

“Only those who **RISK** going *too far*
can possibly find out
how *far* one can **GO.**”

- T.S. ELIOT



2015-2016

ENGLER AGRIBUSINESS ENTREPRENEURSHIP PROGRAM

ANNUAL REPORT



Dear Friends,

Tom Peters, a leading business strategist and thought leader, recently wrote that “the, in retrospect, brief – age of big company dependency is quickly coming to a close. Is education ready to prepare the alternative – the empowered individual?” We are on a quest to answer that question with a resounding ‘yes’!

EMPOWER ENTERPRISE BUILDERS! These three words drive our program. We believe that free enterprise is the engine that drives liberty, the fuel that grows communities, and the canvas that allows entrepreneurs to innovate, create solutions, and to express the fire in their bellies in meaningful ways. At the core of our work is developing talented people who possess the builder’s mindset, who embrace the challenge of becoming employers, and who see opportunities where others only see roadblocks.

Since our launch in 2010 we have built a program on a foundation of six pillars: aspiration, passion, courage, grit, partner and build. Entrepreneurship is messy, gritty and risk-filled work that simply will not conform to the ‘normal’ educational approach. As such, we have endeavored to create an experience based approach that immerses students in entrepreneurship from day one. Our action plan leverages our mission and culture to invigorate personal excellence, attract talent, cultivate impactful relationships and equip entrepreneurs for success.

We have designed the Engler Experience based on the belief that young people are capable of excellence. We approach their

journey through our program with the knowledge that while their undergraduate career is an important foundation, we are committed to their lifelong development as entrepreneurs. It has been rewarding to witness the engagement of our alumni and to experience the power of the mentorship that occurs when our graduates invest their time and talent in the newest generation of Engler Entrepreneurs.

We have been fortunate indeed to have Dave Lambe, Michelle Bassford and now Brennan Costello on our staff. These remarkable individuals have worked tirelessly in pursuit of our mission, they drive us to higher performance and they have never stopped applying the power of entrepreneurship to the wonderful work of building the Engler community. Also, special thanks to Engler intern Kate Likens who assisted us greatly during the 2015-16 school year.

Our annual report provides a look at the metrics, benchmarks and scope of our program. But there is something much deeper that drives our success. We experience that power when we see Engler Entrepreneurs at work in a community garden in Amarillo, as they sweat over the details of launching a new venture, as they create lasting friendships, as they live out the values of our culture, and as we see them refuse to accept mediocrity, and embrace the challenge of moving ideas, solutions and companies forward. On the engler.unl.edu website you will find links to several new videos that tell the story of our community, we hope they will help you to feel connected to these extraordinary people.

Sincerely,

Tom Field
Director

Paul Engler
Chairman



ENGLER AGRIBUSINESS ENTREPRENEURSHIP PROGRAM ★ STUDENT DEMOGRAPHICS ★



MECHANIZED SYSTEMS MANAGEMENT **ANIMAL SCIENCE**
 AG ECONOMICS FISHERIES / WILDLIFE **FOOD SCIENCE**
MICROBIOLOGY FAMILY & CONSUMER SCIENCE **AGRONOMY**
 BIOSYSTEMS ENGINEERING BUSINESS / MARKETING **BIOCHEMISTRY**
 APPLIED SCIENCE **AG LEADERSHIP PRE-VET**
AGRIBUSINESS
AG EDUCATION NUTRITION & HEALTH SCIENCES
 AGRICULTURAL AND ENVIRONMENTAL SCIENCES COMMUNICATION
WATER SCIENCE **PLANT BIOLOGY**
 HORTICULTURE **GRAZING LIVESTOCK SYSTEMS**

MAJORS REPRESENTED



"The Engler program is where I met some of my best friends, it was the first place I was surrounded by people that were as passionate about entrepreneurship as I am."

- BEN HALVORSON





OUR MISSION

To build enterprises that contribute value to agriculture and communities by nurturing, challenging, and equipping entrepreneurial talent.

ENGLER EXPERIENCE VISION

Create and sustain an exhilarating environment of challenge, creativity, and collaboration that fosters new perspectives, celebrates innovative thinking, and encourages personal discovery while changing the way students think. The Engler Experience prepares students to bring an entrepreneurial spirit to their life's work and engages them for a lifetime.

STRATEGIC INTENT STATEMENT

The Engler Experience will equip aspiring entrepreneurs to pursue their "big ideas" resulting in the launch and growth of

50 VENTURES BY 2020

through transformative experiences, impactful relationships, and a stimulating environment.

OUR FOUNDATIONAL PILLARS!



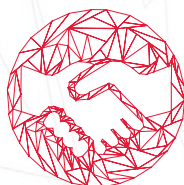
ASPIRE



PASSION



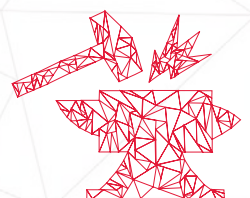
COURAGE



PARTNER



GRIT



BUILD

ENGLER STUDENTS On the Road

ANNUAL ENTREPRENEURIAL TOUR

The Engler Entrepreneurial Tour immerses students in the free-enterprise experience.

BUSINESS STOPS ON THE TOUR:

- Garden City Co-Op - Garden City, KS
- West Texas Enterprise Center - Amarillo, TX
 - Altura Engineering
 - Performance Cattle Company, LLC
 - Libby Lane, LLC
 - Spirit Solz
- Sage Oil Vac - Amarillo, TX
- Wrangler Feedyard - Tulia, TX
- Micro Technologies - Amarillo, TX
- Snackpak4Kids Program (Community Garden) - Amarillo, TX



ENGAGING LEADERS ↴



UNL Masters Alum Verne Holoubek spoke with students on their business ideas.



Clifton Taulbert - entrepreneur, author & leader engages Engler entrepreneurs



The Business Roundtable Event brought current business leaders and aspiring business leaders together.



"Engler taught me that **BIG IDEAS** come in all shapes, sizes and forms.
Big ideas aren't just business ideas. They're relationships, *values*
and sources of **INSPIRATION.**"

- EMMA LIKENS
ENGLER ALUM

BUILDING ENTREPRENEURSHIP CAPACITY

76

Entrepreneurship
Opportunities

74

Agribusiness
Entrepreneurship
Feasibility

31

Entrepreneurial
Internships

101

Family Business
Management

83

Agribusiness
Entrepreneurship
Finance

76

Business Management
for Agribusiness
Enterprises

The Engler Lecture series

is founded on the premise that aspiring entrepreneurs can gain significant value from associating with successful entrepreneurs and learning from their experiences – the good, the bad, and the ugly.

These lectures offer Engler students the opportunity to hear the story of how a company was created, and also for one-on-one discussions with invited guests. Through these conversations students will gain deeper insight into the world of entrepreneurship, while developing professional relationships of lasting value.

Go to engler.unl.edu to view past Engler speaker videos.



RORIC PAULMAN, Sutherland, NE
Paulman Farms

"An Entrepreneur's Story" Oct. 1, 2015

Watch the video at [engler.unl.edu/
engler-lecture-series](http://engler.unl.edu/engler-lecture-series).



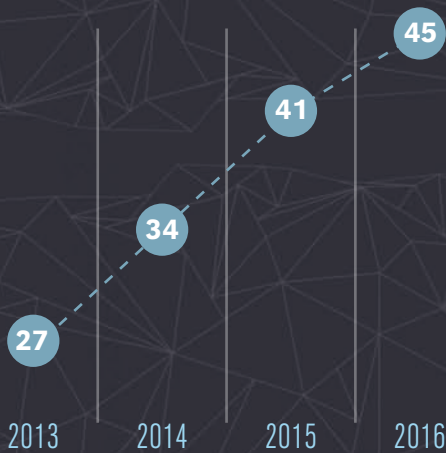
SETH DERNER, Lincoln, NE
Vivayic

Co-founder of a virtual company that helps nonprofits and organizations provide meaningful learning solutions. April 13, 2016

Watch the video at [engler.unl.edu/
engler-lecture-series](http://engler.unl.edu/engler-lecture-series).

PROGRAM GROWTH

SCHOLARSHIPS AWARDED



SCHOLARSHIPS

Engler Scholarship Applications

68

Engler Scholarships awarded to 45 students

\$205,000

Robin Coulter Lapaseotes Scholarships
awarded to 2 upperclassmen

\$12,000

"I am *not* a product
of my CIRCUMSTANCES.
I am a product of *my*
DECISIONS."

- STEVEN COVEY

3DS ENGLER STARTUP EXPERIENCE

The Engler program partnered with 3 Day Startup to provide a 48 hour in-your-face, on-a-mission, against-the-clock opportunity to learn entrepreneurial skills in an extremely hands-on environment to 53 students. They learned about ideation, team formation, customer discovery and pitch development. They were mentored throughout the weekend by 27 business professionals and Engler alumni which resulted in the formation and launch of 10 new businesses! One business formed at the 2015 3DS worked on product expansion of their Pro-Grip Livestock Solutions company.



Students and business owners connected around the creation of organizational culture to boost business performance and value. Paul Spiegelman the Chief Culture Officer of Stericycle and Tom Walter the Founder of Tasty Catering facilitated a day of panel discussions, networking and learning. "Becoming a Small Giant" Conference provided the opportunity to interact with inspirational and acclaimed business leaders, learn what it means to be a great (not just big) company, and connect with other value-driven business leaders. Television coverage of the event aired during the week of March 28 as part of a special episode of the Angus Report on RFD-TV.



HONORS, AWARDS & ACTIVITIES

CASNR STUDENT ADVISORY BOARD
5
STUDENTS

NEBRASKA AG YOUTH COUNCIL
8
STUDENTS

COLLEGIATE FARM BUREAU EXECUTIVE OFFICERS
5
STUDENTS

TOP 10% OF CLASS SCHOLARS
23
STUDENTS

MORTAR BOARD
1
STUDENT

FALL 2015 DEAN'S LIST
47
STUDENTS

STATE FFA OFFICERS
3
STUDENTS

NE CATTLEMAN FOUNDATION
12
SCHOLARSHIPS

2016
AFA CAMPUS
AMBASSADOR
KATE LIKENS



SPENCER HARTMAN

CASNR
OUTSTANDING
STUDENT LEADERSHIP
LARISSA WACH

2015 NATIONAL FUTURE
AG TEACHER SYMPOSIUM
IN WASHINGTON, D.C.
*Toni Rasmussen &
Kate Likens*

UNL STUDENT IMPACT
AWARD WINNERS

Kate Likens
OUTSTANDING STUDENT
ORGANIZATION MEMBER

Ben Halvorson
STUDENT LEADERSHIP

2016 CHANCELLOR'S
SCHOLARS

*Larissa Wach &
Curtis Wetovick*



Student business FarmAfield, an online marketplace, named finalist in international competition, Thought for Food Challenge. Brennan Costello, Andrew Minarick (both Engler Entrepreneurs) and Matt Foley traveled to Switzerland in April 2016 to compete with 9 other businesses.

SUCCESS *in* COMPETITION

ENGLER QUICK PITCH COMPETITION

41 ENTRIES



**JUNIOR/SENIOR
DIVISION WINNERS:**
*Brennan Costello &
Ashtyn Shrewsbury
(\$1,000 split)*

**FRESHMAN/
SOPHOMORE DIVISION
WINNERS:**
*Kate Likens &
Sarah Wollenburg
(\$1,000 split)*

ENGLER BUSINESS PLAN COMPETITION

39 ENTRIES



WINNER:
*Ashtyn
Shrewsbury
(\$4,000)*

RECOGNIZING our seniors

CLASS OF 2016



AMBER BURENHEIDE - HOWELLS, NE
BRENNAN COSTELLO - GOTHENBURG, NE
STEVEN FISH - NORFOLK, NE
LAURA GORECKI - SCHUYLER, NE
BEN HALVORSON - PAPILLION, NE
MATTHEW HIEBNER - HAMPTON, NE
ALEX HEINE - YANKTON, SD
JACOB HOPWOOD - SHELBY, NE
JARED KNOBBE - IMPERIAL, NE
MELINDA KNUTH - HARTFORD, SD
MARK LUNDEEN - MINDEN, NE

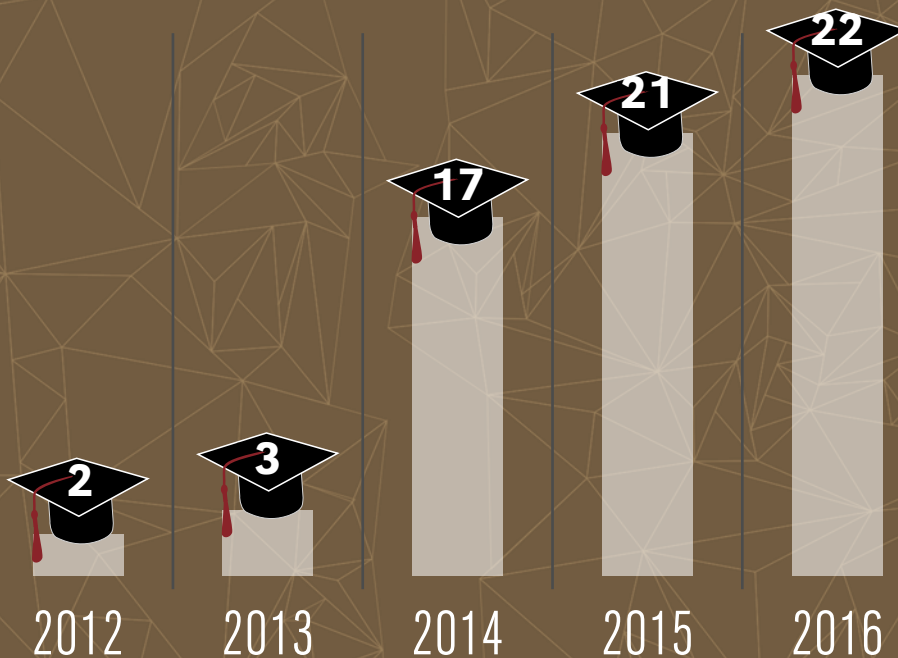
ALIX MASHINO - SPENCER, NE
JARED MCKEEVER - WYMORE, NE
TANNER NELSON - BERTRAND, NE
LOGAN PETERS - PENDER, NE
CLARK RATHMAN - FARWELL, NE
TRAVIS SCHIEFELBEIN - KIMBALL, MN
KOLIN SCHEELE - ODELL, NE
DYLAN TEGTMEIER - MILFORD, NE
LARISSA WACH - HAYES CENTER, NE
CURTIS WETOVICK - FULLERTON, NE
HUAN ZHANG - CHINA

*"The Engler program was by quite some margin the most influential program I was involved with during my time at the University of Nebraska. Being surrounded by greatness inspires students to not only reach for opportunities to come their way, but to **create new opportunities.**"*

- KATIE OCHSNER



ENGLER GRADUATES



MEET

THE ENGLER ADVISORY BOARD

"Nudge.

ENCOURAGE.

Model the way.

INVITE.

Set the table."

- TOM PETERS



PAUL ENGLER

Chairman & Founder
Amarillo, Texas



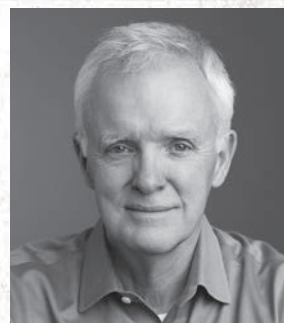
JORDYN BADER

Grainbridge
Omaha, Neb.



KEN GREEN

Agra Holdings, LLP
Firestone, Colo.



BOB KERRY

Allen & Company
New York, NY



JIM KRIEGER

Gallup, Inc.
Omaha, Neb.



CASSIE LAPASEOTES

Lapaseotes, LTD.
Bridgeport, Neb.



JOHN R. MILLER

Oxbow Animal Health
Murdock, Neb.



TOM OSBORNE, PH.D.

TeamMates
Lincoln, Neb.



ED PALLESEN

Managing Director,
Goldman Sachs & Co.
New York, NY



LEANN SAUNDERS

Where Food Comes
From, Inc.
Playas, New Mexico



JOE STONE

Cargill Feed and Nutrition
Minneapolis, Minn.

THE ENGLER EXPERIENCE TEAM



TOM FIELD, PH.D., DIRECTOR
Paul Engler Chair of
Agribusiness
Entrepreneurship



MICHELLE BASSFORD
Chief Experience Officer



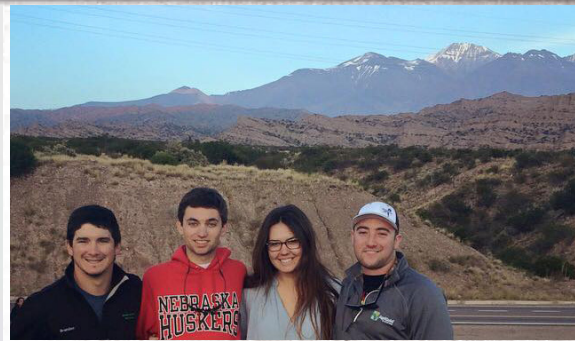
DAVID LAMBE, MBA
Chief Learning Officer



BRENNAN COSTELLO
Chief Business Relations
Officer

GENERATING BUZZ

People are talking about the Engler Experience!



ENGLER EXPERIENCE EXECUTIVE TEAM

From left:

ZACH SETTJE, Raymond
EMILY LONG, Springfield
MATT BRUGGER, Albion
JACY SPENCER, Brewster
BRANDON NICHOLS, Bridgeport
KATE LIKENS, Swanton
JOE BRUGGER, Albion





"On the journey to find yourself and who you want to be during college,
there is no better way of doing so than through the

ENGLER EXPERIENCE."

- KOLIN SCHEELE

engler.unl.edu



EMPOWER ENTERPRISE BUILDERS

UNIVERSITY OF
Nebraska
Lincoln®

UNL does not discriminate based upon any protected status. Please see go.unl.edu/nondiscrimination.