

A full-page background image showing two hikers standing on the sharp peak of a dark, jagged rock formation. They are reaching up towards each other in a celebratory gesture. The background features a vast mountain range with green valleys, patches of snow, and a cloudy sky.

**Positively
Successful...
Attitude is
Everything**

AgVantage[®]
Software

34th Annual National Conference
Hilton Minneapolis/St. Paul Airport Mall of America
June 19-21, 2019

AgVantage Software, Inc. 2019 Agenda

Wednesday, June 19

7:30 - 8:00	Registration, Enhanced Continental Breakfast— Conference Sponsor Exhibits — Ballroom & Foyer							
8:00 - 9:30	Welcome — Lori Campbell, Conference Manager How Attitude Affects Success - Michelle Blomberg, President & CEO (9:30—9:45 Break)							
9:45 - 10:45	Stop Acting Your Age—An Entertaining Keynote to Help You Avoid Generational Warfare! - Matt Havens, Profession Speaker & Humorist							
	LAB	Lecture	Lecture	Lecture	Lecture	Lecture	Lecture	Boardroom
11:00 - 11:55	Query, Basics/Interm./Advanced, Pt. 1	EDGE Grain Techniques for Success	Agronomy Solutions Pt. 1	You're Not an Acronym—Leadership	New Users' Overview of AgVantage	Connecting AgVantage w/ Excel	What is AgV. EDGE Overview & Implemen. Pt. 1	Energy Collaboration
11:55-12:50 Lunch, Ballroom								
12:50 - 1:45	Query, Basics/Interm./Advanced, Pt. 2	Daily Grain Activity Solutions	Agronomy Solutions, Pt. 2	Team Building for Success	Intro to AgVantage Accounts Receivable	Financial Statements & Sales Reporting With EDGE & CDD	What is AgV. EDGE? Overview & Implemen. Pt. 2	Inventory Collaboration
2:00 - 2:55	Query, Basics/Interm./Advanced, Pt. 3	EDGE Grain Mgmt. Position Reports	Agronomy Dispatch & Application	Internal Controls Times of Transition	NEW EDGE Payroll & CDD	NEW EDGE AR Customer Portal	AgVantage Security	Petroleum Tax Reporting CDD
2:55 - 3:10 Break								
3:10 - 4:05	EDGE Grain Daily Tasks, Pt. 1 **	Actionable Insights & Increased Effic. - DTN	EDGE Agronomy Collaboration CDD	AgVantage Finance Business Intelligence	NEW EDGE HR & CDD	NEW AgVantage Mobile App & CDD **	IBM Access Client Solutions Migration	Patronage Collaboration & CDD
4:20 - 5:15	EDGE Grain Daily Tasks, Pt. 2 **	R.J. O'Brien—The Grain Industry's Risk Mgmt. Solution	AgVantage Agronomy Business Intelligence	How Attitudes Affect Success	ETA & CDD	NEW EDGE Inventory **	Power & IBM i	AR Statement Processing Collaboration & CDD
6:15 - 9:30	SOCIAL EVENT — Networking, Dinner, & Super Hero Casino Night—Ballroom 6:15-7:15 Social & Dinner 7:15-9:30 Casino with prizes, have your photo taken with the Batmobile. Prizes for best costume, 1st prize is a ride in the Batmobile (not available if inclement weather) This is a free event for conference attendees—please RSVP when you register for the conference, you may also invite a guest. Post photos on the conference app!							

Thursday, June 20

6:00-7:00 a.m.	Fitness walk with Rod Larsen & Bonnie Fohrman—meet in the hotel lobby 7:30 - 8:30 a.m. Breakfast in the Ballroom, Conference Sponsor Exhibits							
8:30-9:15	Lessons from a Lima Bean—Adapting To Change —Roxane Battle, former TV Journalist & Award-Winning Author							
9:30 - 10:25	Email Grain Contracts & Settlements	EDGE Seed Setup & Ship Notices	Bushel And a Beer!	IBM i—Secure vs. Securable	Lessons From a Lima Bean—Adapting to Change	Intro to EDGE Energy	NEW EDGE Inventory **	Credit & Collections—What Are Your Credit Policies? & CDD
10:40 - 11:35	GAP Reporting vs. Query-Which is Better?	NEW EDGE Seed Grower Plans/E. Order	End of Month Grain Valuations	IT Tactical to Strategic	Invoicing: PC & EDGE **	Implementing EDGE Energy	Inventory Costing & Analysis	Sales Tax Reporting CDD
11:45 - 12:30 Share Your Wisdom Roundtables — Ballroom								
12:30 - 1:30 Lunch - Ballroom								
1:30-2:25	Intermediate Excel, Pt. 1	NEW EDGE Seed Inventory/Dispatching	Grain Collaboration	AgVantage & IBM i Security	eAgV. AR Statements & Payments via the Web	EDGE Energy B.I., plus Q&A, Pt. 1	NEW EDGE Inventory—Transfers/Physical Adj.	EDGE G/L Collaboration & CDD
2:40-3:35	Intermediate Excel, Pt. 2	Bayer—Delivering a Differentiated Cust. Experience in Ag Ind.	EDGE CRM Mgmt. Tools & Cross Selling & CDD **	Purple Network Eaters: Live IT Security Attack, Pt. 1	Controllers' Roundtable	EDGE Energy Q & A, Pt. 2	Item Pricing—Global Price Updates & Spreadsheet Upload	EDGE Grain CDD
3:35-3:50 Break								
3:50-4:45	PC Grain Scale & CDD	EDGE Seed Roundtable & CDD	NEW EDGE Feed & CDD	Purple Network Eaters: Live IT Security, Pt. 2	NEW AgV. Mobil App for Cust. Info. & CDD **	EDGE Energy & PC Energy CDD	EDGE Accounts Payable & CDD	AgVantage Grain Business Intelligence
5:00 - 10:00	Taste of the Twin Cities Brewery & Food/History Tours 5:00-5:45 Pre-Trip Appetizers & Beverages in the Ballroom. 5:45-6:00 Load four buses for tours—6:00-6:30—Travel to first stop 6:30—9:30 Tours Brewery Tours stop at three breweries & have Salad/Pizza/Dessert Bar at one brewery, Food Tours have food at 4-5 restaurants & learn history of the area. 10:00 Arrive back at Hilton							

Friday, June 21

6:00 - 7:00	Fitness walk with Rod Larsen & Bonnie Fohrman 7:15 - 8:15 Breakfast - Ballroom							
8:15 - 8:40	Attitude IS Everything at AgVantage , Theresa Willems, VP Customer Services							
8:50 - 9:45	EDGE Grain Daily Tasks, Pt. 1 **	Tips & Hints - What You May Not Know About AgVantage	Workshop: Coaching Through Conflict		Inventory Adjustments What Files are Used & When	Using EDGE CRM Mgmt. Tools, Cross Selling & CDD **	EDGE Seed Collaboration	
9:55 - 10:50	EDGE Grain Daily Tasks, Pt. 2 **	Save Time w/Electronic Delivery—Emailing Documents	Workshop: Building High Performing Teams		IBM DB2 Web Query for i Overview	Training Tips on AgVantage & Cross-Training	EDGE Commodity DPR & CDD	
10:50 - 11:05 Break								
11:05-12:00	Open EDGE Lab	Open Collaboration	Hedging 101 Grain, Fertilizer, & Energy		Invoicing: PC & EDGE **	EDGE Agronomy	AgVantage Feed Business Intel. CDD	

CDD—Customer Driven Development
 Collaboration - Ask questions, get answers, network, and create solutions.
 ** Sessions with two asterisks are offered twice during the conference.

34th Annual National Conference Wednesday, June 19

2019 Diamond Sponsors



Platinum Sponsors



Six Great Reasons to Attend The National Conference

1. Customer Networking

You have an amazing opportunity to network with other AgVantage® Customers, our Agri Business Partners, and our staff. Between the sessions, the evening events, roundtables, the Welcome Reception and more, you will meet new people in Agribusiness who do the same job that you do. You will be enlightened. These tremendous connections have sustained this customer conference for 34 years!

2. Stay Current In Agri Business

Learn about new technology & software while choosing from up to eight concurrent sessions. Then take back what you learn and be more effective in your job.

3. Customer Driven Development (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 teach sessions, lead round tables and assist our staff.

5. Collaboration

This is an informal question & answer session as well as a team networking and problem solving session. It is meant to build business connections.

6. AgVantage Software Discounts

Discounts are offered to conference attendees who purchase AgVantage Software by July 31st.

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

Tuesday, June 18

8:00 - 9:30 p.m. Early Registration & Welcome Reception

This reception is a great chance to network, pick up your name badge, and grab a snack. This event will be held in the Riverside Meeting Room, 1st floor of the Hilton, just to the right of the hotel restaurant. Spouse/guest welcome too!

Wednesday, June 19

7:30 - 8:00 a.m.

Registration & Sponsor Exhibits
Continental Plus Breakfast - Ballroom

Wednesday 8:00 - 8:10



Ballroom

Welcome To Our 34th Annual National Conference & User Exchange

Lori Campbell
Conference Manager
- Announcements & Welcome

Wednesday 8:10 - 9:30



How Attitude Affects Success

Michelle Blomberg
President & CEO
AgVantage

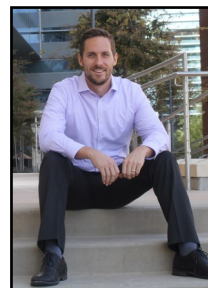
One of the most important things we can do towards achieving our greatest potential in life is to learn to monitor our attitude and its impact on relationships and everyone around us.

What attitude did you bring to your job today? Truthfully, people generally don't have a high level of attitude awareness. They'll know if they are hungry or if their feet hurt, but they usually don't have a good handle on their attitude. That is a mistake because attitude is everything. It governs the way you perceive the world and the way the world perceives you.

It's a power we all have. Each of us encounters hard times, hurt feelings, heartache, and physical and emotional pain. The key is to realize it's not what happens to us that matters; it's how we choose to respond. The loudest and most influential voice you hear is your own inner voice, your self critic. It can work for or against you, depending on the messages you allow. It can be optimistic or pessimistic. It can wear you down or cheer you on. We all have a choice. Choose Positive!

BREAK 9:30-9:45 a.m.

Wednesday 9:45 - 10:45



Stop Acting Your Age—An Entertaining Keynote to Help You Avoid Generational Warfare!

Matt Havens
Professional Speaker & Humorist

Prior to becoming a professional speaker, Matt worked in various leadership roles in marketing, employee retention, and management.

If you've listened to any other discussion about generational issues at work, then you've undoubtedly been told there are four distinct generations operating side-by-side in today's working world. You've then been told the differences between those four generations, and then you've been told (although probably not in these exact words) that you need to just deal with all these different people, because they're not going away and they're not going to change how they operate. If that advice suits you, fantastic.

However, if you've ever been frustrated by how impossible it seems to employ four different strategies to manage four distinct generations, and if you've ever felt like you're the only one who's being asked to make any changes, then *this keynote is for you!* In this hysterical keynote, you'll learn a simpler way of looking at your own generational picture, and you'll also learn how to understand, recognize, and resolve every generational issue facing today's workforce. This *keynote* will tell you why everyone wants the different things they do. It's an important distinction, and it will make implementing new solutions easier than you ever thought possible. So get ready to laugh more and learn more because improving your generational issues doesn't have to be boring.

- Understand the key cultural, technological, and social changes that have conspired to create a disconnect between team members from these two generations
- Strategies to address and eliminate problems caused by the disconnect mentioned above
- Inspire a healthier, more robust work ethic in your younger employees (and your older ones, too)
- Inspire a healthier, more robust attitude toward change in your older employees (and your younger ones, too)

Gold Keynote Speaker Sponsors:



"Matt Havens is both the funniest and most informative speaker I have ever heard in my life." - Anonymous Survey

Wednesday 11:00 - 11:55



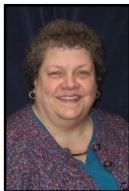
Query Basics/ Intermediate/ Advanced, Pt. 1, Lab

Mike Smark
System Installation & Training
Technician

Prerequisite: None (Level: Basic)

Build special/custom reports:

- Using IBM Query with AgVantage files
- Intro to various Query Access/Options
- Building simple reports for every day/month use



EDGE Grain Techniques for Success

Brenda Dvorak & Karen Tidd, Customer Services Reps., & Lori Bilderback, Senior Software Engineer

Prerequisite: None (Level: Basic/Intermediate)

Discussion of daily grain processes

- Purchases, contracts, & controls
- Transfer loads
- Loads Portal
- Settlements
- Sales Contracts



AgVantage Agronomy Solutions, Pt. 1

Terri Schwarzrock & Tim Machutt
Customer Services Reps.

Prerequisite: None (Level: Basic)

- Review Item Setup, including Edge Item Portal
- File setup menu
- Order creation
- Order file attachments
- Order notification, email &/or text set up



You're Not An Acronym—A Practical Approach To Leadership

Matt Havens, Professional Speaker
Prerequisite: None
(Level: Intermediate)

If you've been a leader for a while or are being groomed to become one, then you've probably taken your fair share of personality tests. Perhaps you know your Woo strength, or maybe you've recently discovered that you're a purple triangle when you're stressed. If this kind of information is all you need in order to be the kind of leader your people are excited to follow,

then you probably don't need to keep reading this.

But if you've ever suspected that leadership may be about more than just *you*, then *You're Not an Acronym* is the kind of leadership presentation you'll truly appreciate. Matt Havens has spent over a decade in various leadership positions at a Fortune 25 company. He's taken dozens of personality assessments, and he's recognized a fundamental flaw in the way that all of them attempt to help people become better leaders.

You're Not An Acronym will help you expand your understanding of leadership exponentially – and you'll do it while laughing all the while. So get ready to enjoy the process of becoming a more effective leader more than you ever thought possible!

- Understand the value (and limitations) of personality tests and other types of self-analysis as they relate to improving your leadership
- Discover the two pillars of effective leadership – neither of which have anything to do with you!
- Develop a system for creating roadmaps for success that everyone can get behind, including people who operate differently from you
- Realize that leadership presentations don't have to be mind-numbingly boring!



New Users' Overview of AgVantage

Kristi Wendricks
Customer Services Rep.
Prerequisite: None
(Level: Basic)

This class is for new users who have very little experience with AgVantage Software. We will help you understand our terminology and how to navigate your way through AgVantage. We will be discussing Legacy AgVantage and also AgVantage Edge. If you don't know what that is, that's okay...you will.

- AgVantage Terminology
- Printing
- User and Passwords
- System messages
- AgVantage Support and enhancements



Connecting AgVantage to Excel

Dillon Welter
Customer Services Rep.
Prerequisite: A working knowledge
of Excel and Query is needed
(Level: Intermediate)

- Showing the different ways to pull information from AgVantage
- Will be using Data Transfers & Microsoft Excel Query
- Will show examples of reports that can be created



What Is AgVantage EDGE? Overview & Implementation, Pt. 1

Theresa Willems,
V. P. Customer Services
Prerequisite: None (Level: Basic)

In this 2-part session, AgVantage staff will present a high-level overview of all Edge Products that are currently installed and in production at customer sites including

Agronomy, Energy, Accounts Payable, Grain, Inventory, General Ledger, Payroll & Human Resources, Accounts Receivable, Customer Portal, Item Portal, and CRM. We will be showcasing new features available only in development in Edge and showcase other programs that are currently in development in Edge and what exciting and new features are already in the works for all Edge products. We will answer your Edge related questions including implementation, costs and hear your suggestions on other features you can help us envision for the future of Edge.

Energy Collaboration

Dawn Klingfus & Jason Schneider, Customer Services Reps. This is an informal question & answer session as well as a team networking and problem solving session. It is meant to build business connections that last beyond the conference.

LUNCH 11:55-12:50 - Ballroom

Wednesday 12:50 - 1:45

Query Basics/Intermediate/ Advanced, Pt. 2, Lab

Mike Smark, System Installation & Training

Prerequisite: Part 1 (Level: Intermediate)

- More interactive—New exercises
- Joining files / defining result fields
- Formatting output for files / reports
- Defining ideal report summaries/detail results

Daily Grain Activity Solutions

Karen Tidd, Customer Services Rep.

Prerequisite: None (Level: Basic/Intermediate)

New enhancements daily solutions

- Settlements and contract adjustments with adjustment codes and lump sum dollar amounts
- Transfers between customers
- Company hauling transactions

AgVantage Agronomy Solutions, Pt. 2

Terri Schwarzrock & Tim Machutt
Customer Services Reps.

Prerequisite: Part 1 (Level: Basic)

- Farm & field creation
- Creating & importing of field boundaries/mapping
- Dispatching to blender interface
- Farm Planning



Team Building For Success

Frank McDowell
CEO
New Vision Co-op
Brewster, MN newvision.coop
Prerequisite: None
Level: Advanced

This session will explain the components, construction and consequences of teambuilding. Attendees will have the opportunity to share their observations during the seminar.

Frank McDowell has been the CEO at New Vision Coop, since 1999. Prior to New Vision, Frank held elevator management and grain merchandising positions in Iowa, Nebraska and Minnesota. New Vision Coop is a farmer-owned cooperative with 19 locations serving approxi-

Hilton Minneapolis/St. Paul Airport

mately 2,000 grain, feed and agronomy farmers in southwest Minnesota, northwest Iowa, and eastern South Dakota.



Intro to AgVantage Accounts Receivable

Michelle Sirosky
Customer Services Rep.
Prerequisite: None
(Level: Basic)

- General AR information
- Work with Customer/Customer Maintenance
- Customer Balance/Activity Lookup
- Work with Item/Item Maintenance
- Price levels & Status Codes
- Invoice Reprints



Financial Statements & Sales Reporting w/ AgVantage EDGE & Customer Driven Development (CDD)

Kristin Ehlen & Dawn Nemechek
Customer Services Reps.

Prerequisite: None (Level: Advanced)

In this session we will break down the detail on Edge Sales Reports, giving specific examples of where the data comes from and how to tie into the general ledger and financial statements.

What Is AgVantage EDGE? Overview & Implementation, Pt. 2

Theresa Willems, V.P. Customer Services &
Prerequisite: None (Level: Intermediate)

- Continuation of Part 1

Inventory Collaboration

Mark Meyer & Dennis Boccardi Customer Services Reps. This is an informal question & answer session as well as a team networking and problem solving session. It is meant to build business connections that last beyond the conference.

Wednesday 2:00 - 2:55

Query Basics/Intermediate/Advanced, Pt. 3, Lab

Mike Smark

System Installation & Training Technician

Prerequisite: Parts 1 & 2 (Level: Advanced)

Advanced features including:

- Complex / Powerful record selection methods
- Creating special query files for use in other queries or transfer to other apps such as Excel



Edge Grain Management Position Reports

Rod Larsen, System Installation & Support & Dawn Nemechek, Customer Services Rep.
Prerequisite: None

(Level: Intermediate)

Grain Management Position

- NEW—Cash Position Net changes
- View "LIVE" and historical Position balances
- Drill down to Grower Contract detail

Grower Reports

- Year End—Grain Payments—proof of yield
- Open loads and export tickets to a file
- Trial Settlement listing & reprint settlement sheets

Agronomy Dispatch & Application

Terri Schwarzrock & Tim Machutt
Customer Services Reps.

Prerequisite: None (Level: Basic)

- Dispatching process
- Operator application process
- Spray application report



Internal Controls During Times of Transition—Retirements/Mergers

Jeff Brandenburg

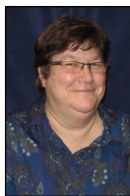
CPA, CFE, Managing Principal,

ABC Group CliftonLarsonAllen LLP, Middleton, WI
www.clacconnect.com

Prerequisite: None (Level: Intermediate/Advanced)

We all have internal controls, but often they are just that...internal. We have done our jobs for many years we know what to do, what to look for and what to check. Often the controls are not written down or communicated so what do we do in times of transition? In this session we will discuss:

- Internal control documentation best practices
- Planning for transition and succession
- What to consider in a merger environment
- Developing a long term plan for success



NEW EDGE Payroll and Customer Driven Development (CDD)

Valerie Ahlers & Brenda Dvorak
Customer Services Reps.

Prerequisite: None
(Level: Intermediate)

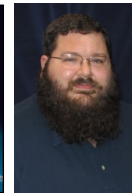
- Learn about the newest updates in Payroll
- Troubleshooting—avoid messages, how to get out of them
- When do you clean up files?
- Getting ready for end of year
- Security
- Idea sharing
- CDD for Payroll—please bring your suggestions.



NEW EDGE Accounts Receivable Customer Portal

Dennis Boccardi
Customer Services Rep.
Prerequisite: None
(Level: Intermediate)

The Edge AR Customer Portal brings together all the customer setup files that have previously been in many different areas of the software to one place. Being able to view everything about a customer in one user-friendly environment saves much needed time!



AgVantage Security

Brad Belcher, Systems Analyst &

Wes Christensen, Hardware Customer Services Rep.

Prerequisite: IT Personnel—

Authorization from Management (Level: Advanced)

- Legacy menu security
- Assign sales area
- Check printing security
- Edge security

This session will be limited to Authorized personnel only. Please check with your General manager and/or Supervisor prior to enrolling.

Petroleum Tax Reporting Customer Driven Development (CDD)

Theresa Willems, V. P. Customer Services

Prerequisite: None (Level: Intermediate)

As your company continues to grow, processing monthly Petroleum Tax Reports to your state is becoming more time consuming and challenging. AgVantage would like you to join us for this session to help us design a future enhancement to our software to help you and your company in this process. We will have an open discussion on your needs for your state, discuss what we have in place today and get your input and guidance to further advance our reporting tools for this process.

BREAK 2:55-3:10 p.m. Sponsors' exhibits

Conference Special Offer!

Buy 4, get one free!

5th full conference registration from the same company is free if registered by May 22, 2019

Wednesday 3:10 - 4:05



EDGE Grain Daily Tasks

Pt. 1, Lab **

Rod Larsen
System Installation & Support
Prerequisite: Must attend Parts 1 & 2 (Level: Basic)

- Settlements—using Adjustment Codes
- Customer Portal—Purchase Contracts
- Transfer Loads—Accrue Storage
- Loads Portal—Change Loads



Actionable Insights & Increased Efficiencies Across Grain & Agronomy with DTN

Mary Tangen

Director
DTN www.dtn.com 800.511.0095

dtnprogressivefarmer.com

Prerequisite: None
(Level: Intermediate)



Learn how DTN can assist you in increased efficiencies across your grain, agronomy, and fuel business with risk management, communication, and operational tools (including weather solutions).

DTN is the independent, trusted source of actionable insights for 2,000,000 customers focused on feeding, protecting, and fueling the world.



EDGE Agronomy Collaboration/ Roundtable/ Customer Driven Development (CDD)

Tim Machutt & Terri Schwarzrock
Customer Services Reps. &
Prerequisite: None (Level: Basic)

An open discussion and collaboration of daily usage & program enhancement requests with other AgVantage customers and staff.



Finance Business Intelligence

Lisa Sick, V.P. Project Management &
Kent Schultz, BIG Consulting, LLC
Prerequisite: None (Level: Advanced)

AgVantage Business Intelligence Software uses Tableau on your/our Windows Server to securely view

graphical presentations of your data, not moved or hosted elsewhere. Finance Modules include Patronage Analysis of Maturity by company, division, & year. Customer Aging breakdown bringing credit and equity side by side. Financial Statements and Bank Covenants showing actual amounts compared to targets/budgets; and a GAP Analysis sure to bring in new business!



NEW EDGE HR & Customer Driven Development (CDD)

Valerie Ahlers & Brenda Dvorak
Customer Services Reps.
Prerequisite: None (Level: Intermediate)

Sneak Peek at the new HR package that AgVantage is developing. Bring your suggestions of what you would like to see included as part of our HR program. Possibilities include document storage and capturing signatures. We will also talk about Employee Portal.



NEW AgVantage Mobile App for Customer Info & Customer Driven Development (CDD)**

Theresa Willems, V. P. Customer Services
Prerequisite: None (Level: Basic)

Get a first look at a new and exciting App we will be offering to give your customers a one stop overview of their account information, including Grain, Agronomy and AR activity, live to the system. In this session, we will show you our progress to date on this app and take your ideas and suggestion on how to enhance this new app even further to give your customers the WOW factor they are looking for.



IBM i Access Client Solutions Migration

Brad Belcher, Systems Analyst
Prerequisite: IT Personnel
(Level: Intermediate)

IBM i Access Client Solutions consolidates the most commonly used tasks for managing your IBM i into one simplified location. Come learn about migrating from IBM i Access for Windows

- Installing ACS
- Setting up sessions
- Importing Macros
- Importing File Transfers
- Limiting Function Access
- Creating Install package

Patronage Collaboration & Customer Driven Development (CDD)

Kristi Wendricks & Rick Prinsen, Customer Services Reps. This is an informal question & answer session as well as a team networking and problem solving session. It is meant to build business connections that last beyond the conference.

Wednesday 4:20 - 5:15

EDGE Grain Daily Tasks Pt. 2, Lab **

Rod Larsen
System Installation & Support
Prerequisite: Must attend Parts 1 & 2 (Level: Basic)

- Quick Settlements
- Settlement Check Listing
- Customer Portal—Sales Contracts
- Management Tools—Grain Position Reports



The Grain Industry's Risk Management Solution

Julie Ward

VP Commercial Division
R.J. O'Brien, Runnells, IA
www.rjobrien.com 312.373.5372

Come see the proven technology the grain industry is rapidly adopting to automate risk management. RJO Autohedge provides instant access to the information you need to make smarter business decisions and increase productivity. Autohedge has been used successfully for years in multiple locations to process tens of thousands of transactions. RJO Autohedge is a part of the century-long commitment and support that RJ O'Brien is known for throughout the industry.



AgVantage Agronomy Business Intelligence

Lisa Sick, V.P. Project Management &
Kent Schultz, BIG Consulting, LLC
Prerequisite: None (Level: Advanced)

AgVantage Business Intelligence Software uses Tableau on your/our Windows Server to securely view graphical presentations of your data, not moved or hosted elsewhere. Agronomy includes many powerful visualizations like: Sales Overview by zip code, Customer, Salesperson, FLC & Product. Customer Spending Analysis, Prepaid Summary, Pricing Comparisons & Growth or Lost Business Tracking by Dollars or Nutrients. Sales staff productivity by Gross Margin and Year over Year.

Early Registration Savings!
Register by Wednesday, May 22, 2019 to save \$100 off of the full three day conference rate.



How Attitudes Affect Success

Michelle Blomberg
President & CEO
AgVantage
Prerequisite: None (Level: Intermediate)

Come hear Michelle continue from the morning's opening keynote and go into a deeper look into how a positive attitude can affect the overall success of your company and life.

ETA & Customer Driven Development (CDD)

Valerie Ahlers, Customer Services Rep.
Prerequisite: None (Level: Intermediate)

- ETA Enhancements
- Manage SuperUser
- Additional ways to use ETA—Idea sharing
- CDD for ETA—Please bring your suggestions



New EDGE Inventory**

Kristin Ehlen
Customer Services Rep.
Prerequisite: None (Level: Advanced)



Join AgVantage staff for a live demonstration of Edge Inventory. We will show you new features in purchase orders, inventory receiving, item portal and reporting as well as discuss new features that are in development.

Power and IBM i

Brad Belcher, Systems Analyst
Prerequisite: None (Level: Basic)

Come learn about the base that AgVantage runs on. This is not the AS/400.

- Newly announced IBM i Next
- IBM Power Systems 9
- Fresh Faces
- IBM i is Open for Business

Accounts Receivable Statement Processing Collaboration & Customer Driven Development (CDD)

Michelle Sirosky and Rick Prinsen
Customer Services Reps.
Prerequisite: None (Level: Basic)

This is an informal question & answer session as well as a team networking and problem solving session. We are also discussing CDD, so please come with your suggestions. It is meant to build business connections that last beyond the conference.

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

Wednesday 6:15-9:30p.m. Social Event

Dinner Buffet & Super Hero Casino Night

6:15-7:15 Social & Dinner Buffet
6:15-9:15 Batmobile Photo Opportunities
7:15-9:30 Casino—Blackjack, Texas Hold'em, Big Six Wheel, etc... Prizes!
Costume Contest (costumes optional)

Prize for best dressed Super Hero is a ride in the Batmobile, depending upon weather as the car has no roof!
(You can even make up your own Super Hero if you want!)



Please RSVP for this complimentary event when registering for the conference. Spouse/guest welcome too.



Gold Social Event Sponsors:



AgVantage is renting the Batmobile from Floyd Total Security, protecting homes and business since 1953. It is part of their crime fighter car collection.
www.floydtotalsecurity.com Floyd Total Security is generously donating their Batmobile rental fee for our Social Event to The Lift Garage, a non-profit aimed to move people out of poverty and homelessness by providing low-cost car repair to people who need their car to get to work in Minneapolis. www.thelif Garage.org

6:00-7:00 a.m. Fitness walk with Rod Larsen & Bonnie Fohrman, meet in the hotel lobby.

BREAKFAST 7:30 - 8:30 a.m. Ballroom
Sponsor Exhibits

Thursday 8:30 - 9:15



Keynote - Lessons From A Lima Bean - Adapting To Change

Roxane Battle, former TV Journalist & Award Winning Author

The only thing constant in life is change, yet as human beings we resist change, and often suffer our way through transition and loss. But what if we could learn to deal with change in a way that also allows us to find joy?

In this candid, visual and inspirational talk, former KARE 11-TV journalist and award-winning author Roxane Battle shares how she transitioned out of a high-profile television career into a new life, how she found joy in the process, and what we can all learn about change from a lima bean. Yes, a lima bean! You won't want to miss this highly-engaging keynote.

Roxane Battle's recently published memoir, *Pockets of Joy: Deciding to Be Happy, Choosing to Be Free* (Whitaker House 2017), became an Amazon best seller in multiple categories. As a contributing writer, Roxane was named an Architect of Change on mariashriver.com, has been featured on the cover of *Working Mother* and profiled in *Ebony* national magazines, the *Minneapolis Star Tribune* and *St. Paul Pioneer Press*.

"You had the room captivated, they didn't blink while you were speaking. Awesome job!"

Jill Pillelow, Dakota County Workforce Services

"Thank you so very much for such a strong, encouraging, honest, and delightful workshop last night. I'm sure you could see audience members light up as they spoke with you."

Becca Hart
Beaver's Pond Press

Thursday 9:30 - 10:25



Email Grain Contracts & Settlements, Lab

Dawn Nemechek,
Customer Services Rep.
Prerequisite: None
(Level: Intermediate/Advanced)

Email grain settlements and contracts to your customers with ease.

- Settlements may be setup to email alongside ACH
- Contract feature includes purchase contracts, purchase pricings, amendments, and sales contracts
- Your customers have the ability to view, print, save and 'sign' their contracts with a click!



EDGE Seed Setup & Ship Notices

Tim Machutt
Customer Services Rep.
Prerequisite: None
(Level: Intermediate)

- Setup location and fine line codes to automate Item Maintenance
- Adding customer & location partner GLN Accounts
- Setup of seed discounts
- Adding and editing seed items with electronic pricing
- Process of receiving electronic seed ship notices



Bushel and a Beer!

Jack Joraanstad
CEO/Co-founder
Bushel, Fargo, ND
www.bushel.ag 701.369.0633
Prerequisite: None (Level: Basic)



Bushel's new video series, "Bushel and a Beer" helps grain facilities understand how they can work with the Bushel Platform and why Bushel is working to help bridge the digital divide that currently exists in the grain industry. Bushel team members will walk you through how the Bushel Platform integrates with grain facilities and AgVantage to provide producers with real-time access to their scale tickets, contracts, commodity balances, cash bids, futures, prepaids, and more.



IBM i—Secure vs. Securable

Brad Belcher
Systems Analyst
Prerequisite: Nonce
(Level: Intermediate)

IBM i is often referred to as 'the most secure' operating system. That is kind of a false statement. It takes some work to make it secure, so the correct statement would be 'it is the most securable' operating system. Come learn the difference and how to make your environment 'Secure'.

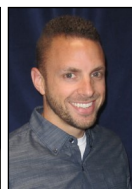
- Why secure?
- Security vs. Compliance
- IBM i Security



Lessons From A Lima Bean—Adapting To Change

Roxane Battle, former TV Journalist & Award Winning Author
Prerequisite: None (Level: Basic)

This will be an intimate, up close and personal dialoguing session with speaker Roxane Battle, as she delves even deeper into her keynote topic of successfully dealing with transitions and change in your life. Come ready to share. Be prepared to once again leave inspired.



Intro to EDGE Energy

Dawn Klingfus, Jason Schneider, & Mary Jo Meyer
Customer Services Reps.
Prerequisite: None
(Level: Basic)



- Tank Portal—Create and set a tank and GPS it
- Daily energy operations—ease of managing tank information
- Follow the process from tank set to driver delivery
- What's new—new Dispatching View
- Driver Note back to dispatcher



New EDGE Inventory **

Dennis Boccardi,
Customer Services Rep.
Prerequisite: None
(Level: Advanced)

Join AgVantage staff for a live demonstration of Edge Inventory. We will show you new features in purchase orders, inventory receiving, item portal and reporting as well as discuss new features that are in development.



Credit & Collections, What Are Your Credit Policies? & Customer Driven Development (CDD)

Rick Prinsen
Customer Services Rep.

Prerequisite: Basic Knowledge of Credit Procedures
(Level: Intermediate)

Group discussion and sharing of company credit policies. Customer Driven Development—Share your ideas on the path that AgVantage should take for enhancing the credit program.

Thursday 10:40 - 11:35



GAP Reporting vs. Query—Which is Better?

Rod Larsen
System Installation & Support
Prerequisite: Query skills helpful, but not required

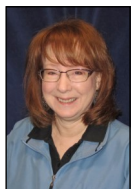
(Level: Intermediate)

- How complex is your report?
- GAP selection criteria—Do's & Don'ts
- Export GAP reports into Excel
- A/R SALES—Top Product Sales by Customer Name
- GRAIN—Top 100 Delivered and/or Settled

NEW EDGE Seed Grower Plans & Electronic Ordering

Tim Machutt, Customer Services Rep.
Prerequisite: None (Level: Intermediate)

- Creating and editing grower plans
- Demonstration of "live" ordering of grower plans
- Grower Order Summary



End of Month Grain Valuations

Karen Tidd
Customer Services Rep.
Prerequisite: None
(Level: Basic/Intermediate)

- Contract and Inventory valuations
- Unpriced delivered grain and shipments
- Unposted price adjustments and discounts



IT Tactical To Strategic

Brad Belcher, Systems Analyst
Don Schling, VP Information Technology, Landmark Services Cooperative, Cottage Grove, WI
Prerequisite: None
(Level: Intermediate)

Is your IT department the last to know anything? Are you just running around fixing something after it is broken? Is your IT department just a cost center? Come learn from peers how they have transformed their IT Department from just a Cost Center to a Strategic part of the company.

Don Schling's extensive experience includes positions in information technology sales, project management and business analysis, CIO consulting, operations management, and leadership. Landmark Services Cooperative has more than 20 locations throughout S. Central WI and Northern IL.



AgVantage Invoicing - PC & EDGE **

Kristi Wendricks
Customer Services Rep.
Prerequisite: None
(Level: Basic)

- Setup
- Workorders & Invoices
- Contracts

- Grain Live
- Billing Feed Orders
- Hot Key setup
- Our latest invoicing product—Edge Invoicing



Implementing **EDGE Energy**

Dawn Klingfus, Jason Schneider, & Mary Jo Meyer, Customer Services Reps.

Customer Presenter:
Chris Schwuchow
Operations Energy Manager

United Quality Cooperative, New Town, ND

Prerequisite: None (Level: Intermediate/Advanced)

- Moving from PC Dispatching to Edge Dispatching—getting your employees onboard
- Daily operations for dispatching and routing drivers
- Q and A—Time to find out what worked well for United Quality and others

United Quality Cooperative is a leading grain, energy and retail cooperative located in the heart of the Bakken. The cooperative operates three grain elevators, an energy division operating three bulk fuel and propane plants and five retail locations including a hardware and lumber department. Chris Schwuchow returned to North Dakota in 2010 and has progressed through many positions in the cooperative ranging from bulk propane driver to his current position as Propane Department Supervisor. When he is not working, he enjoys spending time with his family and attending comedy shows all over the Midwest.



Inventory Costing & Analysis

Chuck Bohanon

Senior Sales & Service Analyst

Prerequisite: Basic Knowledge of Inventory (Level: Intermediate/Adv.)

- 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
- 4-sided entries
- Adjusting Inventory Valuations



Sales Tax Reporting Customer Driven Development (CDD) Customer Info

Theresa Willems,
V. P. Customer Services

Prerequisite: None (Level: Int.)

Government reporting, especially related to Sales Tax, continues to get more complex with every twist and turn that gets thrown your way. AgVantage is committed to making that process easier for our customers, so please join us for this session to discuss how you process your state sales tax returns today, and what we can do to make those processes easier and more efficient for you.

Thursday 11:45 - 12:30 Share Your Wisdom Roundtables



Come join us in the Ballroom for a visit with our AgVantage mentors and more!

Each roundtable will have its own topic. The time will be divided into three segments. Roundtable leaders will talk for about 10 minutes on their topic prior to open discussion. You are also welcome to stay at one table if it is your favorite topic and you want to hear more collaboration from other participants.



1. How To Improve Your Company's Reputation in Your Community

Katie Enockson
Human Resources/Office Manager
United Quality Cooperative
New Town, ND



2. Implementing AgVantage EDGE Grain

Heather Peter
Assistant Controller
Urso Farmers Cooperative
Urso, IL



3. Using AgVantage Business Intelligence To Leverage the Power of Your Data

Don Schlising
VP Information Technology
Landmark Services Cooperative
Cottage Grove, WI



4. EDGE Agronomy

Terri Schwarzrock & Tim Machutt
Customer Services Reps.
AgVantage Software
Rochester, MN



5. EDGE Feed

Kristi Wendricks
Customer Services Rep.
AgVantage Software
Rochester, MN



6. EDGE Customer Relationship Manager (CRM)

Jamie Pratt
IT Manager
Legacy Farmers Cooperative
Findlay, OH



7. Credit & Collections—Dealing With it During a Hard Farm Economy

Mary Beth Schade
V.P. Credit & Administrative Services,
United Cooperative
Beaver Dam, WI



8. Accounts Payable & Other Business Process Automation With Technology

Martin Kirby, ECM Sr. Solutions Consultant,
Konica Minolta,
Wichita, KS



9. Human Resources Hot Topics

Katie Meyer
Human Resources Manager
New Vision Cooperative
Brewster, MN



10. Input Financing

Tammy Myers
VP Member & Corporate Relations
Sunrise Cooperative
Fremont, OH



11. Seed Operations Reports In Microsoft Power B.I.

Randy Fry
Data Processing & I.S. Mgr.
Ceres Solutions LLP
Terre Haute, IN



12. EDGE Energy Dispatching & Mapping

Chris Schwuchow
Operations Manager—Energy
United Quality Cooperative
New Town, ND

LUNCH 12:30-1:30 p.m.

Thursday 1:30 - 2:25



Intermediate Excel Pt. 1, Lab

Terry Bell
IT Applications Support
Sunrise Cooperative, Fremont, OH
Prerequisite: Basic usage of Excel or Intro Class
(Level: Intermediate)

Excel is a powerful tool that can be extremely useful in our day to day lives but can be complex to learn and time consuming to unearth all the power that Excel can offer you in your day-to-day life. In this Intermediate Excel Part 1 lab, you will get hands on experience as we explore some of the most commonly used functions, formulas and tools that can help everyone gain proficiency in Excel. Some of those topics will include Simple and Special Pasting, Sorting, Date and Time functions, Average and Min/Max functions, Conditional Formatting, Text to Columns, other Text Functions and more.

Sunrise Cooperative is a farmer owned cooperative with 6484 members, specializing in grain, agronomy, feed, and energy. The cooperative operates 26 locations with \$683 million in sales. Terry enjoys woodworking when he's not busy working at the cooperative.



NEW EDGE Seed Inventory & Dispatching

Chuck Bohanon
Senior Sales & Service Analyst
Prerequisite: None
(Level: Intermediate/Advanced)

- Live demonstration of Seed Inventory Modules and customer perspective on Live ordering
- Collaborate on how Seed Inventory is used
- Convert plans into Seed work orders w/scanning
- Create "on the fly" work orders

Grain Collaboration

Brenda Dvorak & Karen Tidd, Customer Services Reps, Lori Bilderback Senior Software Engineer
This is an informal question & answer session as well as a team networking and problem solving session. It is meant to build business connections that last beyond the conference.



AgVantage & IBM i Security

Brad Belcher
Systems Analyst
Prerequisite: IT Personnel—
Authorization from Management
(Level: Advanced)

- This will be a combined session showing security measures both within AgVantage & IBM i

This session will be limited to Authorized personnel only. Please check with your General manager and/or Supervisor prior to enrolling.



eAgVantage™ AR Statements & Payments via the Web

Michelle Sirosky & Dawn Nemecek
Customer Services Reps.
Prerequisite: None (Level: Intermediate)

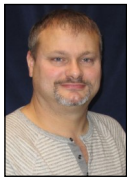
Web Payments using multiple AR statement formats such as term, budget, open item, & combined. Pay online using PayPal or ACH with CPI Compliance and SSL Certification. Overview of added features and option selections.



EDGE Energy Business Intelligence, Plus Energy Q & A, Pt. 1

Lisa Sick, VP Project Management & Kent Schultz, BIG Consulting, LLC & Dawn Klingfus, Customer Services Rep.
Prerequisite: None (Level: Intermediate/Advanced)

Energy Business Intelligence & Q/A AgVantage Business Intelligence Software uses Tableau on your/our Windows Server to securely view graphical presentations of your data, not moved or hosted elsewhere. Energy includes many powerful visualizations like: Sales Overview by zip code, Customer, FLC & Product. Customer Spending Analysis. Driver & Delivery Efficiency Statistics, & Delivery Forecast to stay on top of Scheduling your team to take care of your customers.



NEW EDGE Inventory - Transfers, & Physical Adjustments

Mark Meyer
Customer Services Rep.
Prerequisite: Knowledge of item numbers & G/L numbers. (Level: Basic)

- Going through the processes of creating and identifying the benefits of different types of manual transfers
- Describing the differences between and using the two physical inventory adjustment programs

EDGE General Ledger Collaboration & Customer Driven Development (CDD)

Kristin Ehlen, Customer Services Rep. & Theresa Willems, V.P. Customer Services
Prerequisite: None (Level: Intermediate)

Join AgVantage staff and users to discuss the current AgVantage General Ledger program as well as enhancements and programming changes to Version 8.1 EDGE

Thursday 2:40 - 3:35

Intermediate Excel Part 2, Lab

Terry Bell, IT Applications Support,
Sunrise Cooperative, Fremont, OH
Prerequisite: Pt. 1 (Level: Intermediate)

In Part 2 of Intermediate Excel, we will continue with a hands on lab session. We will expand and dig deeper into the power that Excel can offer for data analysis including Logical Functions, True/False and Index Match functions, explore VLOOKUP functionality, develop and implement Macros, explore Pivot Tables and the dynamic data analysis they provide.



Bayer—Delivering a Differentiated Customer Experience in the Ag Industry

Kim Flaughner – North America Retail Business Solutions Manager,
Julie Bauman

– North American B2B Manager
Scott Rockafellow—North America IT B2B Lead
Prerequisite: None
(Level: Intermediate)



Bayer's future strategy includes enabling a digital interface with our dealer partners that will result in a differentiated experience within the Ag industry. By providing a customized, integrated approach to business, our goal is to make Bayer one of the easiest suppliers to do business with. Bayer will be reviewing how they will be changing the way they do business with partners going forward, and how AgVantage is helping to enable capabilities that allow for real-time data integration between you and your supplier trading partners... helping you grow your business through process optimization and gained efficiencies.



Using EDGE CRM Management Tools & Cross Selling & Customer Driven Development (CDD) **

Jason Schneider
Customer Services Rep.

Prerequisite: None
(Level: Intermediate)



- Web based for use on any device
- Tied directly to your AgVantage data; customer data, sales, balances, products
- Customer Salesman Dashboards, unique to each user
- Customer profiles to see all contact and customer information in one area
- Built in email notifications for leads, departments, escalations and reminders
- Built in messaging and document exchange to your customers or for internal use
- Custom reporting options

Exploring the Twin Cities - Food & Brewery Tours



Alex Becker, OSCP, OSWP,
CISA, WCNA, CEH



Jason Juntunen, OSCP, OSWP

Purple Network Eaters: Live IT Security Attack & Defense, Pt. 1

Alex Becker, Manager and Information Security Consultant in the CLA Information Security & Advisory Services Group. 612-376-4839

Jason Juntunen, Information Security Senior Consultant, also CLA Information Security & Advisory Services. 612-229-3671
CliftonLarsonAllen LLP, Minneapolis, MN
CLAconnect.com

Both instructors are currently performing penetration testing, vulnerability assessments, and controls reviews for a wide range of industries.

Prerequisite: None, plan to attend both Parts 1 & 2 (Level: Advanced)

This session will demonstrate "live" network attacks from two perspectives: the attacker and the defender. The attacker will demonstrate the steps they go through from targeting to exfiltration. The defender will demonstrate how to defend against these attacks. The defensive solutions provided will all be free tools or configurations.

- Understand the attackers methodology
- Identify the ways to detect malicious activity
- Learn about free tools that assist network administrators in securing their environment



Controllers' Roundtable

Theresa Willems
V.P. Customer Services
Prerequisite: Office Managers & Controllers
(Level: Intermediate/Advanced)

Join this informal session and meet with your controller peers from across the country to share ideas, tips and tricks and pose questions to each other to help you manage some of the day to day, monthly and yearly controller tasks.

EDGE Energy Q & A, Pt. 2

Dawn Klingfus, & Mary Jo Meyer,
Customer Services Rep.

Prerequisite: part 1 (Level: Intermediate/Advanced)

- Part two will be all Q & A.



Item Pricing Global Price Updates & Price Spreadsheets Upload

Kristi Wendricks
Customer Services Rep.
Prerequisite: Knowledge of AR and Excel (Level: Intermediate)

- Changing prices in Legacy
- Legacy Global Price Update
- Changing prices in Edge
- Updating prices from a spreadsheet

EDGE Grain Customer Driven Development (CDD)

Brenda Dvorak, Customer Services Rep.
Rod Larsen, System Installation & Support,
Lori Bilderback, Senior Software Engineer,
& Karen Tidd, Customer Services Rep.
Prerequisite: None (Level: Intermediate)
Join this informal session as you meet with your grain peers to ask questions of each other, share ideas, tips, etc. Also vote on new grain package enhancements.

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

Thursday 3:50 - 4:45



AgVantagePC Grain Scale and Customer Driven Development (CDD)

Dillon Welter
Customer Services Rep.
Prerequisite: None
(Level: Intermediate)



- Live hands on demonstration of Grain Scale
- Discuss new and upcoming enhancements
- Live Q & A session and CDD



EDGE Seed Roundtable & Customer Driven Development (CDD)

Tim Machutt, Customer Services Rep. &
Chuck Bohanon Senior Sales & Service Analyst
Prerequisite: None (Level: Intermediate)

- Open discussion on all Seed Applications
- Discuss the new enhancements completed within the last year
- Discuss new enhancements for the next year

NEW EDGE Feed & Customer Driven Development (CDD)

Kristi Wendricks, Customer Services Rep.
Prerequisite: None (Level: Basic)

Our Feed software has made its way to EDGE. See the new layout and new features.

- Rations & Medications
- Pricing & Orders
- Maps

Purple Network Eaters: Live IT Security Attack & Defense, Pt. 2

Alex Becker and Jason Juntunen,
CliftonLarsonAllen LLP, Minneapolis, MN
CLAconnect.com
Prerequisite: Pt. 1 (Level: Advanced)
Continuation of Part 1

NEW AgVantage Mobile App for Customer Info & Customer Driven Development (CDD) **

Theresa Willems, V. P. Customer Services
Prerequisite: None (Level: Basic)

Get a first look at a new and exciting App we will be offering to give your customers a one stop overview of their account information, including Grain, Agronomy and AR activity, live to the system. In this session, we will show you our progress to date on this app and take your ideas and suggestion on how to enhance this new app even further to give your customers the WOW factor they are looking for.



EDGE Energy Roundtable & PC Energy Customer Driven Development (CDD)

Mary Jo Meyer
Customer Services Rep.

Prerequisite: Basic Knowledge of Energy
(Level: Intermediate)

- Show the new enhancements since last year in AgVantagePC Energy
- CDD for EDGE Energy
- CDD for EDGE Dispatch and Mapping



EDGE Accounts Payable & Customer Driven Development (CDD)

Kristin Ehlen
Customer Services Rep.

Prerequisite: None (Level: Advanced)

- Invoice Entry including pulling of inventory receivers
- Vendor to Pay enhancements
- Bank Reconciliation
- CDD for future enhancements to the program

AgVantage Grain Business Intelligence

Lisa Sick, VP Project Management &
Kent Schultz, BIG Consulting, LLC
Prerequisite: Basic understanding of the AgVantage Grain Software (Level: Intermediate/Advanced)

AgVantage Business Intelligence Software uses Tableau on your/our Windows Server to securely view graphical presentations of your data, not moved or hosted elsewhere. Grain includes visualizations for Merchandising, Operations, and Origination Analytics. Graphical views of Grain Deliveries by Location, Month, and Contracts. Sales & Purchases with Discount Analysis by Location. Grain Marketing Analytics comparing Price Per Bushel & Volumes by month, year, customer & commodity. Growth Opportunities & Operational Efficiencies that will make & save you money.

(Thursday evening Twin Cities Brewery & Food/History Tours agenda continued on page 12)



Exploring the Twin Cities Brewery & Food Tasting Tours

**Thursday Evening
June 20th, 5:00-10:00 P.M.**

Join us Thursday evening for a fun time!

- 5:00-5:45 Optional Pre-Tour Appetizers & Drinks for those who would like to get an early networking start! Meet in the Ballroom for some fun with the whole group prior to setting out in buses (Or just show up at 5:45 when the buses are boarding)
- 5:45 Organize into groups depending upon which tour you selected during conference registration. The food tours each include enough food for a meal. Buses Depart. Tours will begin at 6:30 or so, and will be done at 9:30pm
- 6:00 Arrive at the Hilton
- 10:00

You Will Choose One of Three Tours When You Register for the Conference:

- Brewery Tours**—Visit three craft breweries, select your own pint at each brewery. A meal will be served at one of the breweries and includes a local pizzeria with pizza/salad/dessert bars. (No walking - you will be bused to each of the three breweries in the Twin Cities)
- Heart of Minneapolis (Downtown)** Taste Minnesota-inspired favorites at 4/5 downtown restaurants, where you'll enjoy their locally-sourced menus. Learn a bit of Minneapolis history during your leisurely walk from place to place. (Less than one mile walk total during the evening.)
- Minneapolis Riverwalk Tour** Enjoy a variety of specialties on this tour along the mighty Mississippi River. You'll sample local foods at 4/5 restaurants as you walk through 339 years of Minneapolis history! (2 mile walk total)

Tour choices 2 & 3 typically include one craft beer tasting, along with your food tasting. If you prefer a beverage that is non-alcoholic, please specify during registration. Also, if you have food restrictions, please note those and they will be accommodated, if available. If you want to go on the brewery tour, but you don't drink beer, most places will have root beer or some alternative. State your preference when you register.

For more detailed information on the tour choices, visit our agvantage.com, go to Conferences, then National, and then the "Events" tab. All foods & beverages are subject to change, depending upon availability. Brewery tours will have around 50 people on each tour. Food tours will have about 15 people on each. Register early for your tour as it is possible that some will fill up. Event fee includes all tips.

6:00-7:00 a.m. Fitness walk with Rod Larsen & Bonnie Fohrman. Meet in the hotel lobby.

**Breakfast 7:15—8:15 a.m.
Ballroom**

Friday 8:15 - 8:40



Conference Closing:
**Attitude IS
Everything At
AgVantage**
Theresa Willems
V.P. Customer Services

At AgVantage, every single day we are faced with choice of attitude - and probably just like you and your job, there can be a difference between the one you choose, and the right attitude to choose. Come join us for this closing session to hear how the attitudes we at AgVantage choose not only help us with a current situation, but truly guide our company's success every single day.

Friday 8:50 - 9:45



**EDGE Grain Daily
Tasks
Pt. 1, Lab ****

Rod Larsen
System Installation & Support
Prerequisite: Must attend
Parts 1 & 2 (Level: Basic)

- Settlements—using Adjustment Codes
- Customer Portal—Purchase Contracts
- Transfer Loads—Accru Storage
- Loads Portal—Change Loads



Tips & Hints, What You May Not Know About AgVantage

Valerie Ahlers, Customer Services Rep.
& Lisa Sick, VP Project Management
Prerequisite: None (Level: Intermediate)

- Things you can do to troubleshoot problems and procedures across a variety of packages, error messages, file locks, did it merge??? Update files?
- Variety of ways to "log a call" with AgVantage
- Using reports (or PDF) to balance in a timely manner
- Share with others tips you use



Workshop: Coaching Through Conflict

Michael Gamer
President & Founder
Momentum, Kasson, MN
www.momentum.guide

Prerequisite: None (Level: Basic)

Conflict is a natural occurrence in any team, and it presents an opportunity for team members to learn and grow when properly managed. We will discuss strategies for understanding the roots of conflict and aligning responses with the types of conflict being experienced. Participants will be invited to engage in dialogue that encourages sharing of experience and learning from each other within a framework around common types of workplace conflict.

Momentum is a performance consulting organization with expertise in continuous quality improvement, strategic planning, and workforce and leader development. Born and raised in west-central Minnesota, Michael attended the University of Minnesota where he studied Human Resource Development and Adult Education. Michael also has extensive experience with strategic planning, the design and implementation of process. *Michael Gamer received great reviews for the past two years for his workshops and we feel fortunate to have him back in 2019.*



Inventory Adjustments -What Files are Used & When

Mark Meyer
Customer Services Rep.
Prerequisite: A working knowledge
of Inventory & Query is needed

(Level: Intermediate)

- Discussion of the different types of adjustments: purchases, transfers, physical inventory, blends, and account receivables
- What files are used when creating and recording adjustments
- How to look for possible issues with adjustments



Using EDGE CRM Management Tools & Cross Selling & Customer Driven Development (CDD) **

Jason Schneider
Customer Services Rep.

Prerequisite: None
(Level: Intermediate)



- Web based for use on any device
- Tied directly to your AgVantage data; customer data, sales, balances, products
- Customer Salesman Dashboards, unique to each user
- Customer profiles to see all contact and customer information in one area
- Built in email notifications for leads, departments, escalations and reminders
- Built in messaging and document exchange to your customers or for internal use
- Custom reporting options

EDGE Seed Collaboration

Tim Machutt, Customer Services Rep.
& Dave Hammond, Senior Software Engineer

Collaboration occurs when two or more people or organizations work together to realize or achieve a goal. In this case, the goal is a more efficient work day when dealing with Seed. This is an informal session. Come ready to ask the group questions and do some problem solving.



Friday 9:55 - 10:50

EDGE Grain Daily Tasks

Pt. 2, Lab **

Rod Larsen

System Installation & Support

Prerequisite: Must attend Parts 1 & 2

(Level: Basic)

- Quick Settlements
- Settlement Check Listing
- Customer Portal—Sales Contracts
- Management Tools—Grain Position Reports



Save Time with Electronic Delivery—Emailing Documents

Ben Johnson
Customer Services Rep.

Prerequisite: None (Level: Intermediate)

Along with emailing invoices, statements, grain & payroll stubs, AgVantage is working on other types of emails for customers.

- Setting up customer databases
- Sending invoices from customer lookup
- Sending statements at end of month
- Sending grain settlements, employee payroll stubs, Vendor ACH stubs
- Emailing/texting options with EDGE
- Capture, extract, and classify document information, transforming it into usable intelligence to help you work smarter, faster, and more productively

Workshop: Building High Performing Teams

Michael Garner, President & Founder
Momentum, Kasson, MN www.momentum.guide
Prerequisite: None (Level: Intermediate)

What really transforms a group of coworkers into a high-performing team? How can leaders and managers address the needs of individuals on the team and still create an environment of shared purpose and engagement? More than "trust falls" and happy hours, teams are built through attention to culture and performance expectations through disciplined approaches to leadership and management. We'll work as a group to explore best practices and identify strategies that lead to cohesive and productive team environments.



IBM DB2 Web Query for i Overview

Dawn Nemechek
Customer Services Rep.
Prerequisite: None
(Level: Intermediate/Advanced)

DB2 Web Query is an IBM graphical report writer that offers easy ways to pull your data for reports and analysis. This user interface will export your data to MS Excel, HTML, or Adobe PDF with ease. No iSeries Access transfer is needed. We will demonstrate writing reports and graphs with 'point & click' - 'drag & drop' technology.

Training Tips on AgVantage & Cross-Training

Lisa Sick, V.P. Project Management
Prerequisite: None (Level: Intermediate)

Discuss training tips and ideas to help train and cross-train your staff, your management, your board, even your customers! We will discuss On-site training, e-training, and how you can set up your own training sessions on AgVantage Software.



EDGE Commodity DPR & Customer Driven Development (CDD)

Rick Prinsen
Customer Services Rep.
Prerequisite: Basic Knowledge of Inventory
(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
- Bring your suggestions for future development

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

Friday 11:05 - 12:00

Open EDGE Lab

Dive a little deeper into what you've learned this past week! Take this opportunity to try things out and ask questions of our AgVantage staff.

Open Collaboration

We have made a meeting room available for the topic of your choice. You may propose a topic and have others join you. The topic will be announced on the conference app and possible in an attendee group email if you propose the topic early enough.

Early Registration Savings!
Register by Wednesday, May 22, 2019 to save \$100 off of the full three day conference rate.



Hedging 101—Grain, Fertilizer & Energy

Gordy Elliott
Customer Relations Manager
Prerequisite: None
(Level: Intermediate/Advanced)

Price volatility is up substantially, and margins are tighter than ever. Therefore, hedging becomes more important to protect initial margins and further enhance margins for more profit. Grain futures were the first risk management tool for grain and feed merchandisers. Today we can manage price risk for fertilizer and energy.

This is a very basic discussion of

- What are futures, options, and swap markets?
- Why do merchandisers hedge?
- What is a basic hedge?
- How does a hedge work?
- Accounting for a hedge?

We look forward to an open discussion concerning today's risk management tools.



AgVantage Invoicing PC & EDGE **

Kristi Wendricks
Customer Services Rep.
Prerequisite: None
(Level: Basic)

- Setup
- Workorders & Invoices
- Contracts
- Grain Live
- Billing Feed Orders
- Hot Key setup
- Our latest invoicing product—Edge Invoicing



EDGE Agronomy

Terri Schwarzrock & Tim Machutt
Customer Services Reps.

An open discussion and collaboration of daily usage with other AgVantage customers. This is an opportunity for those who had session conflicts on Wednesday to ask questions and find out what's new.

AgVantage Feed Business Intelligence Customer Driven Development (CDD)

Lisa Sick, VP Project Management & Kent Schultz, BIG Consulting, LLC

Help us develop Feed Business Intelligence. See what we have and make your suggestions.



Hilton Minneapolis/St. Paul Airport Mall of America

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.)

Conference Session Notes

- Final room assignments for each session are subject to change, depending upon final enrollment.
- All attendees will be notified via email of any additions or changes to the schedule prior to the conference. In addition, the conference app will be updated before and during the conference as changes occur.
- If you have questions regarding any sessions, or if you would like to propose a topic for the Open Collaboration on 6/21, 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.

Conference Registration

On-line registration and a .pdf copy of the 2019 conference brochure are 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, AgVantage Software 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. Please note

that if you are on annual support, you may have AgVantage Dollars available to pay part or all of your registration fee.

Conference App

AgVantage Software encourages you to download the conference app from the Android or Apple app store. It allows you to: set up your schedule, network with other attendees, get information on conference sponsors, receive reminder notifications of events that are about to happen, take surveys, learn about sponsors' products, etc... The '19 National Conference app will be available by May 1st.

Hilton Minneapolis/St. Paul Airport Mall of America

**3800 American Boulevard East
Bloomington, MN 55425**

Our AgVantage National Conference group rate is \$155 (regularly \$184) for one or two guests, and is available through May 29, 2019 or until our room block sells out. Book early if you want to be certain to get a hotel room at the Hilton as June is

Hotel Reservations: 1-952-854-2100

Ask for the AgVantage group rate of \$155
Group code: AGVAN

a very busy month for them. You may book through our website link or call the number listed above. If you would like to extend your stay, the hotel will honor the group rate three days pre and post conference dates, with availability.

Airport Shuttle Transportation

If you are flying into Minneapolis, the Hilton has a complimentary shuttle that runs every half hour to and from the airport. Go to ground transportation, airport shuttles, and look for the Hilton shuttle that reads "Airport" on it as there are two Hiltons



on American Blvd, near the Mall of America. Be sure to get on the correct shuttle. If you are flying into Terminal 2 (Sun Country, Southwest, etc...) you will need to call 952-854-2100 for pick-up. If you want to check on the status of the next shuttle for Terminal 1, you can call the same phone number.

Parking

Parking for all conference guests is complimentary. Let the front desk know you are part of the AgVantage Conference to avoid a \$10 per night parking fee.

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 Social Event and the Thursday Food Tour & Brewery Tour are both casual. Wear comfortable walking shoes for the Food Tours.

National Wildlife Refuge

There is a wildlife refuge with trails directly across the street from the Hilton. It also has a Visitor's Center. The refuge is part of a corridor of land and water stretching nearly 70 miles along the Minnesota River, from Bloomington to Henderson, Minnesota. For more information: www.fws.gov/refuge/Minnesota_Valley/about.html

Area Restaurants & Shopping

The Mall of America has 50 restaurants, more than 520 specialty stores, Nickelodeon Universe and Sea Life Minnesota Aquarium. At our conference registration, AgVantage Software will be giving away vouchers for a complimentary VIP Shopping Package that includes a Mall of America Coupon Book (\$9.95) along with a souvenir MOA Shopping Bag. It includes 250 discounts at restaurants, retailers, and attractions. Take your voucher to the Guest Services Desk at the MOA. Plan to arrive early or stay a day late after the conference if you enjoy shopping.

The Hilton has a free shuttle that travels to and from the Mall of America. Check at the front desk for the current mall shuttle schedule. *Clothing and shoes are tax-free in Minnesota.* There is also a light rail station within easy walking distance for the Hilton that you can take to Minneapolis, and then on to St. Paul, if you'd like more information:

www.bloomingtonmn.org
www.minneapolis.org
www.downtownmpls.com
www.mallofamerica.com
www.valleyfair.com

Conference Special Offer!
Buy 4, get one free! 5th full conference registration from the same company is free if registered by Wednesday, May 22, 2019.

Your Name: _____

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

Title: _____

Company Name: _____

City: _____ State: _____

Will this AgVantage Conference be your first? YES NO

Please place a check mark after the sessions you plan to attend. Sessions may be 1-3 hrs. long. CDD = Customer Driven Development

Wednesday, June 19

TIME	SESSION DESCRIPTION	ATTENDING
11:00-2:55	Query Basics/Intermediate/Advanced, Pts. 1-3, Lab	_____
11:00-11:55	EDGE Grain Techniques for Success	_____
11:00-1:45	AgVantage Agronomy Solutions, Pts. 1 & 2	_____
11:00-11:55	Not An Acronym—A Practical Approach To Leadership	_____
11:00-11:55	New Users' Overview of AgVantage	_____
11:00-11:55	Connecting AgVantage with Excel	_____
11:00-1:45	What is AgV EDGE? Overview/Implementa., Pts. 1 & 2	_____
11:00-11:55	Energy Collaboration	_____
12:50-1:45	Daily Grain Activity Solutions	_____
12:50-1:45	Team Building for Success	_____
12:50-1:45	Intro to AgVantage Accounts Receivable	_____
12:50-1:45	Financial Stmt. & Sales Reporting w/AgV EDGE & CDD	_____
12:50-1:45	Inventory Collaboration	_____
2:00-2:55	EDGE Grain Management Reports	_____
2:00-2:55	Agronomy Dispatch & Application	_____
2:00-2:55	Internal Controls During Time of Transition	_____
2:00-2:55	NEW EDGE Payroll & CDD	_____
2:00-2:55	NEW EDGE AR Customer Portal	_____
2:00-2:55	AgVantage Security	_____
2:00-2:55	Petroleum Tax Reporting CDD	_____
3:10-5:15	EDGE Grain Daily Tasks Pts. 1 & 2, Lab **	_____
3:10-4:05	Actionable Insights & Incr. Effic. Grain & Agron. w/DTN	_____
3:10-4:05	EDGE Agronomy Collaboration/Roundtable CDD	_____
3:10-4:05	AgVantage Finance Business Intelligence	_____
3:10-4:05	NEW EDGE HR & CDD	_____
3:10-4:05	NEW AgVantage Mobile App for Cust. Info & CDD **	_____
3:10-4:05	IBM Access Client Solutions Migration	_____
3:10-4:05	Patronage Collaboration & CDD	_____
4:20-5:15	R.J. O'Brien—The Grain Industry's Risk Mgmt. Solution	_____
4:20-5:15	AgVantage Agronomy Business Intelligence	_____
4:20-5:15	How Attitudes Affect Success	_____
4:20-5:15	ETA & CDD	_____
4:20-5:15	New EDGE Inventory **	_____
4:20-5:15	Power & IBM i	_____
4:20-5:15	AR Statement Processing Collaboration & CDD	_____

Thursday, June 20

TIME	SESSION DESCRIPTION	ATTENDING
9:30-10:25	Email Grain Contracts & Settlements	_____
9:30-10:25	EDGE Seed Setup & Ship Notices	_____
9:30-10:25	Bushel & A Beer!	_____
9:30-10:25	IBM i - Secure vs. Securable	_____
9:30-10:25	Lessons From A Lima Bean - Adapting To Change	_____
9:30-10:25	Intro to EDGE Energy	_____
9:30-10:25	NEW EDGE Inventory**	_____
9:30-10:25	Credit & Coll. - What Are Your Credit Policies? & CDD	_____
10:40-11:35	GAP Reporting vs. Query—Which is Better?	_____
10:40-11:35	NEW EDGE Seed Grower Plans & Electronic Ordering	_____
10:40-11:35	End of Month Grain Valuations	_____
10:40-11:35	IT Tactical to Strategic	_____
10:40-11:35	Invoicing: PC & EDGE**	_____
10:40-11:35	Implementing EDGE Energy	_____
10:40-11:35	Inventory Costing & Analysis	_____
10:40-11:35	Sales Tax Reporting CDD	_____
1:30-3:35	Intermediate Excel, Pts. 1 & 2	_____
1:30-2:25	NEW EDGE Seed Inventory & Dispatching	_____
1:30-2:25	Grain Collaboration	_____
1:30-2:25	AgVantage & IBM i Security	_____
1:30-2:25	eAgVantage AR Statements & Payments via the Web	_____
1:30-3:35	EDGE Energy Business Intell. plus Q & A, Pts. 1 & 2	_____
1:30-2:25	NEW EDGE Inventory - Transfers & Physical Adjust.	_____
1:30-2:25	EDGE G/L Collaboration & CDD	_____
2:40-3:35	Bayer— Delivering a Differ. Cust. Experience in Ag Ind.	_____
2:40-3:35	Using EDGE CRM Mgmt. Tools & Cross Selling**	_____
2:40-4:45	Purple Netw. Eaters: Live IT Secur. Attack/Def. Pts. 1&2	_____
2:40-3:35	Controllers' Roundtable	_____
2:40-3:35	Item Pricing, Global Price Upd. & Price Spreadsheets	_____
2:40-3:35	EDGE Grain CDD	_____
3:50-4:45	PC Grain Scale & CDD	_____
3:50-4:45	EDGE Seed Roundtable & CDD	_____
3:50-4:45	NEW EDGE Feed & CDD	_____
3:50-4:45	New AgVantage Mobile App for Cust. Info & CDD**	_____
3:50-4:45	EDGE Energy & PC Energy CDD	_____
3:50-4:45	EDGE Accounts Payable & CDD	_____
3:50-4:45	AgVantage Grain Business Intelligence	_____

AgVantage National Conference Registration

Friday, June 21

TIME	SESSION DESCRIPTION	ATTENDING
8:50-10:50	EDGE Grain Daily Tasks, Pts. 1 & 2, Lab **	_____
8:50-9:45	Tips & Hints, What You May Not Know About AgV.	_____
8:50-9:45	Workshop: Coaching Through Conflict	_____
8:50-9:45	Inventory Adjustments—What Files Are Used & When	_____
8:50-9:45	EDGE CRM Mgmt. Tools & Cross Selling & CDD**	_____
8:50-9:45	EDGE Seed Collaboration	_____
9:55-10:50	Save Time w/Electronic Delivery - Emailing Documents	_____
9:55-10:50	Workshop: Building High Performing Teams	_____
9:55-10:50	IBM DB2 Web Query for i Overview	_____
9:55-10:50	Training Tips on AgVantage & Cross-Training	_____
9:55-10:50	EDGE Commodity DPR & CDD	_____
11:05-12:00	Hedging 101—Grain Fertilizer & Energy	_____
11:05-12:00	Invoicing: PC & EDGE **	_____
11:05-12:00	EDGE Agronomy	_____
11:05-12:00	AgVantage Feed Business Intelligence CDD	_____

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 5, 2019) 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 2020 National Conference. If you cancel after 6/5/19, no refunds are available except for severe emergencies. Experience the Twin Cities Food Tasting and/or Brewery tickets are not refundable after 5/23/19, unless they are resold.

Do you have a specific question you would like answered during the conference?

	Fee thru 5/22/19	Fee 5/23/19 or later
Full Conference Registration (Wed/Thurs./Fri., Includes breakfasts/lunches/breaks)	\$695	\$795
One Day Registration: \$350 for 1 day (Early Bird) or \$395 after 5/23	\$350	\$395
Please note any special food or beverage needs, such as vegetarian, gluten-sensitive, or no alcohol: _____		
Optional Spouse/guest Meals (\$35 per meal)		
Wed. Lunch ____ Thurs. Breakfast ____ Thurs. Lunch ____ Fri. Breakfast ____	\$ 35	x _____ = \$ _____
Wednesday evening Social Event—Super Hero Casino Night & Dinner 6:15-9:30pm		
RSVP to help us determine dinner numbers. This is a free event for you & your guest RSVP # attending Wed. evening dinner _____		
Thursday evening—Experience the Twin Cities Food Tasting & Brewery Tours (details pg. 12)		
(This networking event is subsidized by AgVantage—includes all tipping) Transportation/Food (spouse/guest welcome) ____ Tour #1 Brewery ____ Tour #2 Heart of MSP ____ Tour #3 Riverwalk	\$ 49	x _____ = \$ _____
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 Wednesday, May 22, 2019.

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!



“Positive thinking is more than just a tagline. It changes the way we behave. And I firmly believe that when I am positive, it not only makes me better, but it also makes those around me better.” - Harvey Mackay

AgVantage
Software®

107 Wood Lake Drive, SE, Rochester, MN 55904
P: 877-282-6353 F: 507-288-7525
www.agvantage.com

