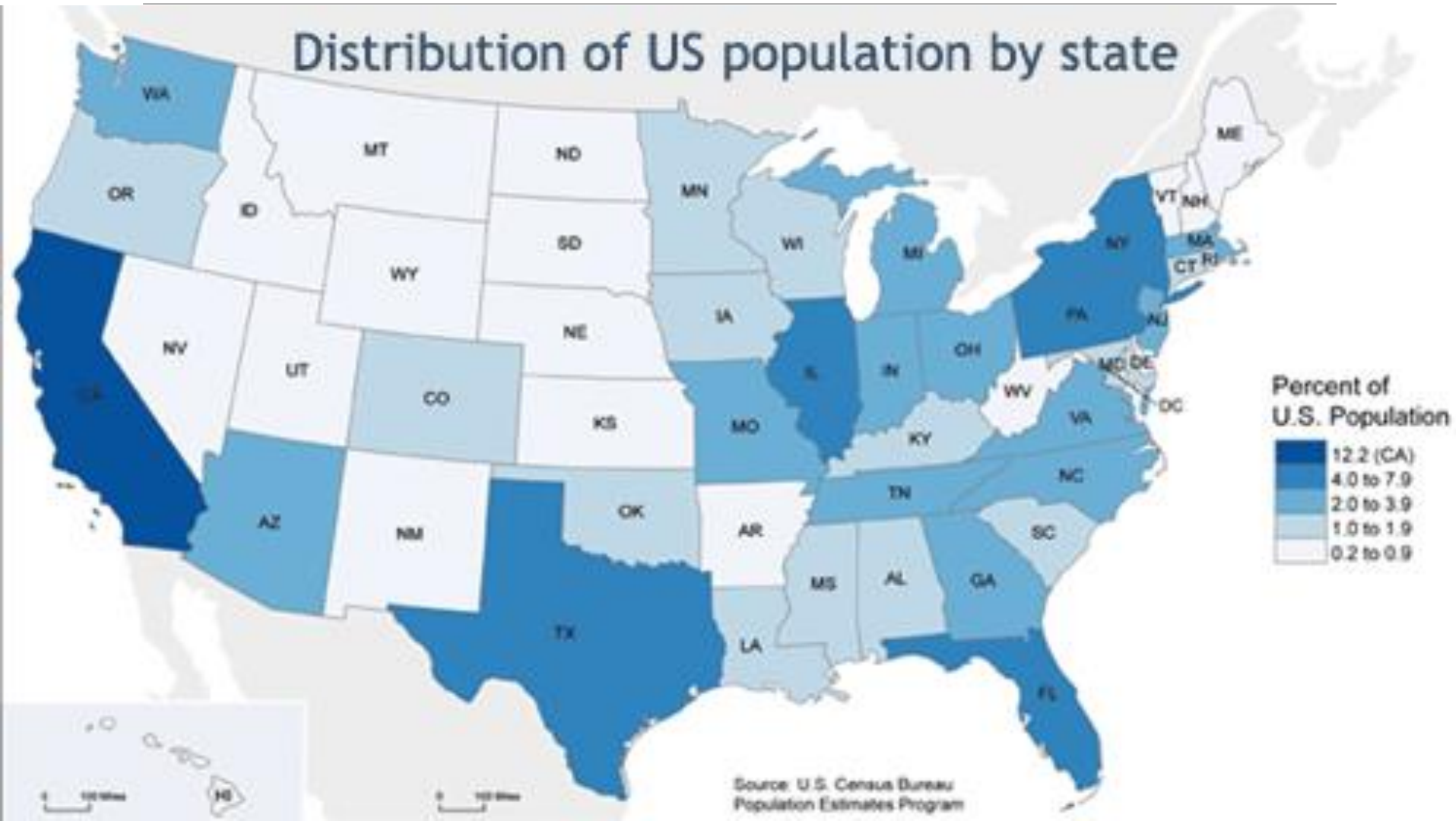
- Would you rather have 100% of \$20 or 5% of \$1,000 ???
- Focus on market share, farmer's share of the dollar, etc. is a “slippery slope”...

➤ **Could MO increase per capita pork consumption in 2016 by 230%?**

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“Big Picture” Perspectives on Ag.

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 - MO is part of Global breadbasket
 - Do ag’s consumers walk, talk, and look like you and me?
- Appreciate trade & Danger of protectionism
 - Would you rather have 100% of \$20 or 5% of \$1,000 ???
 - Focus on market share, farmer’s share of the dollar, etc. is a “slippery slope”...
- **Could MO increase per capita pork consumption in 2016 by 230%?**
 - **Would if all MO production “HAD TO” be consumed in-state**
 - Dec. 2015: MO=4.4% of US Total Hogs & Pigs
 - 2015: MO=1.9% of US Population

Quotes/Advice to Consider

- Worry about things you can control or influence.

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➤ Worry about things you can control or influence.

➤ How are you doing today Glynn?

➤ *“Me and my family are upright, beyond that it is details.”*

Quotes/Advice to Consider

➤ Worry about things you can control or influence.

➤ How are you doing today Glynn?

➤ *“Me and my family are upright, beyond that it is details.”*

➤ Surround yourself with good people, recognize and seize rational opportunities, and work hard with an attitude of gratitude.

THANK YOU!!!

Glynn T. Tonsor

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