DISCOVERY 20 14

AgVantage Software's 29th Annual National Conference & User Exchange
June 18-20 • The Commons Hotel • Minneapolis, MN

AgVantage Software, Inc.
2014 Conference Agenda

Wednesday, June 18

7:30 - 8:00   Registration, Continental Plus Breakfast——Conference Sponsor Exhibits - Mezzanine/Skyway level, Meridian Ballroom
8:00 - 9:45   Welcome — Lori Campbell, Conference Manager, **"Re"-Discovery with AgVantage** - Michelle Blomberg, President & CEO (9:45 - 10:00 Break)
10:00 - 11:30 **Discovering The Glass Ain't Half Empty, It's Just Too Big - (managing change)** Mark Mayfield, keynote speaker, comedian, entrepreneur
11:30 - 12:30   Lunch—Meridian Ballroom

	LAB	Lecture	Lecture	Lecture	Lecture	Lecture	SQA
12:30 - 1:25	Intermediate Query, Pt. 1	AgVantagePC Energy	eAgVantage Grain Sales	Managing Mergers	Intro to Inventory	Harness The Power of Mobile—Commodity Update	Farm Agronomy Planning
1:35 - 2:30	Intermediate Query, Pt. 2	Working with Energy Management & CDD	eAgVantage A/R, EOY, Patronage, PayPal & Sales Reports	Using Technology for Grain Dept. Efficiencies	Intro to AgVantage Accounts Receivable	Patronage & CDD	Inventory SQA
2:30 - 2:50 Break							
2:50 - 3:45	The Power of GAP Reporting, Pt. 1	AgVantagePC Office Dispatching & Mapping	Going "Green" emailing Invoices, Statements, Payroll Stubs	I.T. Security In a Changing World	Intro to Grain Operations	Interpreting USDA Crop Reports	eAgVantage SQA
3:55 - 4:50	The Power of GAP Reporting, Pt. 2	AgVantagePC Energy & Dispatching CDD	DTN Interface – Integrated Hedging, Updating, Contracts	Effective Leadership Through Storytelling	Setting Up & Maintaining Legacy & eAgVantage Financials**	New Sorting & Credit Memo Options for A/R Statements	Maintaining Your Power System

5:50 - 8:30   **SOCIAL EVENT:** 5:50 Meet in lobby to walk to TCF Stadium, 2 blocks away,   6:05 "30" photo on the football field 6:15-7:15 Stadium tours available every 15 minutes
6:15-8:00 Buffet Dinner served, Discovery Themed Party, (adventurer/explorer/inventor/nerd) — attendance prizes (costume judging at 7:30 & attendance prizes at 7:45)

Thursday, June 19

6:00-7:00 a.m. optional Intro to Yoga, meet in hotel lobby 7:15 - 8:15 a.m. Breakfast— Meridian Ballroom—Sponsor Exhibits Mezzanine Level							
8:15 - 9:10	Intermediate Excel, Pt. 1	Intro to AgVantagePC Agronomy	Accounts Receivable CDD	AgVantage Future Discover the Next Generation of the System, Pt. 1	Inventory, Success Is In The Details	AgVantagePC Grain Scale with Applied Contracts	Accounts Payable SQA
9:20 - 10:15	Intermediate Excel, Pt. 2	AgVantagePC Agronomy—Advanced for Current Users	Precision Marketing for Innovative Agri-Business VistaComm	AgVantage Future Discover the Next Generation of the System, Pt. 2	Inventory Item Pricing—Global Price Upd., New Price Spreadsheets	Balancing Grain, Daily Position & Long/Short	Payroll SQA
10:15 - 10:30 Break—Sponsor Exhibits—Mezzanine Level							
10:30 - 11:25	AgVantagePC Point of Sale **	eAgVantage Commodity DPR, CDD**	Credit & Collections at Skagit Farmers Cooperative	Discovering the New IBM i	Inventory Purchase Orders, Inventory Receiving	How Grain Affects your General Ledger	Container Tracking SQA & CDD
11:35 - 12:35 "Lightning Rounds" - quick 5 minute presentations on amazing ideas—Meridian Ballroom							
12:35 - 1:35 - Lunch— Meridian Ballroom							
1:35 - 2:30	V8 Grain Reports, iSeries, Adobe PDF, Pt. 1	NEW AgVantagePC Seed & eAgVantage Seed, Pt. 1	On Demand Contracting (Agronomy, Energy, etc…)	Discover Mobile System Access	Inventory Reports, Costing, Analysis & CDD	Employee Management, Delegating Tasks, Pt. 1	Accounts Receivable SQA
2:40 - 3:35	V8 Grain Reports, eAgVantage, Pt. 2	NEW AgVantagePC Seed & eAgVantage Seed, Pt. 2	CMS/Customer Relationship Management & CDD	Cyber Crime: Securing Your I.T. Environment	Inventory Transfers Between Locations	Employee Management, Delegating Tasks, Pt. 2	Patronage SQA
3:35 - 3:50 Break							
3:50 - 4:45	Advanced Query	AgVantagePC Agronomy SQA & CDD	Grain CDD	Payroll, ETA & CDD	Physical Inventory, Mobile Devices	AgVantage Version 8**	Energy SQA

5:55-9:30   **DINNER & SHOW—TONIC SOL-FA** (5:55—meet in lobby to walk to McNamara Alumni Center)
6:00-7:00 Cocktails & Appetizers—Heritage Gallery open for viewing
7:00-8:00 Buffet Dinner 8:00-9:30 Tonic Sol-fa concert (Dessert will be served during a 15 minute intermission)

Friday, June 20

6:00-6:30 a.m. Outdoor fitness walk with Lori Campbell, meet in hotel lobby 7:30 - 8:15 Breakfast –Meridian Ballroom 8:15 - 8:40 **AgVantage Discover Channel** - Theresa Willems, VP Customer Services							
8:50 - 9:45	AgVantage Feed & Feed Scale CDD	AgVantagePC Point of Sale, Advanced for Current Users	Emailing Grain Purchase Contracts w/ Electronic Signatures	"Green" Options for a More Paperless World	Tips for Installing PCs, PTF's, Passwords	Setting Up & Maintaining Legacy & eAgVantage Financials**	Input Financing Roundtable
9:55 - 10:50	IBM DB2 Web Query for i, Pt. 1	Building Your Brand—Websites, CRM, & Social Networking	AgVantagePC Grain Scale Advanced & CDD	Options for Replacing Cardtrol or Profit Point	Everyday Tips To Improve Efficiency	Invoice Maintenance—Balancing Batches	AgVantagePC Seed SQA
10:50 - 11:05 Break							
11:05 - 12:00	IBM DB2 Web Query for i, Pt. 2	AgVantage Version 8**	eAgVantage Commodity DPR, CDD**	TBD	Accounts Payable Features & CDD	Optional Features for Security & Efficiency	Grain SQA

** Session offered twice   CDD—Customer Driven Development
SQA—AgVantage Staff Question & Answer, get answers to your specific questions
TBD—To Be Determined, attendees will be notified of any changes to the schedule

Why Attend The National Conference?

1. Stay Current In Agri Business
Gain a new perspective on how to use your current software. Learn about new technology & software while choosing from seven concurrent sessions. Then take back what you learn and be more effective in your job.

2. Customer Networking
You have an amazing opportunity to network with other AgVantage® Customers, our Agri Business Partners, and our staff. These tremendous connections have sustained this customer conference for 29 years—the longest span of any software company in the agribusiness industry!

3. Customer Driven Development Sessions (CDD) By attending the conference, you help to direct the future path of AgVantage Software**.**

4. Attend Classes Presented By Your Peers
Our incredible customers have been very generous as they serve on panels, teach classes, present "Lightning Bolts" and assist our AgVantage staff.

5. Staff Question & Answer (SQA)
This is an informal time to meet with AgVantage staff and ask questions about your specific company situation.

6. AgVantage Software Discounts
Discounts are always offered to conference attendees for AgVantage Software purchased by the end of July.

2014 Platinum Sponsors

The Progressive Farmer dtn - A TELVENT Brand

COMMODITY update

VISTACOMM®

Tuesday, June 17
4:30-5:15 p.m. U of M Campus Walk
Meet in lobby. Come and explore the U of M Campus with Lori Campbell.

8:00 - 9:30 p.m. Early Registration & Welcome Reception
This reception is a great chance to network and pick up your registration materials early. This networking event will be held on the lobby level near the restaurant & outside, or on the 2nd floor near the Meridian Ballroom. Spouse/guest welcome.

Wednesday, June 18th
6:00-7:00 a.m. Outdoor Fitness walk with Pat Badger. Meet in hotel lobby

7:30 - 8:00 a.m.
Registration & Sponsor Exhibits - Mezzanine/Skyway Level
Meridian Ballroom, Continental Plus Breakfast

Wednesday 8:00 - 8:10

Welcome To Our 29th National Conference & User Exchange
Meridian Ballroom - Mezzanine Level
Lori Campbell
Conference Manager

Wednesday 8:10 - 9:45

"Re"-Discover with AgVantage
Michelle Blomberg
President & CEO
AgVantage Software, Inc.

It's hard to explain, but we all know what happens when a partnership or group has chemistry: it's important in any relationship. When co-workers have fun together, they communicate better and connect on a deeper level. And when they connect, this creates trust, which enables individuals to take greater risks with the knowledge that they have their team behind them.

In order for a company to innovate, communication and teamwork are a prerequisite. Innovation isn't a spontaneous occurrence. Innovation is often the result of individual creativity and initiative. None of these can occur as effectively without the element of fun that enables risk.

When co-workers have fun together, they are more likely to create ideas together, solve problems together and build great success together.

Participants learn how to stay in the game, work in the moment, and help each other be successful by asking themselves a very important question: How may I help the people around me become more successful?

Come hear Michelle share stories of how AgVantage "re-discovered" what is important to remain innovative. The backbone to AgVantage culture is now Teamwork, Change, Innovation & Leadership.

BREAK 9:45-10:00 a.m.

Wednesday 10:00 - 11:30

Keynote:
Discovering The Glass Ain't Half Empty, It's Just Too Big!

Mark Mayfield

Change Management
This is a humorous approach to a very serious subject and emphasizes that creativity is the key component in managing change. Learn change theory and creative exercises in this upbeat, fast-paced program that will leave you laughing and leave you with change management skills.

Known as "The Corporate Comedian", Mark Mayfield has merged together his corporate background as a lobbyist and his comedy background as a nightclub performer to create an extremely unique and comedic presentation style. He gives over 100 presentations annually.

Mark Mayfield's philosophy is simple… say it with humor, and people will take the message home. He has received rave reviews sharing the stage with a wide variety of celebrities like Paul Newman, Peter Frampton, Colin Powell, and Bob Newhart and has introduced the President of the United States on a live, nationwide television broadcast. He has also been inducted into the National Speakers Association "Speaker Hall of Fame".

Raised on a farm in Caney, Kansas, he received two degrees from Kansas State University and served as National President of the FFA. He has spent time as a high school teacher, a farmer, a corporate lobbyist, was partner of an innovative golf instruction facility, was a professional model and spokesperson in print and television commercials, and owned a top rated nightclub. Mark is author of the popular book, Mom's Rules, a comedic yet poignant look at those things Mom said to us as kids.

Gold Keynote Speaker Sponsor:

All Covered
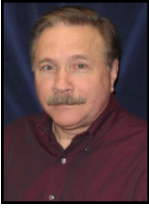IT SERVICES FROM KONICA MINOLTA

"You challenged our executives and provided an exciting kickoff. It was REAL content with REAL comedy."
Ocean Spray Cranberries

LUNCH 11:30-12:30 - Ballroom

Wednesday 12:30 - 1:25

Intermediate Query Pt. 1, Lab
Mike Smark
System Installation & Training Technician
Prerequisite: Intro to Query
(Level: Intermediate)

- Joining files / defining result fields
- Complex / powerful record selection
- Formatting output for files and reports
- Discussion/examples of Auditing/Analyzing financial data for internal/external use
- Exercises and samples to take with you

AgVantagePC™ Energy Management
Dawn Klingfus
Customer Services Rep.
Prerequisite: None
(Level: Basic)
We will learn how to set up, sync, and create a ticket in the program. We will discuss the new features and operating procedures.

- Setup and configuration
- New features overview
- Basic operation, creating a simple ticket
- Contracts, special pricing, and discounts
- Advanced operation—LC, MID:COM, & GPS
- Updating procedures

eAgVantage Grain Sales
Dawn Nemechek
Customer Services Representative
Prerequisite: None
(Level: Intermediate/Advanced)

- See your Grain sales contract "balances" with terminals and with your customers
- Know where to send truckers without printing sales reports
- View in-transit, applied, settled and invoiced
- View customers' contracted grain as soon as they are invoiced

Managing Mergers
Jamie Pratt
I.T. Systems Manager
Legacy Farmers Cooperative
Findlay, Ohio
Prerequisite: None
(Level: Intermediate/Advanced)

- What's important and what's not important when managing a merger. Setting priorities.

Established March 1, 2014 through a merger between Blanchard Valley Farmers Cooperative and Deshler Farmers Elevator Company, Legacy Farmers Cooperative is a locally owned farmers' cooperative located in Findlay, Ohio and the surrounding counties of Hancock, Henry, Putnam, Seneca, and Wood. The new Legacy Farmers Cooperative has 19 locations including five agronomy locations, Lawn and Pet (feed, farm, turf and garden), two petroleum cardtrol locations, liquid fuel and lubricant delivery, and 11 grain facilities.

Intro To Inventory
Mark Meyer
Customer Services Representative
Prerequisite: None
(Level: Basic)

- Setup fine line codes, departments, and items
- Turning on lot tracking
- Vendor reorder numbers, multiple UPC codes
- Transfer items
- Remove duplicate items
- Inventory Constants File

Come Learn How To Harness the Power of Mobile—Commodity Update
Joel Jaeger
Founder/CEO
Commodity Update 651-275-1300
joel@commodityupdate.com
Prerequisite: None   (Level: Basic/Intermediate)

Commodity Update, now in conjunction with Farm Journal Mobile, is the leading provider of Agricultural information to mobile phones.

- Come learn how to harness the power of mobile & "Big Data" to effectively market to farmers in your area.

Farm Agronomy Planning
Tully Waddingham
I.T. Director
North Central Cooperative
Clarion, IA

North Central Cooperative is a farmer owned coop handling grain, feed, fertilizer, chemicals, seed and petroleum. NCC has 7 locations.

Field Steps is a tool developed by North Central Cooperative to allow agronomists to sit down with the farmer and plan their agronomic inputs field by field eliminating many of the repetitive tasks involved with that planning. The program is set up on an Excel spreadsheet and divides each field into tabs including; aerial maps, fertilizer needs, fertilizer calculations, chemistry, seed, and cash flow of that field. If no detailed field information is provided by the farmer, it can also be used as an enterprise tool with all acres grouped together by crop. Step by step demonstration of the program as well as time for questions at the end.

Wednesday 1:35 - 2:30

Intermediate Query, Pt. 2, Lab
Mike Smark, System Installation and Training Tech
Prerequisite: Intermediate/Advanced Query, Pt. 1
(Level: Intermediate/Advanced)

- Defining ideal report totals/breaks, detail/summary output
- Creating special reports / files to use in other queries
- Transferring file data to use in Excel, etc…
- Discussion/Examples of Auditing/Analyzing financial data for auditors

Working With Energy Management & Customer Driven Development (CDD)
Mary Jo Meyer
Customer Services Rep.
Prerequisite: None (Level: Basic)
We will review Energy Management tank file maintenance, degree day, and why daily entries are important.

- File setup, Degree Day, and Review Reports
- Customer Driven Development

eAgVantage™ Accounts Receivable, End of Year, Patronage, & PayPal
Rick Prinsen
Customer Services Rep.
Prerequisite: None
(Level: Intermediate)

Offer your customers the ability to see their statement, drill into invoices, grain information, and customer's equity and patronage. End of year information to use for tax purposes. Now your customers can bring their account information down to their home PC's and into their own accounting systems—Quickbooks, Excel, etc. New PayPal option as a low cost solution.

Using Technology for Grain Department Efficiencies
Mike Myers
Grain Marketing Manager
Sunrise Cooperative, Inc.
Fremont, OH

Sunrise Cooperative is a farmer owned cooperative with over 3,100 members, specializing in grain, agronomy, feed, and energy. The cooperative has 13 locations and sales of $700 million.

- Electronic Signatures
- Emailing Grain Contracts & Settlements
- AgVantage linkage w/Advance Trading (generates Farmer Purchase contracts)
- Cross-Selling Strategy
- Leveraging cross-selling to grow with Key Accounts

Intro To AgVantage Accounts Receivable
Michelle Sirosky
Customer Services Rep.

Prerequisite: None (Level: Basic)
- Counter vs. transaction maintenance
- Fine line codes vs. departments
- Price levels and discounts
- Payment types—discounts or not
- Tax codes and exemptions
- Term codes

Patronage & Customer Driven Development (CDD)
Kristi Wendricks
Customer Services Representative
Prerequisite: None
(Level: Basic)

- New features
- Patronage constant file
- Check distributions and 1099's
- eAgVantage
- Customer Driven Development

Inventory Staff Question & Answer (SQA)
Mark Meyer and Kristin Ehlen, Customer Services Representatives. Please go to Inventor 2 meeting room for this informal question & answer session.

BREAK 2:30-2:50 p.m.

Wednesday 2:50 - 3:45

The Power of GAP Reporting, Pt. 1, Lab
Dawn Nemechek
Customer Services Representative
Prerequisite: Query skills helpful, but not required
Level: Intermediate
- Review A/R setup—Dept/Fine Line Codes/ Items
- Selection criteria—Do's & Don'ts
- Grain Received and Grain Purchased
- Define columns for sales quantities and amounts

AgVantagePC™ Office Fuel Dispatching & Mapping
Dawn Klingfus, Customer Services Representative
Prerequisite: None (Level: Basic)
We will discuss the new features and operating procedures

- Setup and configuration
- New features overview
- Basic operation, creating a simple ticket
- Contracts, special pricing, and discounts
- Advanced operation—LC, MID:COM, & GPS
- Updating Procedures

Going "Green" - emailing Invoices, Statements, Grain Settlements, and Payroll Stubs
Ben Johnson
Customer Services Rep.
(Level: Basic)

- Setting up customer databases
- Sending invoices from customer lookup
- Sending statements at end of month
- Sending grain settlements
- Sending employee payroll stubs
- Sending Vendor ACH stubs

I.T. Security in a Changing World
Jim Halvorsen
CPA , Senior Manager
Assurance Services
CliftonLarsonAllen LLP
Marshfield, WI 715-387-6341
cliftonlarsonallen.com

Michelle Blomberg
AgVantage President/CEO
Prerequisite: None
(Level: Intermediate/Adv.)

In an information-sharing environment, awareness of information security is paramount. Not all information is public. Some information, particularly information that is sensitive or confidential in nature, must be kept private.

Integral to the success of a security awareness program will be the knowledge that the members of an organization possess, with regard to the information assets of the organization. The greatest factor will always be the human factor. System security may become perfect one day, but people will never be. An organization may have perfect technical security, but someone can still be tricked into handing over their password. Therefore, security is everyone's responsibility. Users must understand that they

represent the most important part of the security program.

Michelle and Jim will show how they each have approached security within their companies and why it is rapidly becoming important to each person every day.

Intro to Grain Operations
Rick Prinsen
Customer Services Representative
Prerequisite: None   (Level: Basic)

- Daily operations & grain terminology
- Navigating menus from screen to screen
- Ticket entry, contracts, settlements
- Commonly used reports

Interpreting USDA Crop Reports
Dan Uttech
Feed Ingredient Purchasing Mgr.
New Vision Cooperative
Brewster, MN
Prerequisite: None
Level: Intermediate/Advanced

Dan Uttech has been in the grain and feed ingredient business since 1980, and has a real passion for sharing grain marketing information with both employees and customers. New Vision Cooperative currently has 17 locations with annual sales this past year in excess of $500 million.

Do USDA Crop Reports influence grain prices? Without a doubt! Could you provide valuable insights to your customers by understanding some of the key areas in USDA Reports? Without a doubt! **Producers agree that their biggest challenge in their farming operations today is grain marketing and risk management**. This session will enable and equip you to better serve their biggest need! Attend and you will learn and feel better prepared to benefit your customer base and your company.

- Give your customers and staff improved market knowledge and understanding
- Improved professional image in the eyes of your customers
- Improved confidence with new marketing contracts, programs and strategies
- End result—improved performance and profits!

eAgVantage Staff Question & Answer (SQA)
Theresa Willems, VP Customer Services, and Pat Badger, Senior Software Engineer
Please go to Inventor 2 meeting room for this informal question & answer session.

Wednesday 3:55 - 4:50

The Power of GAP Reporting, Pt. 2, Lab
Dawn Nemechek
Customer Services Representative
Prerequisite: Gap Report., Pt. 1
Level: Intermediate

- Generate mailing lists
- Create form letters—export to Excel using Mail Merge into Word

AgVantagePC™ Energy & Office Dispatching, Customer Driven Development (CDD)
Dawn Klingfus
Customer Services Representative
Prerequisite: None   (Level: Intermediate)

- Current projects
- Prioritize updates to existing programs
- Vote on requests

DTN Interface - Integrated Hedging, Updating Contracts, Futures, Basis
Co-Instructors:
Don Konz
Senior Product Manager
DTN/The Progressive Farmer
(402) 255-8385
dtnprogressivefarmer.com

Steve Sturm
Grain Merchandiser
All American Cooperative
Stewartville, MN

Lori Bilderback
Senior Software Engineer
AgVantage Software,Inc.
Prerequisite: None (Level: Interm.)

DTN/The Progressive Farmer is revolutionizing the agriculture industry with its game-changing agricultural information solutions and market intelligence that enable customers to actively and effectively manage their businesses. The   company's insightful, independent content along with proprietary business management tools and in-depth market analysis empower better decision making from today's forward-looking agricul-tural producers,   agribusiness leaders and commod-ity market traders.

- DTN Grain Portal is an offer deck management and hedging tool that provides a centralized system to manage 100 percent of your offers while supply-ing your customers with online documentation. It keeps your offers in sync with your web site's basis changes and can be used with any commodity to help increase efficiencies in all business units.
- DTN integrates with AgVantage to supply a seam-less solution for grain contracts and market-to-market valuation process.

Effective Leadership Through Storytelling
Michelle Blomberg, President/CEO
AgVantage Software
Prerequisite: None (Level: Basic)

An agronomy sales rep, the agronomy bookkeeper and the agronomy manager were going to lunch when they found an antique oil lamp. They rubbed it and a genie came out. The genie said, "I'll give each of you just one wish."

"Me first!" says the sales rep., "I want to be in the Bahamas, driving a speedboat, without a care in the world." Poof! She was gone.

"Me next!" says the bookkeeper. "I want to be in Hawaii, relaxing on a beach with my personal mas-seuse, and an endless supply of pina coladas."
Poof! He was gone.

"OK, you're up," the genie says to the manager. The manager says, "I want those two back in the office after lunch."

Moral: Always let your boss have the first say.

Come hear Michelle share the use of story in the workplace and how it has been effective in trans-forming culture.

Setting Up & Maintaining Legacy & eAgVantage Financials**
Kristin Ehlen
Customer Services Representative
Prerequisite: None
(Level: Intermediate)

- File and Member Data
- Locating Postings assigned to Financial Statements
- Copying Existing Financial Statements
- Changing Data within your Financial Statements

** Sessions with two asterisks are offered twice during the conference.

New Sorting & Credit Memo Options for A/R Statements
Michelle Sirosky
Customer Services Representative
Prerequisite: None
(Level: Basic)

Balance Forward; Open Invoice; Combined; Revolving Fund
You may now sort statements by age and/or include a credit memo on past due balance statements. Which statement format is right for your customers: Balance Forward; Open Invoice; Combined; Revolv-ing Fund? Your chosen option may be company-wide or you may have a mix of all, or as many of, the formats as you want. Find out what's available and the needed setup for each.

Maintaining Your Power System
Brad Belcher
Systems Analyst , Hardware Sales & Technician
Prerequisite: None
(Level: Intermediate/Adv.)

Learn why it is critical to maintain your system. From keeping current on IBM PTFs, to maintaining backups and user security.
We will cover:

- IBM PTFs
- Nightly backup
- Full system save
- Testing restores

Social Event 5:50 - 8:30 p.m.
Theme: Discovery

TCF Stadium, Indoor Club Room
(Spouse/guest welcome)

Time	Activity
5:50	Meet in Hotel Lobby to walk together to TCF Stadium
6:05	"30" photo on the football field
6:15-7:15	Stadium tours every 15 min.
6:15-8:00	Casual buffet dinner served Food, beverages, prizes, & networking
7:30	Costume judging—come dressed as your favorite inventor/explorer/ adventurer/nerd etc...
7:45	Attendance Prizes 8:30 Departure

THURSDAY, JUNE 19

6-7 a.m. Meet in the hotel lobby at six for an Intro to Yoga class! Lots of fun and beginners are welcome!

BREAKFAST 7:15 - 8:15 a.m.
Meridian Ballroom
Sponsor Exhibits - Mezzanine Level

Thursday 8:15 - 9:10

Intermediate Excel Pt. 1, Lab
Theresa Willems
V.P. Customer Services
Prerequisite: Basic usage of Excel or Introductory Class
(Level: Intermediate)

Orientation & Efficiency
- Editing – Simple and Special Pasting
- Outline – Group Layers, Subtotaling across categories
- Cell References – Linking cells, Absolute references for cells & columns

Data Handling
- Data Validation – adding dropdowns to improve data integrity
- Date & Time functions – NOW, TODAY, SECOND, NETWORKING
- Text Functions – FIND, LEN, CLEAN, TRIM, CONCATENATE
- Logical and Lookup functions – TRUE, FALSE, VLOOKUP, MATCH
- Macros

Intro to AgVantagePC™ Agronomy
Terri Schwarzrock
Customer Services Rep.
Prerequisite: None
(Level: Basic)

- Setup/Settings
- Updating the program
- Blending options
- Price Quote/Price Sheet

Accounts Receivable Customer Driven Development
Michelle Sirosky, Customer Services Representative
Prerequisite: None   (Level: Intermediate/Advanced)
- Current projects
- Prioritize updates to existing programs
- Vote on requests

AgVantage Future—Discover the Next Generation of the System, Pt. 1
Michelle Blomberg
President & CEO
Prerequisite: None
(Level: Intermediate/Advanced)

AgVantage Software has many opportunities to take the system mobile. Michelle and her team will take you into the world of mobility with AgVantage. The ability for your customers and employees to access information from wherever they are has become the forefront of your business.

The sky is the limit. The number of devices you can use to access this information is unlimited, such as the iPad, iPhone, Droid, other tablets and smart phones. With taking the system mobile comes many challenges, such as training, security, email, and document sharing. Let's determine the next dimension of ag-focused systems together.

AgVantagePAC—What is it? What's the future of the "green screen"? See how to take the ENTIRE AgVantage system mobile. We will show a "live" demo of the first module, plus the path to the rest of the system. Come and see the next generation of the AgVantage systems.

Inventory—Success is in the Details
Dennis Boccardi
Inventory & I.T.
Ursa Farmers Cooperative
Ursa, IL
Prerequisite: None
(Level: Intermediate/Advanced)

- How UFC keeps their item numbers up-to-date, well organized, and maintained within their system.
- Organize inventory and create count sheets
- Create and Practice internal controls
- Department, FLC's and correct G/L's
- Purchase Orders, Inventory Received, Accounts Payable and Accounts Receivable

UFC has nine locations, 2,400+ members and employs more than 80 full and part-time employees. It has four river locations and the cooperative handled more than 24 million bushels of grain this past year. Dennis Boccardi has been with the cooperative for four years.

> ### Early Registration Savings!
> Register by Friday, May 16, 2014 to save $100 off of the full, three day conference rate.

AgVantagePC™ Grain Scale with Applied Contracts, Lab
Tim Machutt
Customer Services Rep.
Prerequisite: None
(Level: Basic)

- Navigation through the program
- Processing purchases, sales, and transfer tickets
- Live apply process / eAgVantage tool
- Processing Weigh Only / Anhydrous / Agronomy tickets
- End of day processing

Accounts Payable Staff Question & Answer (SQA)
Valerie Ahlers and Brenda Dvorak, Customer Services Representatives   Please go to the Inventor 2 meeting room for this informal question & answer time.

Thursday 9:20 - 10:15

Intermediate Excel Part 2, Lab
Theresa Willems, V.P. Customer Services
Prerequisite: Part 1
(Level: Intermediate)

Data Analysis
- Mathematical Functions
- Summarizing Data using AVERAGE, MAX, MIN
- "What if" analysis
- Pivot Tables
- Modeling Principles & Techniques

Presentation
- Cell Formatting
- Graphs & Charts
- Conditional Formatting

AgVantagePC™ Agronomy, Advanced for Current Users
Terri Schwarzrock
Customer Services Representative
Prerequisite: None   (Level: Intermediate)
- Multiple Locations
- Farm/Field Maintenance
- Field Maps/Grower Documents
- Batch sizes
- Wholesale/Split Batch Orders

Thursday 9:20 - 10:15 cont.

Precision Marketing for Innovative Agri-Business
Laurie Hoffmann
Director of Business Development
VistaComm, Sioux Falls, SD
866-752-7707
www.VistaComm.com
Prerequisite: None (Level: Intermediate)

VistaComm, America's Precision Marketing Leader for Agri-Business delivers game changing products and services that help you reach both customers and prospects with pinpoint accuracy.
- Solidify customer relationships
- Identify prospects you don't know you have
- Grow faster than your competition

AgVantage Future—Discover the Next Generation of the System, Pt. 2
Michelle Blomberg, President & CEO
Prerequisite: AgVantage Future—Discover the Next Generation of the System, Part 1
(Level: Intermediate)
- Continuation of Part 1

Inventory Item Pricing—Global Price Updates, New Price Spreadsheet
Chuck Bohanon, Senior Sales and Service Analyst
Prerequisite: None
(Level: Intermediate)

- Updating prices from a spreadsheet
- Changing prices in all locations at one time
- Basing a price level on another price level
- Global price update features and functions
  - Now uses feed rations as well as inventory blends for computer costs
- Margins vs. markups, Margin amount & margin %
- Quantity breaks

Balancing Grain—Daily Position & Long/Short
Karen Tidd
Customer Services Rep.
Prerequisite: None
(Level: Basic/Intermediate)

- Types of Reports
- Balancing
- Troubleshooting

Payroll- Staff Question & Answer (SQA)
Valerie Ahlers and Brenda Dvorak, Customer Services Representatives. Please go to the Inventor 2 meeting room for this informal question & answer time.

BREAK 10:15-10:30 p.m.

Thursday 10:30 - 11:25

AgVantagePC™ Point of Sale, Lab
Jason Schneider
Customer Services Rep.
Prerequisite: None
(Level: Basic/Intermediate)

- Setup and program options
- Cash, charges, payments, and returns
- Multiple pay types
- Hotkey and Point of Sale reporting
- Split invoices

eAgVantage™ Commodity DPR & Customer Driven Development (CDD) **
Chuck Bohanon, Senior Sales & Service Analyst
Prerequisite: None (Level: Intermediate/Advanced)
- Compare sales and purchase contract balances
- Combine like products into a single DPR
- Receive products off purchase contracts
- Bring commodity DPR into Excel for additional analysis
- Agronomy blends & work orders included
- Email to selected staff

Many lenders are requiring you to track this information—let's continue to make it easy and accurate as you share your suggestions.

> *Conference Special Offer!*
> *Buy 4, get one free!*
> *5th full conference registration from the same company is free!*

Credit & Collections at Skagit Farmers Supply
Kathy Green
Credit Manager
Skagit Farmers Supply
Burlington, WA

Prerequisite: None (Level: Intermediate)
- Using the Budget program in Credit
- Utilizing ACH/Budget
- Negotiating the resistance to ACH as a requirement
- Tools to communicating with your working energy customer

Kathy has worked in the credit industry for the past 19 years and has experience in many different trade arenas; from manufacturing of professional audio equipment to commercial steel construction. Agri-business is now her favorite and she has been with Skagit Farmers Supply for two and a half years. She is a member of NACM, a city council woman, and the mother of two grown boys. Skagit Farmers Supply was established in 1934 and today provides agron-omy, propane, and refined fuel products along with operating thirteen retail stores and a multi-state distribution center in the Pacific Northwest.

Discovering the New IBM i
Tim Rowe
Business Architect Application Development & Systems Management for IBM i
IBM i Development Lab
Rochester, MN

IBM i is the "Integration" operating system on IBM's Power Systems. Its heritage of stability, security and low total cost of ownership lays the foundation for its success today and into the future. Tim Rowe, Business Architect for IBM i - Application Development and Systems management, will talk about the current state of IBM i, the direction of its next enhancements, and possibilities for the future. He will also discuss the key technologies which should be adopted by the community to gain the most benefit from the platform in the future.

Tim Rowe has worked for IBM in Rochester, Minn. for more than two decades. He currently has the responsibility for ensuring that the platform has the infrastructure and components necessary for custom-ers to develop, build, and run applications on IBM i.

Tim works with Rational and WebSphere on a daily basis and also has IBM i responsibility for the IBM HTTP Server, Web Administration GUI interface, integrated web application server for i, web services server for i, and other application components.

Lightning Rounds

Inventory Purchase Orders & Inventory Receivers
Mark Meyer
Customer Services Rep.
Prerequisite: None
(Level: Intermediate)

- Setting up purchase order areas
- Creating a purchase order
- Running suggested purchase order reports
- Pulling purchase orders into Inventory Receiving and/or Accounts Payable
- Reconciling your inventory receiver general ledger accounts

How Grain Affects Your General Ledger
Karen Tidd
Customer Services Representative
Prerequisite: None
(Level: Basic/Intermediate)

- Cash vs. accrual basis
- G/L transactions generated
- Tips for balancing grain payables
- Exercises

Container Tracking—Staff Question & Answer (SQA) & Customer Driven Development (CDD)
Terri Schwarzrock, Customer Services Representative and Bonnie Fohrman, Vice President, Programming Department. Please go to the Inventor 2 meeting room for this informal question & answer time. This SQA will also include an opportunity to vote on potential new enhancements to this product.

Thursday 11:35 - 12:35

Michelle Blomberg, "Lightning Rounds" facilitator— Meridian Ballroom These are five minute attendee presentations to the entire group. There is a buzzer after five minutes and then the next person starts. Come and hear what other attendees are doing to make their workday more efficient, productive, and fun.

Lighting Round Presenters

1. HOW MY CO-OP USES SOCIAL MEDIA FOR PROMOTIONS & UPDATES
Brandi Anderson
Branch Manager—London Grain
Heritage Cooperative, Inc.
London, OH

2. INSTANT INFO WITH eAGVANTAGE GRAIN SALES
Steve Sturm
Grain Merchandiser
All American Cooperative
Stewartville, MN

3. WHY WE USE CREDIT LIMITS AND F9 NOTES
Mary Beth Schade
Credit & Admin. Services, Dir.
United Cooperative
Beaver Dam, WI

4. MONITORING SCHEDULED DELIVERY ENERGY CUSTOMERS WHEN CREDIT IS A CHALLENGE
Lisa Olson, I.T. Manager
Medford Cooperative
Medford, WI

5. WHY I LIKE eAGVANTAGE SEED
Shelly Kubicek
Logistics/Procurement
United Cooperative
Beaver Dam, WI

6. INTERFACING SEED PRODUCTS & SHIPMENTS FROM SEED MANUFACTURERS
Randy Fry
Data Processing & I.S. Mgr.
Ceres Solutions LLP
Terre Haute, IN

7. AUTOMATING YOUR GRAIN RECEIVING
Aric Gordon
Grain Division Manager
FCA Co-op
Jackson, MN

8. eAGVANTAGE FINANCIAL STATEMENTS & A/R
Enid Jackson
Controller
Lakeland Cooperative
Ridgeland, WI

9. AGRONOMY—USING GOOGLE EARTH & IPADS
Dwayne Ruthig
General Manager
Caledonia Farmer's Elevator
Caledonia, MI

10. MOBILE DEVICE MANAGEMENT
Nick Bernhardt
Infrastructure Engineer
Landmark Services Cooperative
Cottage Grove, WI

11. WHY WE USE MESSAGE BOARDS AT OUR GRAIN FACILITIES
Terry Bell
Software Support Specialist
Trupointe
Wapakoneta, OH

LUNCH 12:35-1:35 p.m.

Thursday 1:35 - 2:30

V8 Grain Reports, Pt. 1, i Series using Adobe PDF, Lab
Dawn Nemechek
Customer Services Rep.
Prerequisite: None (Level: Basic)

- Proof of yield
- Print YTD grain payments and A/R yearly sales
- Market position
- Contract delivery reports

New AgVantagePC Seed & eAgVantage Seed, Pt. 1
Chuck Bohanon
Senior Sales & Service Analyst
Prerequisite: None
(Level: Intermediate/Advanced)

- Creating Seed products
- AgVantagePC Seed planning
  - Create grower price quotes
  - Volume discounts
  - Market development discounts
  - Treatments
- Contracting Seed Plans

On Demand Contracting, (Agronomy, Energy, etc.)
Dawn Klingfus
Customer Services Rep.
Prerequisite: None
(Level: Intermediate)

We will learn how you can now create and print a contract in counter invoicing at the same time as creating the invoice. This is used for contracting Agronomy, Energy, and/or any non-Grain product.

- Setup for contracting
- Digitizing the contracts
- Creating the invoice and contract
- Printing the contract

Discover Mobile System Access
Tim Rowe
Business Architect Application Development & Systems Management for IBM i
IBM i Development Lab
Rochester, MN

The world of Mobile is quickly becoming the norm for accessing and working with your systems and data. The IBM i has a number of very interesting mobile options to help you get up to speed in the this fast growing area. Discover how to access and work directly with your DB2 data from a mobile device. See how you can do reporting and intelligence gathering from your DB2 data as well as access your IBM i with a 5250 interface and manage a number of key areas all running from your mobile device of choice.

Inventory Reports, Costing, Analysis & Customer Driven Development (CDD)
Mark Meyer
Customer Services Rep.
Prerequisite: Basic Knowledge of Inventory   (Level: Intermediate)

- Different methods of valuing your inventory
- What processes, procedures and people may affect your system valuations
- Problem Solving – What to look for on valuation reports
- Cost File Maintenance – How to correct costing errors

Employee Management - Delegating Tasks, Pt. 1
Theresa Willems
VP Customer Services
Prerequisite: None
(Level: Intermediate/Advanced)

Delegating meaningful tasks and projects to employees not only spreads out the work load, but also entrusts and empowers employees to become stronger, more well-rounded employees who feel more valuable to your overall mission. In this class, we will discuss the types of tasks to delegate, the pros and sometimes cons of delegating certain tasks and how to pick the right person for the task.

Accounts Receivable Staff Question & Answer (SQA)
Kristi Wendricks and Michelle Sirosky, Customer Services Representatives. Please go to the Inventor 2 meeting room for this informal question & answer time.

Thursday 2:40 - 3:35

V8 Grain Reports & eAgVantage, Pt. 2 - Lab
Dawn Nemechek, Customer Services Representative
Prerequisite: Part 1 recommended (Level: Basic)
- Open and filled contract history
- Settlements by crop & date
- Drill down to load by load detail
- GAP reports, Top 100 Grain Purchases

New AgVantagePC Seed & eAgVantage Seed, Pt. 2
Chuck Bohanon, Senior Sales & Service Analyst
Prerequisite: Part 1 (Level: Intermediate/Advanced)

- AgVantagePC Seed Dispatching
- eAgVantage Seed Inventory
- Electronic Seed Shipments
- Customer Seed Inquiry & Salesman Seed Inquiry

AgVantage Call Management System/Customer Relationship Management - CMS/CRM
Co-Instructors:
Dennis Boccardi
Inventory & I.T.
Ursa Farmers Cooperative, Ursa, IL
Jason Schneider
Customer Services Representative
Prerequisite: None
 (Level: Basic/Intermediate)

- How Ursa Farmers Cooperative uses CRM
- Call Management System features
- Customer Relationship Management features
- Integration live to your AgVantage data
- Future enhancements to the product
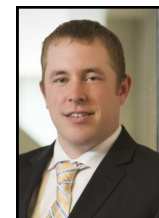
Cyber Crime: Securing Your I.T. Environment
Peter Storm
Information Security & Advisory Services Group
CliftonLarsonAllen, LLP
612-376-4500

Prerequisite: None   (Level: Intermediate/Advanced)
- Discussion on current cyber security threats
- Discussion on the impact of cyber security threats
- Discussion on key measures to prevent and detect cyber security threats

Pete's experience includes Incident Response and Computer Forensics, Penetration Testing, Social Engineering, IT Security Reviews, Risk Assessments, and Internal Audit Services for a variety of industries. Pete graduated from the University of Wisconsin – Eau Claire with a bachelor's degree in Business Administration, double majoring in Accounting and Information Systems. He is a Certified Public Accountant (CPA) and a member of the American Institute of Certified Public Accountants (AICPA). He also holds certifications for GIAC Certified Forensic Analyst (GCFA) and Certified Fraud Examiner (CFE) with membership in the Association of Certified Fraud Examiners. Pete is also a member of the High Technology Crime Investigation Association (HTCIA).

Inventory Transfers Between Locations
Kristen Ehlen
Customer Services Rep.
Prerequisite: Basic Knowledge of Inventory (Level: Intermediate)

- Inventory Transfers and Transfer Documents
- Creating Inventory Transfers through Counter Inv.
- Accounts Receivable Transfers
- Creation of Inventory blends
- An A/R Blend or an A/R Transfer within an A/R Blend
- Inventory Blends adjustments through Counter Invoicing and in Inventory
- How to work with items with lot numbers

Employee Management- Delegating Tasks, Pt. 2
Theresa Willems, VP Customer Services
Prerequisite: None (Level: Intermediate/Advanced)
We will incorporate our discussion from Part 1 into a sample exercise, starting with a task list and a group of employees. We will weigh and discuss options of delegating tasks to each of the 'employees' and together work to determine the best fit for each of the tasks we wish to delegate.

Patronage - Staff Question & Answer (SQA)
Karen Tidd and Kristi Wendricks, Customer Services Representatives. Please go to the Inventor 2 meeting room for this informal Q & A.

BREAK 3:35-3:50 p.m.

Thursday 3:50 - 4:45

Advanced Query, Lab
Mike Smark
System Installation & Training Technician
Prerequisite: Intermediate Query or equivalent experience
(Level: Advanced)

- Defining ideal report totals/breaks, detail/summary output
- Creating special reports / files to use in other queries / the Query Library
- Transferring file data to use in Excel
- Discussion Examples of auditing/analyzing financial data for internal/external use

AgVantagePC™ Agronomy SQA & Customer Driven Development (CDD)
Terri Schwarzrock
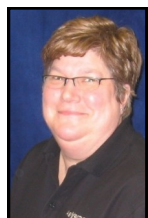Customer Services Rep.
Prerequisite: None (Level: Int.)

- Prioritize updates to existing programs
- Identify enhancements for new programs
- Discuss topics and vote on requests
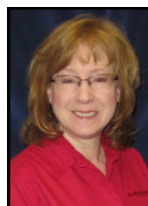
Grain Customer Driven Development (CDD)
Karen Tidd
Customer Services Rep.
Prerequisite: Basic knowledge of grain program
(Level: Intermediate)

- What's new in V8?
- Discuss future enhancements
- Vote on enhancements

Payroll Operations, Employee Time & Attendance (ETA) Features & Customer Driven Development (CDD)
Valerie Ahlers
Customer Services Rep.
Prerequisite: None (Level: Update)

- Learn about the newest updates in payroll
- Electronic filing
- Manage inactive and terminated employees—updating files
- End of year changes
- Security enhancements
- Latest enhancements to ETA and e-mailing of payroll stubs
- CDD — please bring your suggestions.

Physical Inventory— Mobile Devices
Mark Meyer
Customer Services Representative
Prerequisite: Basic Knowledge of Inventory
(Level: Intermediate)

- Physical Inventory Adjustments
- Using options in Physical Inventory menu
- Mobile Devices to help take inventory
- Reports and queries that could help identify problems

AgVantage Version 8 **
Theresa Willems
V.P. Customer Services
Prerequisite: None (Level: Intermediate)

- Version 8 file changes
- Software enhancements in Version 8
- Continued plans for new features in Version 8
- Version 8 upgrades to date
- How to get on the list for a Version 8 upgrade

Energy Management Staff Question & Answer (SQA)
Dawn Klingfus and Mary Jo Meyer, Customer Services Representatives. Please go to the Inventor 2 meeting room for this informal question & answer time.

Dinner & Tonic Sol-fa Concert
McNamara Alumni Center
Thursday, 5:55-9:30pm

The New York Times describes Tonic Sol-fa's sound as "A vocal kaleidoscope…unique to the human voice." Improvisational and passionate music combined with cutting-edge stage presence is the benchmark by which critics and fans agree: nobody does it like Tonic Sol-fa! Although they are simply four voices and a tambourine, Tonic Sol-fa has spent considerable time on the road carving their niche as the nation's top vocal group. In the midst of touring, this quartet has been named one of the top five "must see" groups in America, has been awarded numerous original song and album awards in pop, gospel and holiday genres, and has appeared on NBC's Today Show as well as outings with Jay Leno, Shawn Colvin, and Garrison Keillor.

We are thrilled to have Tonic Sol-fa perform in this beautiful venue! The McNamara Alumni Center is an award winning venue and stunning piece of architecture on the U of MN Campus. Memorial Hall, inspired by the Minnesota landscape, soars 85-feet tall and is lined with 7 miles of wood, 75,000 square feet of copper and a 150-foot long water feature. Within the center is The Heritage Gallery, which will be open during our cocktail reception. The gallery contains a remarkable collection of photographs, artifacts, artwork, literature, video and audio from the university's history.

- 5:55 Meet in the hotel lobby and walk to McNamara Alumni Center
- 6:00 **Cocktails and appetizers**, with optional self-touring of the Heritage Gallery
- 7:00 **Buffet Dinner:** Sautéed Walleye w/ Smoked Pepper Tarragon Sauce, Braised Beef Short Ribs w/Balsamic Glaze, Roasted Garlic Potatoes, Spinach Salad w/berries, sautéed asparagus, etc...
- 8:00 **Tonic Sol-fa Concert**—Dessert will be served during a 15 min. intermission
- 9:30 Concert ends, Tonic Sol-fa meet and greet.

6:00-6:30 a.m.
Outdoor Fitness walk with Lori Campbell. Group may continue until 7:00 if their schedules permit. Meet in hotel lobby at 6.

**Breakfast 7:30—8:15 a.m.
Meridian Ballroom**

Friday 8:15 - 8:40

Conference Closing Presentation:

AgVantage Discovery Channel
Theresa Willems
VP Customer Services

As we begin to wrap up the 2014 AgVantage National Conference, sit back and relax and watch a few of the most popular shows on AgVantage Television's Discovery Channel—you'll be amazed how we "Grab Life by the Globe".

Friday 8:50 - 9:45

AgVantage Feed & Feed Scale Customer Driven Development (CDD)
Kristi Wendricks
Customer Services Rep.
Prerequisite: None
(Level: Basic)

- Medicated and delivery sheets
- Setting up new rations and creating feed orders
- Pricing
- AgVantagePC Feed Scale
- C.D.D.— come and share your ideas

AgVantagePC™ Point of Sale, Advanced
Jason Schneider
Customer Services Rep.
Prerequisite: None
(Level: Basic/Intermediate)

- Work orders and pulling orders into AgVantagePC Invoicing
- Creating Contracts
- Credit Cards/Signatures and Verifone Pad setup
- Receipt printers
- Troubleshooting AgVantagePC Invoicing

emailing Grain Purchase Contracts with Electronic Signatures
Dawn Nemechek
Customer Services Rep.
Prerequisite: None
(Level: Intermediate/Advanced)

- Send Grain Purchase Contract via email and/or the Internet with these three AgVantage products, *Grain, eDocuments and eAgVantage.*
- In addition, your customer has the ability to sign the contract from eAgVantage.
- Grain buyers have the ability to approve and electronically sign the contract prior to emailing.
- Grain staff may view unsigned contracts by company or buyer in AgVantage Grain.
- Your customers may view and print the contract using the Adobe PDF feature in eAgVantage.
- View how the electronic signature updates the purchase contract with the date and time signed plus the I.P. address of the electronic signature.

"Green" Options for a More Paperless World
Lisa Sick
V.P. Project Management
Prerequisite: None
(Level: Intermediate/Advanced)

- PDF/P commands. Viewing documents
- Storing documents electronically
- Electronic signatures
- Sending electronic documents
- Electronic inventory
- Backup of shared documents
- Other "green" ideas

Tips for Installing PCs, PTFs, and Passwords
Tim Machutt, Customer Services Representative
Prerequisite: None
(Level: Basic/Intermediate)

- Hardware Issues
- PTF Management
- System Maintenance suggestions
- Instructions on installing PC products
- Q & A

Setting Up & Maintaining Legacy & eAgVantage Financials**
Kristin Ehlen
Customer Services Representative
Prerequisite: None
(Level: Intermediate)

- File and Member Data
- Locating Postings assigned to Financial Statements
- Copying Existing Financial Statements
- Changing Data within your Financial Statements

Input Financing Roundtable
Michelle Sirosky
Customer Services Representative
Prerequisite: Knowledge of A/R term codes, finance charges, and input financing at your company
(Level: Intermediate/Advanced)

- Bring your thoughts and ideas for the best way to handle this special financing/credit situation.
- Looking to the future, what are your business needs regarding input financing?

Friday 9:55 - 10:50

IBM DB2 Web Query for i, Pt. 1, Lab
Kristi Wendricks
Customer Services Representative
Prerequisite: None
(Level: Intermediate/Advanced)

IBM has a web report writer that offers several easy ways to pull your data for reports and analysis. Experience "hands on" point & click and drag and drop of data to create web reports, spreadsheets, graphs and emails.

Building Your Brand, Websites, CRM, Social Networking
Jason Schneider
PC Support Specialist/ Web Designer
Prerequisite: None (Level: Basic/Intermediate)

Business ties to Social Networking and web development are a growing marketing segment as the web has become a part of our daily lives. Many of our customers are curious about what others are doing and what has worked well in their businesses. Come ready to share your thoughts with the group.

AgVantagePC Grain Scale Advanced & Customer Driven Development (CDD)

Tim Machutt, Customer Services Representative
Prerequisite: None
(Level: Intermediate/Advanced)

- Grain Scale settings what do they do?
- Setting up and managing data for grain scale (haulers, trucks, bins, etc…)
- Auto processing scales and transfers
- New features in Grain Scale
- CDD What enhancements would you prefer?

Options for Replacing Cardtrol or Profit Point

Dawn Klingfus, Customer Services Representative
Prerequisite: None
(Level: Basic/Intermediate)

- Passport
- Pinnacle
- FHO
- CFN
- PetroVend

Everyday Tips To Improve Efficiency

Co-Instructors:
Michelle Sirosky & Valerie Ahlers
Customer Services Representatives
Prerequisite: None
(Level: Intermediate)

- Things you can do to troubleshoot problems and procedures across a variety of package areas.
- How to use reports for balancing and things you can do to make your job easier.
- Learn commands to help unlock a data area or find out who is creating the problem We will cover many of the packages.

Invoice Maintenance & Balancing Batches

Rick Prinsen
Customer Services Representative
Prerequisite: None
(Level: Intermediate)

- Invoice batch sources: Counter Invoicing, Crossover, Store POS & AgVantagePC Invoicing
- Crossover batches and correcting errors
- Balancing edits, deleting batches, and aging reports

- Sales tax exemption
- Rolling prepaid money
- Removing Bookings

AgVantagePC Seed Program Staff Question & Answer (SQA)

Chuck Bohanon, Senior Sales & Analyst   Please go to the Inventor 2 meeting room for this informal question & answer time.

BREAK 10:50-11:05 a.m.

Friday 11:05 - 12:00

IBM DB2 Web Query for i, Pt. 2, Lab

Kristi Wendricks
Customer Services Representative
Prerequisite: IBM DB2 Web Query for i, Pt. 1
Level: Intermediate/Advanced
- Continuation of Part 1

AgVantage Version 8**

Theresa Willems
V.P. Customer Services
Prerequisite: None   (Level: Intermediate)
- Version 8 file changes
- Software enhancements in Version 8
- Continued plans for new features in Version 8
- Version 8 upgrades to date
- How to get on the list for a Version 8 upgrade

eAgVantage™ Commodity DPR & Customer Driven Development (CDD)**

Chuck Bohanon, Senior Sales & Service Analyst
Prerequisite: None   (Level: Intermediate/Advanced)
- Compare sales and purchase contract balances
- Combine like products into a single DPR
- Receive products off purchase contracts
- Bring commodity DPR into Excel for additional analysis
- Agronomy blends & work orders included
- Email to selected staff

Many lenders are requiring you to track this information—let's continue to make it easy and accurate as you share your suggestions.

Accounts Payable Features & Customer Driven Development (CDD)

Valerie Ahlers
Customer Services Representative
 Prerequisite: None   (Level: Intermediate/Adv.)
- New features including ACH for Payables
- Hints on balancing, archiving data
- Voiding checks
- CDD—Please share your suggestions & priorities with us.

Continuing Professional Education (C.P.E.)

CPE programs require a designation of Course Level (i.e. Basic, Intermediate, Advanced, Update, or Overview) All sessions have been designated accordingly. Persons who attend all three days qualify for 15 hours of CPE. AgVantage Software, Inc. provides CPE certificates for the following states: Arkansas, California, Colorado, Indiana, Iowa, Michigan, North Dakota, Ohio, Washington, and Wisconsin. CPE credits may also be granted from Minnesota when CPE credit forms are filed and approved. (Contact Lori Campbell for additional information on other states and MN CPE hours.)

Optional Features for Security & Efficiency

Kristin Ehlen
Customer Services Representative
Prerequisite: Authorized users only (Level: Interm.)
- Activate optional features
- Sales area/user restrictions
- Constant file choices
- Statement printing options
- Customer variations

Grain Staff Question & Answer (SQA)

Karen Tidd, Customer Services Representative and Lori Bilderback, Senior Software Engineer.
Please go to the Inventor 2 meeting room for this informal question & answer time.

AgVantage Software is a registered trademark of AgVantage Software, Inc.

Registration & Hotel

The Commons Hotel

Registration
On-line registration and a .pdf copy of the 2014 conference brochure are also available on our website: www.agvantage.com. Or, if your prefer, you may use the conference registration form on page 15 (or make copies of it) and complete a form for each person attending the conference. Upon registration, we will send you a confirmation via email that your registration has been received. If a session is full, you will be given a choice of alternate sessions.

Conference Session Notes
- Final room assignments for each session are subject to change, depending upon final enrollment.
- One session has been left open. It may be scheduled in the future, should the need arise. All attendees will be notified via email of any additions or changes to the schedule prior to the conference.
- If you have questions regarding any sessions, please contact Lori Campbell by phone 877-282-6353, ext. 117, or e-mail loric@agvantage.com
- All sessions (other than those that require a security clearance) are open to AgVantage customers and their employees, as well as prospective AgVantage users and related Agri Business industry professionals. Security clearances are automatic for those who are known to work in an IT position for a company. If IT isn't your typical job, then AgVantage instructors will contact your manager for a clearance.
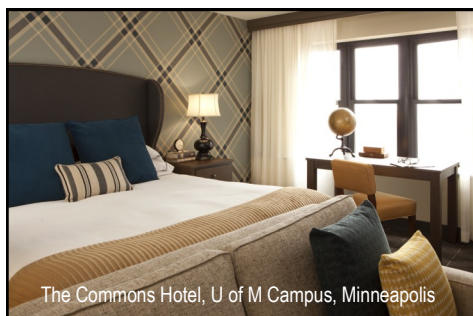
The Commons Hotel, U of M Campus, Minneapolis

Hotel
The Commons Hotel
615 Washington Ave. SE
Minneapolis, MN 55414

The Commons Hotel is just a few minutes from downtown, only steps from the new TCF Bank Stadium, lively cafes, and bars. In addition to the free on-site fitness center, guests receive free access to the amazing U of M Rec Sports facility with an Olympic-size pool, basketball court and much more.

> ### Hotel Reservations:
> ### 1-800-822-6757

Our AgVantage National Conference group rate is $136 (regularly $236) for one or two guests, and is available through May 16, 2014 or until our room block sells out. Use the phone number above and ask for the 29th Annual AgVantage National Conference group rate, or follow the link on the home page of our website to make your reservations. If you would like to extend your stay, the hotel will honor our group rate three days pre and post conference dates, with availability. Guest room internet service is complimentary.

Parking: Washington Ave. Ramp is $15 per day, and includes "in-and-out" privileges to overnight guests. Valet parking is $20 per day. The ramp is attached by skyway to The Commons Hotel.

Hotel Restaurants: The Beacon Public House features superior regional cooking. There is also an Applebee's and Starbucks on-site. The hotel offers a complimentary shuttle service for hotel guests within a 5-mile radius (does not include airport).

Hiawatha Light Rail Line
Airport to The Commons Hotel
Taking the light rail from the airport to our hotel is a new great option. Cost is $1.75-$2.25 depending upon time of day. Take the blue line from the airport and connect with the new green line downtown at the Downtown East Station. After traveling over the Mississippi River, you will get off the light rail at the East Bank Station. It is a ½ block walk to our hotel. This trip is estimated to take about 35 minutes. For more information, please go to www.metrotransit.org.

Super Shuttle: If you prefer, SuperShuttle is another option for airport transportation. They may be accessed on the ground transportation level at the airport. A one way adult fare is about $19. Go to www.supershuttle.com to make reservations in advance.

Attire
Business casual or casual attire are both fine. Hotel meeting room temperatures vary, so we suggest dressing in layers. June temperatures in Minneapolis often range between 53-82 degrees. The Wednesday evening party has an optional Explorer/Inventor/Discoverer theme. (Christopher Columbus, Albert Einstein, Amelia Earhart, Steve Jobs, Madame Curie, etc...) The Thursday evening event, dinner/show, is business casual.

U of M—Recreation & Wellness Center
Ask at the hotel front desk for a free pass if you would like to use the U of M Recreation Center located one block behind the hotel. There is a small fee for the climbing wall, but everything else is free for hotel guests. For more info: www.recwell.umn.edu/facilities/minneapolis.php

Area Restaurants & Shopping
With the opening of the "green line" light rail, getting to downtown St. Paul for shopping, restaurants, or sightseeing is very convenient.

Or, take the light rail to The Mall of America, which has 50 restaurants, more than 520 specialty stores, Nickelodeon Universe and Sea Life Minnesota Aquarium.

The light rail to Downtown Minneapolis takes only a few minutes. Downtown has additional options for shopping, food, and attractions. *Clothing and shoes are tax-free in Minnesota.* There is a Farmer's Market on Nicollet Mall, 6am-6pm on Thursdays. More information:

www.bloomingtonmn.org
www.minneapolis.org
www.stpaul.gov
www.downtownmpls.com
www.mallofamerica.com
www.mplsfarmersmarket.com
On the U of MN Campus:
http://wam.umn.edu/
Art Info: wam.umn.edu/event/publicart25
http://www.bellmuseum.umn.edu/
U of MN—Student Life:
www.stadiumvillage.com
www.dinkytownminneapolis.com

> ***Conference Special Offer!***
> *Buy 4, get one free! 5th full conference registration from the same company is free!*

Header Photos: pgs. 2/3, The Commons lobby, pgs. 4/5, U of M ivy, pgs 6/7, Pillsbury Hall, pgs. 8/9, University Aquatic Center, pgs. 10/11, view from U of M walking path by the Mississippi River, pgs. 12/13, U of M Washington Ave. bridge The bridge is a cycling hot spot with 6,850 riders during a typical school day.

Your Name:_____ **e-mail address:** _____

Title: _____

Please include your e-mail address if you would like it included on the conference attendee list.

Company Name:_____ **City:**_____**State:**_____

Will this AgVantage Conference be your first?   YES   NO   Including 2014, how many AgVantage National Conferences will you have attended? _____

Please place a check mark after the sessions you plan to attend. Sessions may be 1-2 hrs. long.
Please be sure to register for sessions that do not conflict.

CDD = Customer Driven Development
** Session offered twice during the conference.

Wednesday, June 18

TIME	SESSION DESCRIPTION	ATTENDING
12:30-2:30	Intermediate Query, Pts. 1 & 2, Lab	____
12:30-1:25	AgVantagePC Energy	____
12:30-1:25	eAgVantage Grain Sales	____
12:30-1:25	Managing Mergers	____
12:30-1:25	Intro to Inventory	____
12:30-1:25	Come Learn To Harness The Power of Mobile	____
12:30-1:25	Farm Agronomy Planning	____
1:35-2:30	Working with Energy Mgmt. & CDD	____
1:35-2:30	eAgVantage A/R, EOY, Pat., PayPal, Sales Rep	____
1:35-2:30	Using Technology for Grain Dept. Efficiencies	____
1:35-2:30	Intro to AgVantage Accounts Receivable	____
1:35-2:30	Patronage & CDD	____
1:35-2:30	Inventory SQA	____
2:50-4:50	The Power of GAP Reporting, Pts. 1 & 2, Lab	____
2:50-3:45	AgVPC Office Fuel Dispatching & Mapping	____
2:50-3:45	Going Green-Emailing Inv.,Statemts, Grain, P/R	____
2:50-3:45	IT Security in a Changing World	____
2:50-3:45	Intro to Grain Operations	____
2:50-3:45	Interpreting USDA Crop Reports	____
2:50-3:45	eAgVantage SQA	____
3:55-4:50	AgVPC Energy & Dispatching CDD	____
3:55-4:50	DTN Interf.– Int. Hedging, Upd. Contract, ,Futur.	____
3:55-4:50	Effective Leadership Through Storytelling	____
3:55-4:50	Setting Up/Maintain Legacy & eAgV. Financials**	____
3:55-4:50	New Sorting & Credit Memo Opt. for A/R Statem.	____
3:55-4:50	Maintaining Your Power System	____

Thursday, June 19

TIME	SESSION DESCRIPTION	ATTENDING
8:15-10:15	Intermediate Excel, Pts. 1 & 2, Lab	____
8:15-9:10	Intro to AgVantagePC Agronomy	____
8:15-9:10	Accounts Receivable CDD	____
8:15-10:15	AgV Future—Discover Next Gener., Pts. 1 & 2	____
8:15-9:10	Inventory—Success is in the Details	____
8:15-9:10	AgVPC Grain Scale w/Applied Contracts	____
8:15-9:10	Accounts Payable SQA	____
9:20-10:15	AgVantagePC Agronomy Adv.—Current Users	____
9:20-10:15	Precision Marketing for Innovative Ag Business	____
9:20-10:15	Invent. Item Pricing/Global Price Updates	____
9:20-10:15	Balancing Grain, Daily Position & Long/Short	____
9:20-10:15	Payroll SQA	____
10:30-11:25	AgVantagePC Point of Sale, Lab	____
10:30-11:25	eAgVantage Commodity DPR & CDD **	____
10:30-11:25	Credit & Collections at Skagit Farmers Coop	____
10:30-11:25	Discovering the New IBM i	____
10:30-11:25	Inventory Purchase Orders, Inventory Rec.	____
10:30-11:25	How Grain Affects Your General Ledger	____
10:30-11:25	Container Tracking SQA and CDD	____
1:35-3:35	V8 Grain Reports - Adobe PDF, Pts. 1 & 2, Lab	____
1:35-3:35	NEW AgVPC Seed & eAgV Seed, Pts. 1 & 2	____
1:35-2:30	On Demand Contracting (Agron/Energy, etc.)	____
1:35-2:30	Discover Mobile System Access	____
1:35-2:30	Inventory Reports, Costing, Analysis & CDD	____
1:35-3:35	Employee Mgmt., Delegating Tasks, Pts. 1 & 2	____
1:35-2:30	Accounts Receivable SQA	____
2:40-3:35	Call Mgmt System/Cust.Relat. Mgmt & CDD	____
2:40-3:35	Cyber Crime: Securing Your IT Environment	____
2:40-3:35	Inventory Transfers Between Locations	____
2:40-3:35	Patronage SQA	____
3:50-4:45	Advanced Query, Lab	____
3:50-4:45	AgVantagePC Agronomy SQA & CDD	____
3:50-4:45	Grain CDD	____
3:50-4:45	Payroll, ETA & CDD	____
3:50-4:45	Physical Inventory, Mobile Devices	____
3:50-4:45	AgVantage Version 8 **	____
3:50-4:45	Energy SQA	____

Friday, June 20

TIME	SESSION DESCRIPTION	ATTENDING
8:50-9:45	AgVantage Feed & Feed Scale CDD, Lab	____
8:50-9:45	AgVantagePC Point of Sale, Advanced	____
8:50-9:45	emailing Grain Purch. Cont. w/Electronic Sign.	____
8:50-9:45	Green Options for a more Paperless World	____
8:50-9:45	Tips for Installing PCs, PTF's Passwords	____
8:50-9:45	Setting Up/Maintain Legacy & eAgV. Financials**	____
8:50-9:45	Input Financing Roundtable	____
9:55-12:00	IBM DB2 Web Query for i, Pts. 1 & 2, Lab	____
9:55-10:50	Building Your Brand—Web, CRM, Social Netw.	____
9:55-10:50	AgVantagePC Grain Scale Advanced & CDD	____
9:55-10:50	Options for Replacing Cardtrol or Profit Point	____
9:55-10:50	Everyday Tips To Improve Efficiency	____
9:55-10:50	Invoice Maintenance, Balancing Batches	____
9:55-10:50	AgVantagePC Seed Program SQA	____
11:05-12:00	AgVantage Version 8 **	____
11:05-12:00	eAgVantage Commodity DPR & CDD **	____
11:05-12:00	Accounts Payable Features & CDD	____
11:05-12:00	Optional Features for Security & Efficiency	____
11:05-12:00	Grain, SQA	____

Conference Cancellation Policy: All requests for cancellation must be in writing to AgVantage Software, Inc. You may cancel your registration up to 14 days prior to the conference. (June 4, 2014) and your registration fee will be refunded. If you cancel 5-14 business days prior to the conference, you may (1) send a substitute from your organization or (2) transfer your registration to the 2015 National Conference. If you cancel after 6/5/14, no refunds are available except for severe emergencies.

	Fee thru 5/16/14	Fee 5/17/14 or later	
Full Conference Registration (Wed/Thurs./Fri., Includes breakfasts/lunches/breaks)	**$595**	$695	$_____
One Day Registration: $350 for 1 day (early bird $299 for 1 day)	**$299**	$350	$_____
Please note any special food needs, such as vegetarian or gluten-sensitive: _____			
Optional Spouse/guest Meals ($35 per meal) Wed. & Thurs. Breakfasts & Lunches			
___Wed. Lunch ___Thurs. Breakfast ___Thurs. Lunch ___Fri. Breakfast	**$ 35**	x _____ =	$_____
Thursday evening Dinner and Tonic Sol-fa Show (details pg. 11)			
Includes dinner, show, and two drink tickets (This event is subsidized by conference sponsors)	**$ 49**	x _____ =	$_____
(spouse/guest welcome) (5th person free program does not apply to this evening event.)			

Payable to: AgVantage Software, Inc., 107 Wood Lake Dr., SE, Rochester, MN 55904   TOTAL ENCLOSED = $

$100 Early Bird Discount! PLUS 5th Person Free Program! Both apply only to full conference registrations received by Friday, May 16, 2014.

AgVantage Dollars may be used to pay for all or part of the registration fee. You may fax your registration form (507-288-7525) or email to loric@agvantage.com Please send payment to AgVantage the same day the fax is sent. Thank you!

DISCOVERIES & INNOVATION FROM AGVANTAGE SOFTWARE

1976
Don Udenberg, a progressive entrepreneur and programmer working for Byron Elevator, Byron, MN, started Udenberg & Associates, Inc.

1979
Chuck Bohanon and Paul Hawes were hired to join Don as his first employees

1981
IBM introduced the personal computer. It had a floppy disk or cassette system as hard drives were not available until 1983.

1984
System/36 announced. It supported up to 22 local and 64 remote work station devices!

1985
First Udenberg Users Group met in Rochester, Minnesota! Customers love the value of networking and education. Microsoft Windows 1.0 released

1986
Counter Invoicing cash drawers became available for PCs. Kodak introduced the first digital camera for professional photographers.

1987
Work on the Tunnel joining UK and France begins Udenberg Grain Version 5.0 released

1988
IBM AS/400 announced

1989
Record breaking attendance for Udenberg National Conference Berlin wall starts tumbling down leading to the reunification of Germany

1996
Merger with BeRich—Michelle Blomberg became an employee of Udenberg & Associates, Inc.
AgVantage Version 1.0 introduced, solving the Y2K problem for Agri Business.

2014
DISCOVERY at the 29th AgVantage National Conference & User Exchange

2012
IBM's Sequoia supercomputer is the fastest supercomputer in the world. AgVantagePC Seed is born.

2008
Global Seed Vault was built in a mountain fortress above the Arctic Circle. The vault can hold 4.5 million seed samples.
AgVantagePC Grain Scale introduced

2002
Udenberg & Associates company name changed to AgVantage Software, Inc.

2007
Apple iPhone wins Invention of the Year award. AgVantagePC Touch Screen invoicing is now available

2005
Facebook opened up for High School students AgVantagePC Energy introduced

2001
Customer Driven Development (CDD) process added to the Udenberg National User Conference. Apple released its first iPod.

2000
NEW Millennium! Hosted program: customers could now be free of the need to own their own server. They could share resources with other companies. eAgVantage is introduced.

AgVantage® Software