

For the Students,
By the Students:
Generating Scholarship Funds
through Club Activities

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NACTA

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Twin Falls, Idaho

Motivation

- College costs are rising
- Student debt levels are rising
- Student clubs need to keep members active and engaged
- Student clubs can be powerful forces in industry engagement

Cal Poly Agribusiness Management Club

- Started in 1962
- Primary discipline-based club for Agribusiness students
- Over 100 paid members, many majors represented
- 13- member board
- Monthly meetings
- 2-3 industry field trips per year
- All activities are funded by club activities
- \$100,000 budget

Scholarships:

Range from \$500 - \$4,000

- 2015 - \$5,000 (5 recipients)
 - 2016 - \$15,000 (10 recipients)
 - 2017 - \$26,000 (15 recipients)
 - 2018 - \$31,000 (21 recipients)
 - 2019 - \$37,000 (26 recipients)
-
- Requirements – Club activities, leadership and min. 2.5 GPA
 - Senior ABM Club officers select recipients
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- Both industry-sponsored and club-sponsored scholarship funds

How do we do this?

- Creative involvement of industry partners
- Big-ticket activities –
 - Ag Showcase Career Fair
 - Rodeo Food Concession

Creative Involvement of Industry Partners

- Recognize the value of your student leaders
- Industry wants access
- In 2017, launched “Industry Partners Program”

- Sponsor a club meeting (\$500 for food/door prizes)
- Exclusive access to our club members
- Promotion of their brand & company
- Name recognition with students

Sponsoring companies

- 2017-18:
 - Simplot



- 2018 – 19:
 - Cargill
 - Earthbound Farms (organic produce company)
 - K-Coe-Isom (agribusiness consulting and accounting)
 - Famous Software (technology company for agribusinesses)
 - Rjik-Swan (produce)

Tomorrow night!



6:30 @ Crops Unit



- Several companies already interested for 2019-20!



Student-Led Activities:

- Ag Showcase
 - Career Fair, 160 companies,
 - 2 days (expanded in 2018)
 - Over 800 students
 - Careers,
 - Internships
 - \$90,000 budget
 - Completely student-run



Ag Showcase Sponsors:

Platinum, Gold and Silver include a named scholarship for the company



2019 Cal Poly Ag Showcase Career Fair

January 17th-18th, 2019 in the Farm Shop (Building 9) 9:30am-1:30pm

Thursday Jan 17th

Agjanian Vineyards AgCareers.com Andrew and Williamson Fresh Produce Arbonell Assessor's Office, County of SLO Balaban Farms Bartlett Tree Experts BASF Bompak Boskovich Farms BrightView Bronco Wine Company C.H. Robinson Cal Poly Strawberry Center Cal Poly Swanton Pacific Ranch California Department of Food and Agriculture California Olive Ranch Cargill Challenge Dairy Products, Inc. Charles River Labs Christopher Ranch, LLC Church Brother Farms Coast Landscape Management Colbank Corteva Agriscience, Agriculture Division of DowDuPont	Deerpont Group, Inc. Driscoll's Duckhorn Wine Company E&J Gallo Winery Ecolab Famous Software Farm Credit West Farmland Management Services Fowler Packing Company Fresno Madera Farm Credit G3 Enterprises Gold Coast Packing Gothic Landscape Green Valley Farm Supply Grimmway Enterprises Grocery Outlet Growers Transplanting Inc. IDC Precision Irrigation J. Lohr Vineyards and Wines J.G. Boswell J.R. Sempert Company Jensen Landscape Contractors, LLC JSC Agricultural Supply KCOE Isom Kiyama Brothers Lamb Weston Land O'Lakes LandCare Lyons Magnus Malina Nut Company	Markon Cooperative Martinez Orchards Mendocino Forest Products Merck Animal Health Mission Produce Nutrien Ag Solutions Ocean Mist Farms Olam Pacific Landscape Management Pacific Southwest Irrigation PeppCo Prime Time International RDO Equipment Co. Renter Affiliated Companies, LLC Rabobank Renaissance Food Group RMS, Inc. Rocket Farms, Inc. Rocky Hill, Inc. Rosa Brothers Milk Company Sakata Seed America Sensient Natural Ingredients Sierra Gold Nursery Sierra Pacific Industries Smucker's South Valley Farms	Specialty Food Association Sun Hydraulics Sun Pacific Sunview Vineyards of California, Inc. Superior Foods International Tanimura & Antle Taylor Farms Teach Ag California Tenslytic The Tremont Lyman Group, Inc. Trinchero Family Estates USDA Agriculture Marketing Service Vanguard AG VoloAgri/US Agribrands Wilbur-Ellis Company Wonderful Citrus Wonderful Pistachios and Almonds Woodside electronics corp Yosemite Farm Credit
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Friday Jan 18th

Amy's Kitchen Andrew and Williamson Fresh Produce Arbonell Assessor's Office, County of SLO Balaban Farms Bartlett Tree Experts BASF BrightView Boskovich Farms Bronco Wine Company C.H. Robinson California Department of Food and Agriculture California Olive Ranch Christopher Ranch, LLC Church Brother Farms Coast Landscape Management Colbank Corteva Driscoll's E&J Gallo Winery Famous Software Farm Credit West Farmland Management Services Fowler Packing Company G3 Enterprises Gold Coast Packing Grimmway Enterprises IDC Precision Irrigation	J. Lohr Vineyards and Wines J.G. Boswell Jensen Landscape Contractors, LLC JSC Agricultural Supply KCOE Isom Lamb Weston LandCare Lyons Magnus Marian Nut Company Markon Cooperative Mendocino Forest Products Mission Produce Nutrien Ag Solutions Ocean Mist Farms Olam	ROO Equipment Co. Rabobank Sensient Natural Ingredients Sierra Gold Nursery Sierra Pacific Industries Smucker's Tanimura & Antle Taylor Farms Trans Ova Genetics Trinchero Family Estates Vanguard AG VoloAgri/US Agribrands Wilbur-Ellis Company Yosemite Farm Credit
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Presented by the
ABM/NAMA Club

✉ agshowcase.cp@gmail.com

📘 Cal Poly Ag Showcase

Thank you to our sponsors!
























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Rodeo Concession

- ABM Club has a food concession at the annual spring Rodeo
- Student organized and run
- Help feed 10,000 people at event



Other student-organized/funded activities:

- Industry field trips
- Trade Shows: World Ag Expo, Specialty Food Association, Produce Marketing Association



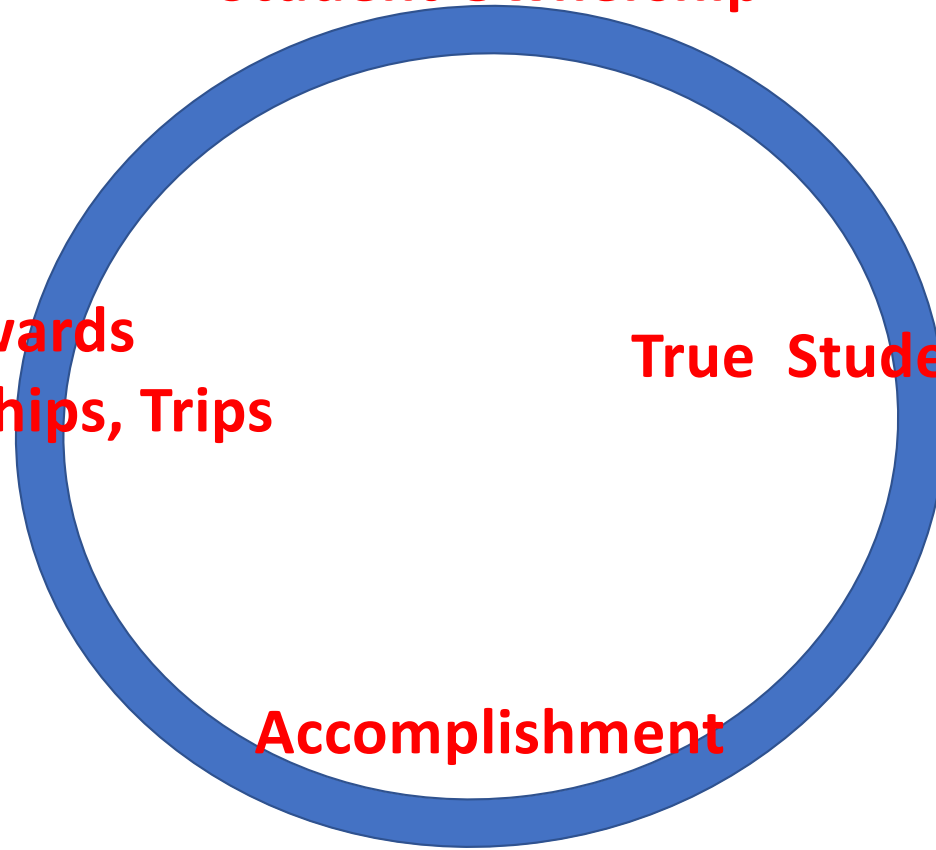
Circle of Success

Student Ownership

**Rewards
Scholarships, Trips**

True Student Engagement

Accomplishment



How to incorporate this in your student clubs

- Examine your advisory and/or leadership style
- Be more of an “idea” and support resource
- Let the students run the show
- Industry WANTS your students and their talent
- They WANT to support worthy activities, like field trips and scholarships
- Take advantage of this and get creative with industry opportunities to connect to your students

Thank you!

- Questions?
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