Connect. Innovate. Thrive.

AgVantage Software, Inc.

31ST ANNUAL NATIONAL CONFERENCE
& USER EXCHANGE
Renaissance Minneapolis Hotel, The Depot
June 22-24, 2016

AgVantage Software, Inc.
2016 Conference Agenda

Wednesday, June 22

7:30 - 8:00	Registration, Continental Plus Breakfast——Conference Sponsor Exhibits—Winter Garden & Great Hall
8:00 - 9:30	Welcome — Lori Campbell, Conference Manager *Connect. Innovate. Thrive.* - Michelle Blomberg, President & CEO (9:30—9:45 Break)
9:45 - 10:45	*Overnight Success: Transitions & Transformation! —* Morris Morrison, Motivational Speaker

	LAB	Lecture	Lecture	Lecture	Lecture	Lecture	Lecture	SQA
10:55 - 11:50	IBM DB2 Web Query, Pt. 1	7 Steps To Help Your Culture Thrive	Payroll & CDD, Pt. 1	Getting Started With AgVantage	NEW EDGE Grain	NEW EDGE Energy & eEnergy	Paperless Process Automation	AgVantagePC Agronomy SQA & CDD
			11:50-12:45 Lunch					
12:45 - 1:40	IBM DB2 Web Query, Pt. 2	Customer Comm. & Marketing Your Coop	ETA & CDD, Pt. 2	Intro To AgVantage Accounts Receivable	Reconciling Grain Inventories to G/L	NEW EDGE Energy Dispatch & Mapping**	Securing Your Power System	AgVantagePC Seed Program
1:50 - 2:45	NEW EDGE Feed & AgVPC Feed Scale & CDD	The Power Behind the Reports—Data Analysis	General Ledger Operations	Credit & Collections CDD	Grain End of Month Valuations	New Features & Energy Roundtable	Advanced AgVantage Menu Security/Access , Pt 1	Inventory
			2:45 - 3:00 Break					
3:00 - 3:55	NEW EDGE Grain-Customer Portal—Lab **	The Human Side of Mergers	EDGE CRM & CDD	Increase C-store Margins w/Enable Back Office Inventory	Accounts Receivable Aging CDD	Energy Products CDD	Advanced AgVantage Menu Security/Access , Pt 2	Payroll & ETA
4:05 - 5:00	eAgVantage - The Power of GAP Reporting	Empowering Your Staff	Connecting AgVantage w/Excel	New EDGE Accts. Payable & CDD	DTN—Tools for a Competitive Ag Retail Environment	On Demand Contracting & CDD	IT Roundtable	Patronage

| 6:00 - 9:00 | AgVantage Software's 40th Anniversary Party—Great Hall   Entertainment by the "Best DJ in the Twin Cities!" Food, fun, dancing, karaoke, and prizes Costume Contest—Theme: When you were little—What did you want to be when you grew up?" Costumes are optional |

Thursday, June 23

| 6:00-7:00 a.m. | Fitness walk over the Stone Arch Bridge with Rod Larsen—meet in the hotel lobby   7:30 - 8:15 a.m.   Breakfast in the Great Hall, Sponsor display tables |
| 8:15-9:15 | *Don't Just Survive, THRIVE! —* Kirk J. Millhone, Professional Speaker, Business Consultant, Storyteller |

9:25 - 10:20	Intermediate Excel, Pt. 1	AgVantagePC Agronomy	AR Statement Formats & Options	AgVantage Security Menu—Regulating Access**	Interpreting Grain Management Reports	How To Be Successful with Inventory		eAgVantage
10:30 - 11:25	Intermediate Excel, Pt. 2	NEW Edge Agronomy	eAgVantage Web Payments & CDD	AgVantage Security CDD	AgVantagePC Grain Scale w/ Applied Contracts	Inventory Costing, Analysis & CDD		Grain SQA & CDD
			11:35 - 12:00 "Lightning Rounds" - 5 minute presentations on amazing techniques & ideas— Great Hall					
			12:00 - 1:00 Lunch - Great Hall					
1:00 - 1:55	NEW EDGE Grain Customer Portal—Lab **	NEW EDGE Agronomy Dispatching & Applicator Module	eAgVantage A/R, EOY, & Sales Reports & CDD	System Health—Keeping Your System Clean	eAgVantage Commodity DPR & CDD	Inventory Adjustments		Accounts Receivable
2:05 - 3:00	AgVantage Point of Sale & CDD	NEW AgVantagePC Seed & CDD	Emailing Invoices, Statements, Grain & Payroll Stubs	System Management— IT Functions & Checklists	eAgVantage Grain Cust. Access & email Grain Purchase Contracts w/Elect. Signatures	Getting Staff Onboard w/Inventory		Energy
			3:00 - 3:15 Break					
3:15 - 4:10	eAgVantage Seed Lab	Controllers' Roundtable	NEW EDGE Energy Dispatch & Mapping**	Auditing Standards for Better Security	NEW eAgVantage Grain Position	Inventory Item Pricing— Global Price Updates		Accounts Payable

| 4:50-10:00 | Dinner & Rodgers & Hammerstein's *South Pacific* at the Guthrie Theater   4:50 Gather in hotel lobby to walk to Guthrie 5:00 Social Hour, 6:00 Dinner, 7:30 Play |

Friday, June 24

| 6:00 - 7:00 | Fitness walk over the Stone Arch Bridge with Rod Larsen—meet in hotel lobby   7:30 - 8:15 Breakfast - Great Hall |
| 8:15 - 8:40 | *Commitment To Thrive* - Theresa Willems, VP Customer Services |

8:50 - 9:45	Query Basics, Pt. 1	AgVantage Security Menu—Regulating Access**	Optional Features for Security & Efficiency	Maximize eAgVantage Open Forum	Balancing Grain Daily Position & Long/Short	Everyday Tips To Improve Efficiency		Edge
9:55 - 10:50	Query Advanced, Pt. 2	Tips for Installing PCs, PTFs, Passwords	Patronage, eAgVantage & CDD	Tips to Expedite Month End Close - Roundtable	Options for Replacing Cardtrol or Profit Point	AgVantagePC Point of Sale Advanced		AgVantagePC Grain Scale SQA & CDD
			10:50 - 11:05 Break					
11:05-12:00	TBD	TBD	EDGE Open Forum	**AgVantage Staff Consultations—sign up for 15 minute sessions at the registration desk.**				Grain

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

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 or eight 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 31 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 teach sessions 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 offered to conference attendees for AgVantage Software purchased by the end of July.

2016 Diamond Sponsor

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KONICA MINOLTA
ENTERPRISE CONTENT MANAGEMENT

MONSANTO

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Tuesday, June 21

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.
Ground level of the hotel—Winter Garden
Spouse/guest welcome.

Wednesday, June 22

7:30 - 8:00 a.m.
Registration & Sponsor Exhibits - Winter Garden
Continental Plus Breakfast

Wednesday 8:00 - 8:10

Welcome To Our 31st National Conference & User Exchange
Lori Campbell
Conference Manager
Great Hall

Wednesday 8:10 - 9:30

Connect. Innovate. Thrive.
Michelle Blomberg
President & CEO
AgVantage Software, Inc.

On this 40th anniversary of AgVantage Software, Inc., Michelle asks this question, "When looking back, and now ahead, how can we continue to Thrive?"
Expecting a "larger than ever" audience, we hope that each person coming to this year's conference is searching for someone new to "connect" with, or even "re-connect" with someone from past conferences. You should expect to see many "Innovative" solutions – many that you may not know exist. And finally I hope you too, are looking for ways for your company to continue to "Thrive" in a fast-changing world.

Everyone who attends the AgVantage Conference is looking for something unique. You may be interested in expanding your leadership skills, or you may be determined to find what's new with the software or you may just need a plain ole "break from the real world". You will find it here at this conference as there are so many opportunities for you and your fellow employees. Come see what has made the AgVantage National User Conference the best conference in the industry. Once you do, you'll always come back!

Break 9:30-9:45

Wednesday 9:45 - 10:45

Keynote:
OVERNIGHT SUCCESS: Transitions & Transformation!
Morris Morrison
Motivational Speaker

In his keynote program, Morris Morrison's goal is simple: to inspire each attendee at the 31st Annual National User Conference to innovate and thrive by focusing on one thing - staying connected. It's no secret that the Agriculture Industry has experienced much change & transformation in recent years. Many companies have combined their efforts to remain competitive, but continued success in today's Agriculture Industry requires an unwavering commitment to staying connected and working together in order for everyone to succeed. With his dynamic and engaging speaking style, Morris Morrison will show you why a commitment to being connected is more than just words, *it's a MINDSET*. Morris Morrison's keynote program, *OVERNIGHT SUCCESS: Transitions and Transformation*, Morris will engage you with message that you will never forget by focusing on three specific areas:

1. Morris's keynote program will be packed full of **high energy and fun**, because Morris realizes that many professionals today are burnt-out and they need to have a great time at conferences & events!
2. Morris's keynote program will equip you with actual content that will help you to grow both personally & professionally - content that will be easy for you to implement when you return back to work.
3. Most important, Morris Morrison's keynote program will be emotionally inspiring, because it doesn't matter how much fun you have or how great the content is, the most important thing that you can get out of any keynote program, is the emotional connection that draws you into the moment, and inspires you to take action to get better, and re-energized for another year!

"Morris Morrison is the most positive and charismatic person I know! He makes me want to strive to be a better person and professional. He motivates me to want to do the things I know I need to do, but I don't always make a priority." - Kristina Cope, Pepsi Co.

"Morris' message set the stage for everyone to approach the coming year with enthusiasm, excitement, and with the necessary goals to meet their needs personally and professionally." - Terri Avery, CBS Radio

Wednesday 10:55 - 11:50

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.
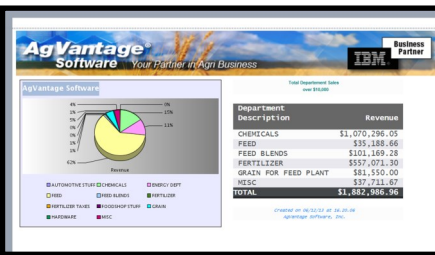
7 Steps to Help Your Culture THRIVE!
Morris Morrison
Keynote Speaker, Morrison Global Brands
Lake Norman, NC   (704) 326-1140
morrisonglobal.us

Once you experience Morris Morrison's opening Keynote Program at the 31st Annual National User Conference, you will leave wanting more! In his breakout session titled *The 7 Steps To Help Your culture THRIVE!*, Morris Morrison will show you HOW to make a difference everyday as a leader at work by doing your part to help your team stay connected and committed to developing a culture that is relevant and competitive in today's Agriculture Industry. In this breakout session, Morris Morrison will highlight 7 steps that you can use to help your organization *innovate and thrive* during times of rapid change and transition.

The 7 steps that Morris will cover will help you to remain focused on what you and your team are fighting to achieve. Most importantly, this breakout session will help you to grow your skills at work...*and at home.* Although dealing with changes in life and business can be challenging, Morris will remind you that *"We Can Still Have A Ton Of Fun During The Process"* and this breakout workshop will continue the same high-energy from Morris's keynote program, so if you want a seat in this breakout session, be sure to register early!

Payroll & Customer Driven Development (CDD) Pt. 1
Valerie Ahlers
Customer Services Representative
Prerequisite: None (Level: Intermediate)

- Learn about the newest updates in Payroll
- Electronic Filing
- Manage inactive and terminated employees— updating files
- End of Year changes
- Security enhancements—V8
- CDD for Payroll—please bring your suggestions

Getting Started With AgVantage
Theresa Willems
VP Customer Services
Prerequisite: None (Level: Basic)

Welcome to AgVantage Software! This class is for newer users who have little to no experience with AgVantage to help you understand our terminology, and how best to utilize AgVantage to its fullest potential. In this class we will discuss:
- AgVantage Terminology
- Print file management
- User passwords and general security
- User and system messages
- AgVantage support and enhancement processes

NEW EDGE Grain
Jerome Sprecher
Senior Software Engineer
Prerequisite: None (Level: Intermediate/Advanced)

View a demonstration of and participate in a Q & A of the development of AgVantage Edge Grain
- Grain customer portal
- Contract/control maintenance
- Grain settlements
- Grain checks, reports, and file maintenance

NEW EDGE Energy & eEnergy
Mary Jo Meyer
Customer Services Representative
Prerequisite: None   (Level: Intermediate)

Edge Energy is a new browser based tool to access everything you could do in the green screens, only more user friendly. eEnergy allows customers to access their tank information and place orders.

- Edge – Set up files and edit tank files. Maintain degree day, Move deliveries or tanks. etc...
- eEnergy – Look at customer accounts, show what a customer has access to, and see how the customer is able to place orders on-line.

Paperless Process Automation
Co-instructors:
Clem Clemens
Regional ECM Solutions Sales Executive, Business Intelligence Services, ECM—Konica Minolta
konicaminolta.us   612-616-3553

Tim Kanaley
ECM Pre-Sales Engineer
703-966-1062

Learn how to streamline your back office operations, lower costs, and be more efficient. We will discuss the use of business process automation for Human Resources, Accounts Payable, Customer Service and more. These EASY and affordable solutions will take you to the next level, all while taking advantage of your AgVantage platform!

AgVantagePC™ Agronomy Staff Question & Answer (SQA) & Customer Driven Development (CDD)
Terri Schwarzrock and Tim Machutt, Customer Services Representatives
Please come to the W.J. Quinn meeting room for this informal question & answer session.

LUNCH 11:50-12:45 - Great Hall

Wednesday 12:45 - 1:40

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

Customer Communications, eAgVantage™, & Marketing/ Branding Your Cooperative
Jamie Pratt
IT Manager
Legacy Farmers Cooperative, Findlay, OH
Prerequisite: None Level: (Intermediate/Advanced)

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. Their mission is to exceed customer expectations by delivering the best value to their business, while providing a financial return to the co-op and its member-owners.

Jamie Pratt has been with the company for seven years. Since coming to the cooperative, they have

Dawn Klingfus Dawn Nemechek Diane Fleming Eldon Skjefte Jamie Pratt Jason Schneider Please see the next four pages for the remaining instructor photos.

Minneapolis Renaissance
The Depot

installed AgVantagePC Grain, Agronomy, Invoicing, Seed, ETA, Energy, eAgVantage, eAgVantage Grain, and the CRM. They have also put in several other non-AgVantage products to help with efficiency including John Deere's Aglogic program. Pratt's goal at the cooperative is to make the branches as efficient as possible while still providing excellent customer service.

Jamie Pratt has three children who are very active in sports. It keeps him busy, as well as a family farm that consists of 2,000 acres. Being able to see the products from work to the farm environment really helps him with suggestions for products and services to the customer.

- Identifying what sets you apart from the competition
- Your company/brand specialties/services
- Electronic communications: e-mailing invoices, statements, grain contracts,
- eAgVantage—producer communications 24/7: A/R Statements, End of Year, Full Year Statement, Payment on Account—Credit Card & PayPal, ACH payments, Energy, Farm & Field Analysis, Patronage & Equity
- Promotions, Social Media

AgVantage Employee Time & Attendance (ETA) & CDD, Pt. 2
Valerie Ahlers
Customer Services Representative
Prerequisite: None (Level: Intermediate)

- ETA enhancements
- Additional ways to use ETA
- CDD for ETA—please bring your suggestions

Intro To AgVantage Accounts Receivable
Terri Schwarzrock
Customer Services Representative
Prerequisite: None (Level: Basic)

- Counter vs. Transaction Maintenance
- Transaction Codes & Payment Types
- Departments vs. Fine Line Codes
- Item Maintenance
- Price levels and Discounts
- Term Codes

Reconciling Grain Inventories to General Ledger
Diane Fleming, Senior Grain Accountant
Sunrise Cooperative, Fremont, OH
Prerequisite: None (Level: Basic/Intermediate)
Sunrise Cooperative is a farmer owned cooperative with over 2995 members, specializing in grain, agronomy, feed, and energy. The cooperative has 11 locations and sales of $400 Million. Diane Fleming has worked for Sunrise Cooperative for 8 years, and has worked in the ag industry for many years.

- Inventory Calculation Worksheet
- Bushel Reconciliation to General Ledger
- Tips and Troubleshooting

New EDGE Energy Dispatching & Mapping **
Dawn Klingfus, Customer Services Representative
Prerequisite: None
(Level: Basic)

EDGE

Customer Assistant: Ron Harrison, Energy Central Dispatch, Sunrise Cooperative, Fremont, OH
Sunrise Cooperative is a farmer owned cooperative with over 2995 members, specializing in grain, agronomy, feed, and energy. The cooperative has 11 locations and sales of $400 Million. Ron has worked for the cooperative in their Energy Department for one year.

- Dispatching - Adding calls and pulling routes
- Mapping - See dispatched calls on the map and route them
- Verizon Fleet Tracking - see your trucks on the map in real time
- Tank Management Mapping - see your tanks on the map

Securing Your Power System
Brad Belcher
Systems Analyst
Prerequisite: System Administrator
(Level: Intermediate)

Don't let a false sense of security take you down. IBM i and the Power System is only secure if you set it up properly.

AgVantagePC Seed Program Staff Question & Answer (SQA)
Chuck Bohanon, Senior Sales & Service Analyst and Jerome Sprecher, Senior Software Engineer
Please come to the W.J. Quinn meeting room for this informal question & answer session.

Wednesday 1:50 - 2:45

New EDGE Feed, AgVantagePC™ Feed Scale & Customer Driven Development (CDD), Lab
Kristi Wendricks, Customer Services Representative
Prerequisite: Familiarity with the Feed Industry
(Level: Intermediate)
- See what's coming next
- What you need to know for Medicated Tags and Veterinary Feed Directive
- AgVantagePC Feed Scale
- Customer Driven Development

EDGE

The Power Behind the Reports - Data Analysis
Co-Instructors:
Jeff Brandenburg
CPA, CFE, Managing Principal Agribusinesses & Cooperatives
CliftonLarsonAllen LLP, Middleton, WI
608-662-8667 cliftonlarsonallen.com

Theresa Willems, VP Customer Services
Prerequisite: None (Level: Intermediate/Advanced)

There are never enough hours in the day to accomplish all we set out to do each morning. What if we took the time to use the computer and software system to generate meaningful reports that could help us save time and identify exceptions for us to review rather than reviewing reams of data?

In this interactive session we will discuss areas that lend themselves to exception reporting and look for ways to use the system to generate meaningful reports. The areas we will discuss include:
- Accounts Receivable
- Accounts Payable
- Sales and Returns
- Purchases
- Inventory

General Ledger Operations
Kristin Ehlen
Customer Services Representative
Prerequisite: None (Level: Intermediate)

- Journal Entries and Journal Entry from Excel
- General Ledger Inventory Adjustments
- Allocation and Budget Setups
- Opening Closing Fiscal Year and Periods
- End of Year Balance Roll

Credit & Collections Customer Driven Development (CDD)
Michelle Sirosky
Customer Services Representative
Prerequisite: None (Level: Basic/Intermediate)

- Join us for this Customer Driven Development session to discuss enhancement requests for our Credit & Collections package. Current requests will be ranked to determine priority.
- CDD—Please bring your suggestions.

Grain End of Month Valuations
Karen Tidd
Customer Services Representative
Prerequisite: None (Level: Basic/Intermediate)

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

New Features and Energy Roundtable

Mary Jo Meyer
Customer Services Representative
Prerequisite: None (Level: Basic/Intermediate)

- Review new features in the Energy product
- Roundtable discussion for Energy
- Please bring topics to discuss

Advanced AgVantage Security Menu—Regulating Access, Pt. 1

Wesley Christensen, Hardware Customer Services Representative
Prerequisite: IT personnel—Security clearance from upper management required
(Level: Advanced)

- Showing and covering the new AgVantage Security menu
- Going outside the new security menu, we will cover objects to lock down, access to the IFS and security within, proper user setup, other setup options in AgVantage that can be used for security, etc.
- **Access to this class will be limited to author-ized users only.** Check with your general manager and/or controller to make sure you have been authorized for the AgVantage Security menu.

Inventory Staff Question & Answer (SQA)

Mark Meyer, Customer Services Representative, and Chuck Bohanon, Senior Sales & Service Analyst
Please come to the J.W. Quinn meeting room for this informal question & answer session.

BREAK 2:45-3:00 p.m.

Wednesday 3:00 - 3:55

New EDGE Grain Customer Portal, Lab **

Rod Larsen
System Installation and Support
Prerequisite: None (Level: Basic)

Access Grower Info from one window
- Add/print contracts
- View loads—open or settled
- Settle loads immediately
- 'Quick' settle priced not paid grain

Early Registration Savings!
Register by Wednesday, May 2, 2016 to save $100 off of the full, three day conference rate.

The Human Side of Mergers

Kirk Millhone
Keynote Speaker
President, Headwaters Consulting, Inc.
Prerequisite: None (Level: Intermediate/Advanced)

Most mergers make good business sense and most fail. They fail because they don't pay attention to the human side of combining two companies. I am hired to make sure that doesn't happen. My role is part marriage counselor, part coach, part strategist and part firefighter. Come to hear:
- The human challenges in a merger/acquisition,
- The mistakes that are commonly made, and
- How to avoid them.

Followed by a robust question and answer session where you can ask your hardest questions and get real answers.

EDGE CRM and Customer Driven Development (CDD)

Jason Schneider, Customer Services Representative
Prerequisite: None   (Level: Basic/Intermediate)

- Discuss need for CRM programs
- Integration with AgVantage data
- Demo of new Edge CRM program
- Future enhancements to the product
- CDD discussion

How to Increase C-Store Margins with Enable Backoffice Inventory

Ecliptic Technologies, Inc. co-instructors:
Eldon Skjefte, Account Manager
Robert Ludwig, Project Coordinator
888-250-2082   www.enablecstore.com
Prerequisite: None (Level: Overview)

Enable Inventory is a backoffice c-store inventory solution which gives you the tools to get detailed information to help you identify store shrink in real-time, while maintaining desired inventory levels by tracking every item in your store. This allows you to manage this information which will give you greater profits through reduced shrinkage. Studies have shown that backroom scanning and price control can lead to 4% or more of increased profit on sales by reducing mistakes as compared to a manual system.
- Ways to increase margins and profits
- Managing inventory shrink using wireless scanning solutions
- Track real-time inventory using wireless scanning solutions
- Reduced labor costs
- Reduce inventory at store level
- Automate receivings from grocery suppliers

Accounts Receivable Aging Customer Driven Development (CDD)

Michelle Sirosky
Customer Services Representative
Prerequisite: None (Level: Basic/Intermediate)

Join us for this Customer Driven Development session to discuss:
- AR Aging
  - Age balances when due date is reached
  - Age input financing terms
  - Finance charge deferred balances
- CDD—Please bring your suggestions.

Energy Products—Customer Driven Development (CDD)

Dawn Klingfus
Customer Services Representative
Prerequisite: None (Level: Basic)
- CDD for Energy Products
  - AgVantagePC Energy
  - AgVantagePC Dispatching
  - eEnergy
  - Edge Energy

Advanced AgVantage Security Menu—Regulating Access, Pt. 2

Wesley Christensen, Hardware Customer Services Representative
Prerequisite: Advanced AgVantage Security Menu—Regulating Access, Part 1
(Level: Advanced)
Continuation of Part 1, authorized personnel only

Payroll & ETA - Staff Question & Answer (SQA)

Valerie Ahlers and Kristin Ehlen,
Customer Services Representatives
Please come to the W.J. Quinn meeting room for this informal question & answer session.

Wednesday 4:05 - 5:00

eAgVantage™ - The Power of GAP Reporting, Lab

Rod Larsen
System Installation and Support
Prerequisite: Query skills helpful, but not required
(Level: Intermediate)

- Selection criteria—Do's & Don'ts
- How A/R setup affects your data
- Export GAP reports into Excel and Word
- GRAIN—Top 100 delivered and/or settled
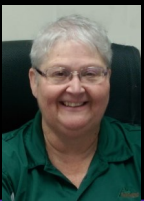
Linda Kelly   Lisa Sick   Mark Meyer   Mary Jo Meyer   Michelle Blomberg   Michelle Sirosky

Empowering Your Staff

Michelle Blomberg
President/CEO, AgVantage Software, Inc.
Prerequisite: None   (Level: Intermediate)

The traditional corporate hierarchy is fast outliving its usefulness in today's business world. In its place are emerging models focused more on leaders at all levels. Today's employees have more autonomy and freedom to develop and leverage their talents and skills in ways that demonstrate leadership, initiative and ingenuity. These are the qualities we need in all of our employees to empower everyone in the company to be leaders.

A key part of effective employee engagement is empowering all employees to exercise and develop their leadership skills. The differences in performance between engaged and actively disengaged employees shows that those scoring in the top half on employee engagement nearly doubled their odds of success compared with those in the bottom half. Once you adopt more of a leader-at-all-levels mentality, the potential benefits for everyone in the organization begin to become clear. Both managers and employees become empowered. Put simply, for those "in power" to remain relevant will require a willingness to empower people throughout the entire organization. It really can be a win-win. True leaders lie at all levels in your company.

Come hear Michelle share how AgVantage works each day to empower their employees to display leadership at all levels enriching the AgVantage culture.

Connecting AgVantage With Excel

Mark Meyer
Customer Services Representative
Prerequisite: A working knowledge of Excel and Query would be helpful (Level: Intermediate)

- Demonstrating different methods of pulling information from AgVantage
- Will be using data transfers and Microsoft Excel Query
- Will show examples of reports that may be created
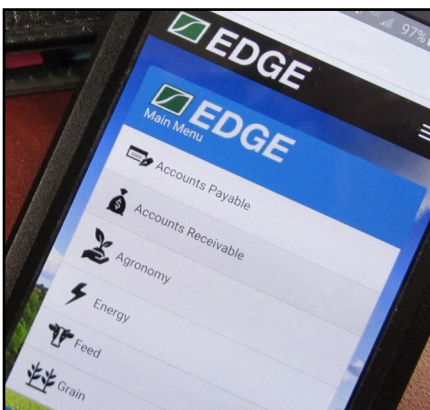
NEW Edge Accounts Payable and Customer Driven Development (CDD)

Kristin Ehlen
Customer Services Representative
Prerequisite: Basic knowledge of Accounts Payable   (Level: Intermediate)

- Live demo of Edge Accounts Payable
- CDD—Please bring your suggestions

DTN Tools for a Competitive Ag Retail Environment

Chris Carl
Director, Agribusiness
DTN/The Progressive Farmer
(314) 369-8615 Dtnprogressivefarmer.com

In ag's current economic climate, retailers must target margin-weary growers with the right inputs at the right prices.

Join DTN's Chris Carl to learn about anticipated agribusiness sales trends and discover how the company's latest solutions can help ag retailers manage significant challenges in a competitive environment.

He'll cover its DTN Connect™ solution, which can help boost agronomy and sales engagement, supporting greater efficiency and effectiveness in the field. Carl will also highlight DTN Sense™, which provides an aggregated business view, pinpoints trends and opportunities, and supports in-season management of critical issues.

On Demand Contracting and Customer Driven Development (CDD) (Agronomy, Energy, etc.)

Mike Smark
System Installation & Training Technician
Prerequisite: Query skills helpful, but not required
(Level: Intermediate)

On-Demand contracting allows you to create a printed contract from Legacy Counter Invoicing as you create the invoice.
- Set-up for contracting
- Creating invoice and contract
- CDD—Please bring your enhancement ideas

IT Round Table

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

- Discussion on what Security trends are happening in IT.

Patronage Staff Question & Answer (SQA)

Kristi Wendricks, Customer Services Representative and Paul Hawes, CFO
Please come to the W.J. Quinn meeting room for this informal question & answer session.

Mike Smark   Morris Morrison   Robert Ludwig   Rod Larsen   Terri Schwarzrock

6-7 a.m. Fitness walk over the Stone Arch Bridge with Rod Larsen. Meet in hotel lobby.

BREAKFAST 7:30 - 8:15 a.m. Great Hall

Sponsor Exhibits in Winter Garden

Thursday 8:15 - 9:15

Keynote:
Don't Just Survive, THRIVE!

Kirk J. Millhone
Professional Speaker, Adventurer, Business Consultant

Kirk Millhone held the world record for canoeing the length of the Mississippi River faster than anyone had ever done it before. That led him to try to capture the world record for kayaking the Amazon! Come hear the stories of surly customs agents, giant whirlpools, bee swarms, flash floods, getting the help of an Incan cannibal tribe and talking his way out of a Peruvian jungle prison. His stories will amaze and teach the keys to not just survive, but to THRIVE!

During the past twenty-six years, Kirk Millhone has developed and presented over 1,000 seminars to over 100,000 participants. As our keynote speaker in 1999, 2004, and 2010, he is definitely a past attendee "favorite" and we are thrilled to have him re-join us in 2016.

Thursday 9:25 - 10:20

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

We all use Excel as a part of our daily routines, but are we using it to its fullest potential? In this class we will explore some of the features Excel has to offer to make our jobs easier and more efficient, such as:
- Customizing your Dashboards
- Basic navigation
- Simple and special pasting
- Sorting, group layers and drop downs
- Simple functions such as Date and Time, Count, Counta, Average, Max and Min

AgVantagePC™ Agronomy
Terri Schwarzrock
Customer Services Representative
Prerequisite: None (Level: Basic)

- Review of enhancements and changes made to the program over the last year.
  - View multiple farms/fields assigned to order
  - Price quotes/sheets include rate/acre column
  - Setting to warn if no service items are assigned to order
- Questions & Discussion

Accounts Receivable Statement Formats & Options
Michelle Sirosky
Customer Services Representative
Prerequisite: None (Level: Basic)

Balance Forward; Open Invoice; Combined; Revolving Fund
- Which statement format is right for your customers: Balance Forward; Open Invoice; Combined; Revolving 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.
- CDD will be included at the end of the class.

AgVantage Security Menu— Regulating Access**
Wesley Christensen
Hardware Customer Services Representative
Prerequisite: IT personnel—Security clearance from upper management required
(Level: Basic/Intermediate)
Note: This session is similar to Wednesday's 1:50pm session, but the material is covered in one session.

- Understanding AgVantage menu structure
- How to set up access to and get to the new menu
- In depth info on options and features

- Questions, answers, suggestion from attendees
- **Access to this class will be limited to authorized users only.** Check with your general manager and/or controller to make sure you have been authorized for the AgVantage Security menu.

Interpreting Grain Management Reports
Rod Larsen
System Installation & Support
Prerequisite: None (Level: Intermediate)

- Know your Position—DPR, Long/Short, Market
- Print vs. viewing 'LIVE'
- Contract delivery & purchase control reports
- eAgVantage GAP Top 100 delivered or settled

How to Be Successful with Inventory
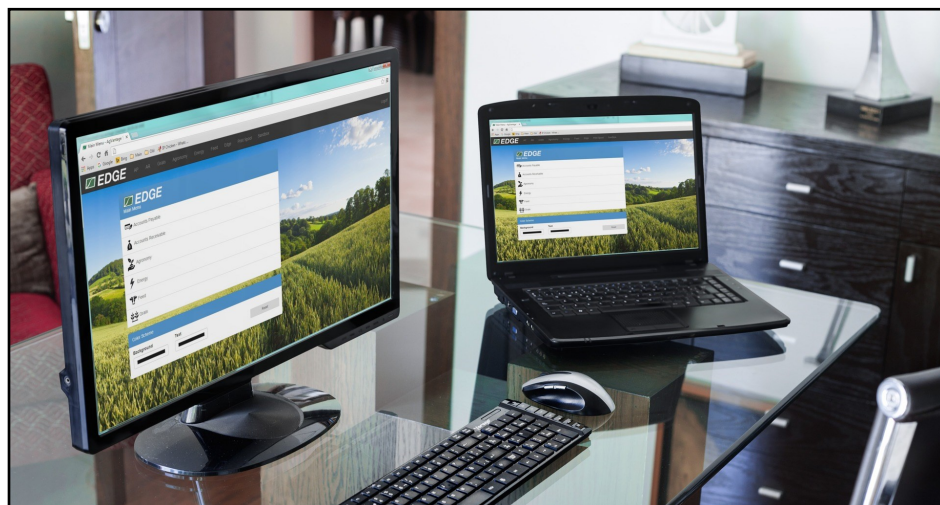Kristin Ehlen
Customer Services Representative
Prerequisite: None (Level: Intermediate)

- Using transfer items, purchase factors, and vendor re-order numbers
- Setting up purchase order areas
- Creating a purchase order
- Pulling purchase orders into Inventory Receiving and/or Accounts Payable
- Reconciling your inventory receiver general ledger accounts

eAgVantage™ Staff Question & Answer (SQA)
Dawn Nemechek, Customer Services Representative and Pat Badger, Senior Software Engineer
Please come to the W. J. Quinn meeting room for this informal question & answer session.

Lightning Rounds

Thursday 10:30 - 11:25

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

Continuing from where Part 1 left off, we will delve deeper into more advanced Excel topics such as:
- Text functions such as Test to columns, Concatenate, TRIM
- Logical functions such as True/False, Index and match
- The use of Macros
- Pivot Tables
- Converting AgVantage reports easily to Excel

NEW Edge Agronomy
Jerome Sprecher
Senior Software Engineer
Prerequisite: None
(Level: Intermediate)

EDGE

View a demonstration of and participate in a Q & A of the development of AgVantage Edge Agronomy.
- Customer farm and field maintenance
- In-the-field custom application
- Work order schedules
- Tools for tender operators

eAgVantage Web Payments & Customer Driven Development (CDD)
Dawn Nemechek
Customer Services Representative
Prerequisite: None (Level: Intermediate)

This product gives your customers the ability to pay their account from their own bank using ACH (Automated Clearing House). They also have the option to pay with credit card using eAgVantage's PayPal feature. These payment options provide a SSL (Secure Sockets Layer) and/or PCI (Payment Card Industry) Compliance environment for safe web exchange.

> ### Conference Special Offer!
> *Buy 4, get one free!*
> *5th full conference registration from the same company is free if registered by May 2, 2016*

AgVantage Security Customer Driven Development (CDD)
Brad Belcher
Systems Analyst
Prerequisite: AgVantage/System Administrators
(Level: Intermediate)

- What is next for security in AgVantage?
- Come help shape the next level of AgVantage Security

AgVantagePC™ Grain Scale with Applied Contracts
Tim Machutt
Customer Services Representative
Prerequisite: None (Level: Basic)
- Navigation through the program
- Processing purchases, sales, and transfer tickets
- Live apply process
- Processing Weigh Only / Anhydrous / Agronomy tickets
- End of day processing
- How are you using the program? Q & A

Inventory Costing, Analysis & Customer Driven Development (CDD)
Chuck Bohanon
Senior Sales & Service Analyst
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
- 4-Sided Entries

Grain Staff Question & Answer (SQA) and Customer Driven Development (CDD)
Karen Tidd, Customer Services Representatives and Rod Larsen, System Installation & Training Technician
Please come to the W. J. Quinn meeting room for this informal question & answer session.

Thursday 11:35 - 12:00

"Lightning Rounds" — Great Hall These are 5 minute attendee presentations to the entire group. Come and hear what other attendees are doing to make their workday more efficient, productive, and fun.

1. STANDARDIZING EMPLOYEE TRAINING BETWEEN YOUR LOCATIONS
Dan Beccue
Grain Division Controller
Landmark Services Cooperative
Cottage Grove, WI

2. SEED STAGING
Randy Fry
Data Processing & I.S. Manager
Ceres Solutions LLP
Terre Haute, IN

3. THE SIMPLICITY OF ETA
(Employee Time and Attendance)
Naomi Pederson
Human Resources/Safety Manager
FCA Cooperative
Jackson, MN

4. THE IMPORTANCE OF BALANCING INVENTORY RECEIVED
Don Conder
Ag Division Controller
Ceres Solutions LLP
Terre Haute, IN

5. HighLine Grain, LLC - An Innovative Marketing Solution
Karen Larsell
Controller
AgVentures NW, LLC
Odessa, WA

Assistant: Martin Wachtel
Central Washington Grain Growers, Waterville, WA
HighLine Grain, LLC Member Companies

LUNCH 12:00-1:00 p.m.

Thursday 1:00 - 1:55

NEW EDGE Grain Customer Portal, Lab **
Rod Larsen
System Installation and Support
Prerequisite: None (Level: Basic)

Access Grower Info from one window
- Add/print contracts
- View loads—open or settled
- Settle loads immediately
- 'Quick' settle priced not paid grain

NEW EDGE Agronomy Dispatching and Applicator Module
Jerome Sprecher
Senior Software Engineer
Prerequisite: None
(Level: Intermediate)

View a demonstration of and participate in a Q & A of the development of AgVantage Edge Agronomy Dispatching.
- Discuss several methods of maintaining field maps
- Map-based custom application dispatching/routing
- Integration with AgVantagePC Agronomy

eAgVantage™ Accounts Receivable, Year End, & Sales Analysis and Customer Driven Development (CDD)
Lisa Sick
VP Project Management
Prerequisite: None (Level: Basic)

Connect your customers and staff via eAgVantage. View customer accounts, online payment options, and annual purchases. Analyze sales to stimulate business. Discuss *innovative* ways to make it even better.

System Health—Keeping Your System Clean
Brad Belcher
Systems Analyst
Prerequisite: System Administrator
(Level: Intermediate)
- Learn how to help keep your system healthy.
- From cleaning up old files to eliminating unused profiles

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

Inventory Adjustments
Mark Meyer
Customer Services Representative
Prerequisite: Basic Knowledge of Inventory
(Level: Intermediate)

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

Accounts Receivable Staff Question & Answer (SQA)
Kristi Wendricks and Michelle Sirosky, Customer Services Representatives.
Please come to the W. J. Quinn meeting room for this informal question & answer session.

Thursday 2:05 - 3:00

AgVantagePC™ Point of Sale, and Customer Driven Development (CDD) Lab
Jason Schneider
Customer Services Representative
Prerequisite: None   (Level: Basic/Intermediate)

- Program setup and connection information
- Invoice workflow and payment demo
- Hotkey setup and transfer
- Payments and returns
- Split invoices

New AgVantagePC Seed & Customer Driven Development (CDD)
Tim Machutt
Customer Services Representative
Prerequisite: None (Level: Intermediate/Advanced)
- Creating seed products
- Creating seed plans
- Contracting seed plans
- Staging and dispatching seed orders
- CDD - What would you like to see in the program?

Emailing Invoices, Statements, Grain, & Payroll Stubs
Ben Johnson
Customer Services Representative
Prerequisite: None (Level: Intermediate)
- 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

System Management—IT Functions & Checklists
Brad Belcher
Systems Analyst
Prerequisite: System Administrator
(Level: Intermediate)

Learn why it is critical to maintain your system, from keeping current on IBM PTFs to maintaining backups and user security.
- Review of functions
- Audit log on IBM i
- Backup management
- IBM PTFs

eAgVantage™ Grain Customer Access & Emailing Grain Purchase Contracts with Electronic Signatures
Dawn Nemechek
Customer Services Representative
Prerequisite: None   (Level: Basic/Intermediate)

In this fast paced market world, get your grain contracts signed instantly using eAgVantage Electronic Signatures with AgVantage grain contract emailing process. Send your contracts via email giving your customer access to immediately view, print, and best of all, 'sign' their contracts with a click.

Getting Staff Onboard With Inventory
Theresa Willems, VP Customer Services
Co-Instructors, the team from United Farmers Cooperative, Winthrop, MN
Lorie Reinarts, VP Accounting
Judy Waldvogel, Accounting Manager/Analyst
Ruth Bauer, CFO
Prerequisite: None (Level: Intermediate/Advanced)

United Farmers Cooperative (UFC) is a farmer owned, diversified co-op serving Central Minnesota. The

Lorie Reinarts   Judy Waldvogel   Ruth Bauer

Company is located in Winthrop, MN and celebrated their 100th Anniversary in 2015. The co-op employs 400+ people across a diverse group of business-es—Grain, Feed, Agronomy, Ag Services Center, Petroleum, CStores, and Farm Supply Retail Stores. Its FY 2015 revenues were $245M.

Have you ever wondered what it takes to go from "Good to Great" managing your inventory process-es? Come join Lorie, Ruth and Judy from United Farmers Cooperative in Winthrop, MN as they explain their experiences as they led UFC's suc-cessful transition from 2 sided to 4 sided inventory just this last year.
Some of the topics that will be discussed include:

- Why move from margin to 4 sided inventory
- Pre-preparation of a successful implementation
- Roll out of the change
- Identifying issues
- Advantages of moving from margin to 4 sided inventory for accounting
- Internal process disciplines to follow after con-version
- Management benefit/feedback

Energy - Staff Question & Answer (SQA)

Dawn Klingfus and Mary Jo Meyer, Customer Services Representatives
Please come to the W. J. Quinn meeting room for this informal question & answer session.

BREAK 3:00-3:15 p.m.

Thursday 3:15 - 4:10

eAgVantage™ Seed, Lab

Chuck Bohanon, Senior Sales & Service Analyst
Prerequisite: familiarity with Seed
(Level: Intermediate/Advanced)

- See all of your seed items quickly and easily
- Drill down into the plan to see plan quantities vs. dispatched and invoiced
- Saves time—eliminate the spreadsheets you've been using to manage seed

Controllers' Roundtable

Theresa Willems
VP Customer Services
Prerequisite: Office Managers & Controllers
(Level: Intermediate/Advanced)
Assistant: Linda Kelly, Controller, Ag Partners, Pine Island, MN
Ag Partners is a farmer-owned co-operative serving the area surrounding eleven communities in south-eastern Minnesota. Their 200 employees serve the agronomy, grain, feed, and petroleum needs of their farmers and operate several farm supply and convenience stores.

Calling all Controllers and CFO's! Come join a group of your peers in this open forum class to discuss tips and processes used to add efficiencies to your daily, weekly and monthly routines. Bring your suggestions and ideas, your success stories and your questions to this class. You will be in a room full of experts and there is certain to be helpful knowledge and ideas shared throughout this session!

Linda Kelly will talk for 5-10 minutes on some of the queries their cooperative uses to track sales on a monthly basis, queries she uses for balancing their checking account, their State Groundwater payment, and for calculating the monthly sales tax on petroleum. She will also share some ideas for eAgVantage reports that can be used to make your day easier.

New EDGE Energy Dispatching & Mapping **

Dawn Klingfus, Customer Services Representative
Prerequisite: None (Level: Basic)
Please see description on page 5.

Auditing Standards for Better Security

Instructor: TBD
Prerequisite: System Administrator
(Level: Intermediate)

- Get a better understanding as to what your financial auditor is asking for in regard to the security of your business data
- Why your financial auditor is, or should be, asking about your security.

NEW eAgVantage™ Grain Position

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

Experience web access with AgVantage's market Position, Long & Short, Daily Position Report, Cash Position, and Grain Sales information with eAgVantage. These reports have drill down capa-bility to view the detail making up the current posi-tion values, eliminating the need to print multiple reports. The web view displays instantaneous marketing information, giving the Grain Merchan-diser the marketing edge.

Inventory Item Pricing—Global Price Updates, New Price Spreadsheet

Mark Meyer
Customer Services Representative
Prerequisite: None (Level: Intermediate)

- Going through the processes of the Global Price Update program
- How to upload price spreadsheets to AgVantage

Accounts Payable Staff Question & Answer (SQA)

Valerie Ahlers and Terri Schwarzrock, Customer Services Representatives
Please come to the W. J. Quinn meeting room for this informal question & answer session.

Guthrie Theater Presents:

South Pacific

A sweeping musical romance adapted from the Pulitzer Prize-winning novel *Tales of the South Pacific* by James A. Michener. Directed by Joseph Haj

Dinner & Play, Thursday, June 23

"One of the most celebrated and lauded musicals in American theater, this Rodgers and Hammerstein classic contains a treasure trove of memora-ble songs from "Bali Hai" to 'There is Nothin' Like a Dame" to "Some En-chanted Evening." Set in an island paradise during World War II, this sweeping romance tells the story of two couples—a U.S. Navy nurse and a French planter, and a Marine Corps lieutenant and a young local girl—and how their happiness is threatened by the dangers of war and prejudices of their times."

4:50 Meet in lobby, walk five blocks to the Guthrie
(If assistance with transportation is needed, please request in advance on registration form.)
5:00 Arrive at the Guthrie, Social Hour, Visit the Endless Bridge, levels 4/5 and Dowling Studio, level 9, with cool views of the new Vikings Stadium, downtown Minneapolis, and the Mississippi River. Appetizers
6:00 Dinner on Level 9, Dowling Studio
(Dinner details available on agvantage.com & Conference APP)
7:30 "South Pacific" Play, Wurtele Thrust Stage There will be one intermission during the play. After the play, (around 10pm) attendees will walk back to the Minneapolis Renaissance Hotel.

The **ENDLESS BRIDGE** is among the most notable features of the Guthrie Theater's building. The 35-foot wide cantilevered lobby hovers 55 feet above the parkway.

Tickets for this show are limited and AgVantage Software has 200 on reserve. Please do not delay and sign up via conference on-line registration by May 2nd.

6-7 a.m. Fitness walk over the Stone Arch Bridge with Rod Larsen. Meet in hotel lobby.

Breakfast 7:30—8:15 a.m.
Great Hall

Friday 8:15 - 8:40

Conference Closing Presentation:

Commitment To Thrive
Theresa Willems
VP Customer Services

Adding Value To Your Conference Experience: Now that you have learned so many new things, how do you go back to your office and implement them?

Friday 8:50 - 9:45

Query Basics, Pt. 1, Lab
Mike Smark
System Installation & Training Technician
Prerequisite: None   (Level: Basic/Intermediate)

Refreshed for 2016!
• More interactive – New Exercises
• Using Query with AgVantage files
• Intro to various Query Access / Options
• Building simple reports/files for every day/month use
• Complement existing package AgVantage reports
• Using existing Queries for various purposes (new/modify/etc...)

AgVantage Security Menu— Regulating Access**
Wesley Christensen
Hardware Customer Services Representative
Prerequisite: IT personnel—Security clearance from upper management required
(Level: Basic/Intermediate)
Note: This session is similar to Wednesday's 12:45pm session, but the material is covered in one session.

• Understanding AgVantage menu structure
• How to set up access to and get to the new menu
• In depth on the options and features
• Questions, answers, suggestion from attendees
• **Access to this class will be limited to authorized users only.** Check with your general manager and/or controller to make sure you have been authorized for the AgVantage Security menu.

Optional Features for Security & Efficiency
Kristin Ehlen, Customer Services Representative
Prerequisite: Authorized users only
(Level: Intermediate/Advanced)
• Activate optional features
• Sales area/user restrictions
• Constant file choices
• Statement printing options

Maximize eAgVantage! Open Forum
Lisa Sick
VP Project Management
Prerequisite: None   (Level: Basic)

Open discussion on how to use eAgVantage Software to make your business *thrive!* View and discuss any of the eAgVantage product line.

Balancing Grain, Daily Position & Long/Short
Brenda Dvorak
Customer Services Representative
Prerequisite: None   (Level: Intermediate)

• Types of reports
• Balancing
• Troubleshooting

Everyday Tips To Improve Efficiency
Co-Instructors:
Valerie Ahlers & Michelle Sirosky
Customer Services Representatives
Prerequisite: None (Level: Intermediate)

• Things you can do to troubleshoot problems and procedures across a variety of packages
• Variety of ways to "log a call" with AgVantage
• Using reports (or PDF) to balance in a timely manner.
• How to get to information to send to AgVantage or see who is blocking program you need.
• Share tips you use with others.

Edge Staff Question & Answer (SQA)
Chuck Bohanon, Senior Sales and Service Analyst,
Jerome Sprecher, Senior Software Engineer
Please come to the W.J. Quinn meeting room for this informal question & answer session.

> *Early Registration Savings!*
> Register by Monday, May 2, 2016 to save $100 off of the full, three day conference rate.

Friday 9:55 - 10:50

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

Refreshed for 2016!
• More interactive – New exercises
• Joining files / Defining Result fields
• Formatting output for files / reports
• Defining ideal report summaries/detail results
• Complex / Powerful record selection methods
• Creating special query files for use in other queries or transfer to other apps (Excel, etc.)

Tips for Installing PCs, PTFs, and Passwords
Ben Johnson
Customer Services Representative
Prerequisite: None
(Level: Basic/Intermediate)
• Hardware Issues
• PTF Management
• System Maintenance suggestions
• Instructions on installing PC products
• Q & A

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

• We've been busy with enhancements to Patronage over the last year, including many changes to Equity payouts.
• Customers may now print their 1099's from eAgVantage
• Customer Driven Development

Tips To Expedite Month End Close—Roundtable
Brenda Dvorak and Kristin Ehlen
Customer Services Representatives
Prerequisite: None   (Level: Intermediate)

Join us for an informal discussion on how to expedite month end close. Topics will include:
• Tips to balance other packages to GL
• Report suggestions to help balance
• How 4-sided Inventory helps close out the month more quickly
• Using Inventory receivers to get purchases into the system more timely
• New! End of Month Grain Valuation
• Roundtable discussion with AgVantage employees and users

Options for Replacing Cardtrol or Profit Point

Dawn Klingfus
Customer Services Representative
Prerequisite: None   (Level: Basic/Intermediate)
With these products coming to an end because of PCI compliance, we will discuss the options companies are using to replace these programs.

- Passport
- Pinnacle
- FHO
- CFN
- PetroVend
- Triple E

AgVantagePC™ Point of Sale, Advanced

Jason Schneider
Customer Services Representative
Prerequisite: None (Level: Basic/Intermediate)

- Work orders and pulling orders into AgVantagePC Invoicing
- Creating contracts
- Credit cards/signatures and Verifone Pad setup
- Receipt printers and other hardware
- Tips and troubleshooting

AgVantagePC Grain Scale Staff Question & Answer (SQA)

Tim Machutt and Dawn Nemechek, Customer Services Representatives.
Please come to the W.J. Quinn meeting room for this informal question & answer session.

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

Friday 11:05 - 12:00

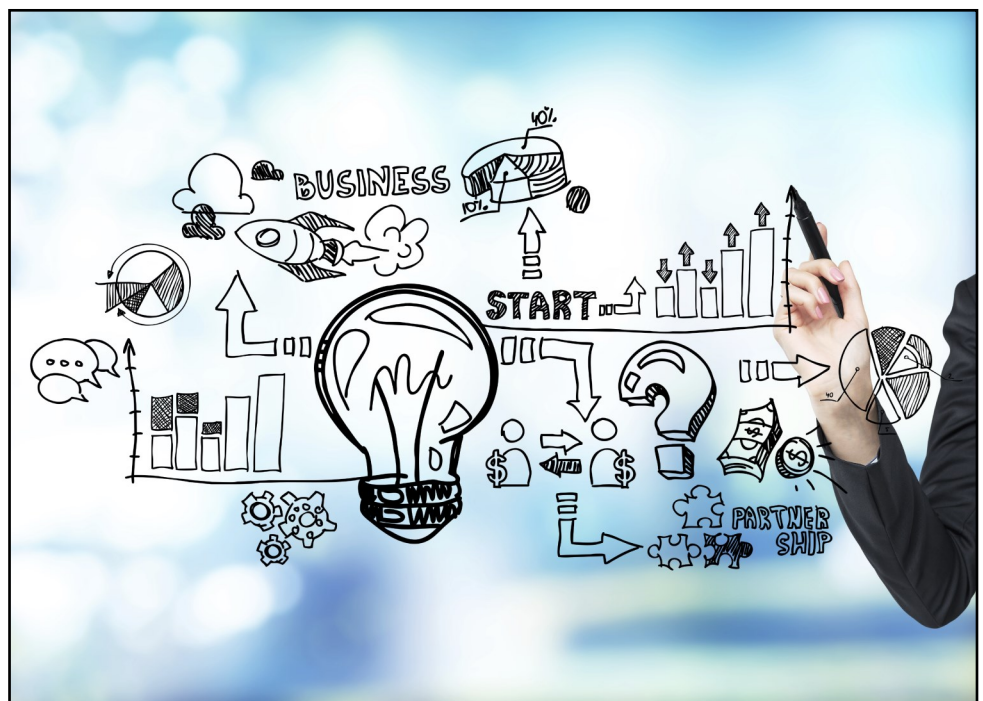## EDGE Open Forum

Chuck Bohanon, Senior Sales & Service Analyst & Theresa Willems, VP Customer Services
Prerequisite: None   (Level: Basic/Intermediate)
- Open discussion of any of the EDGE products: Accounts Payable, Agronomy, Grain, Energy, and Feed
- Future plans

AgVantage Staff Consultations

AgVantage has had customer requests for one-on-one consultations that take place during the conference. Consultations were offered last year and AgVantage decided to do it again. Sign up for multiple consultations at the conference registration desk when you arrive at the hotel. Consultations will start at 11:05 at individual tables in three of the meeting rooms.

Grain Staff Question & Answer (SQA)

Brenda Dvorak, Customer Services Representative and Rod Larsen, System Installation and Support
Please come to the W.J. Quinn meeting room for this informal question & answer session.

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

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.
- Two sessions on Friday morning have been left open. They may be scheduled in the future, should the need arise. If there is a session you would like have offered a second time on Friday at 11:05, please contact Lori Campbell and if possible, we will schedule it. 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.

Conference Registration

On-line registration and a .pdf copy of the 2016 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.

Conference APP

AgVantage Software encourages you to download the AgVantage 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 app will become available around May 1st.

Hotel

Renaissance Minneapolis Hotel, The Depot
225 Third Ave. South
Minneapolis, MN 55401

Experience the enjoyment of traveling to downtown Minneapolis to one of the city's most distinctive landmarks: a historic train depot complete with all the modern touches you will experience from full service Marriott Renaissance hotels. The hotel is also located just two blocks from the Mississippi River, with bike and walking paths. Built as a railroad station over 100 years ago, the Depot is now a beautifully restored, upscale hotel featuring stylish hotel rooms.

Hotel Reservations:
1-612-436-2912

Our AgVantage National Conference group rate is $149 (regularly $314) for one or two guests, includes guest room internet service and is available through May 22, 2016 or until our room block sells out. Use the phone number above and ask for the AgVantage National Conference group rate, or follow the link on agvantage.com to make your guest room reservations.

If you would like to extend your stay, the hotel will honor the AgVantage group rate three days pre and post conference dates, with availability. **The AgVantage group has a special discounted parking rate of $10 per day for overnight guests, if you self park.**

Drop off your luggage and check in at the lobby, as you can park in front of the hotel for a few minutes. Then go around the block, to your right, finally taking a right on 5th Ave. to access the hotel's underground parking garage. Valet parking is $28 per night (If attending for just a day, there is a $8 self-parking rate per day if you enter before 8AM.)

Transportation options for airline travelers:
AgVantage recommends taking the METRO Blue Line light rail ($2.25, varies with time of day).
Other options include renting a car - the AgVantage National Conference has a discounted rate through Avis Worldwide Discount. The AWD number is D019127, which may be used through an agent or the avis.com website. Other options include Super Shuttle ($16 each way), or taxi cab ($40-$42 each way). Prices are subject to change.

METRO Blue Line—Light Rail

Flights arrive in Minneapolis at either Terminal 1-Lindbergh or Terminal 2—Humphrey, depending upon the airline. Both terminals are serviced by the light rail. Buy your ticket at the kiosk at the departure point, prior to boarding the train. Tickets are not sold on the train. Trains leave about every 10 minutes during peak hours. To get to our hotel, you will want to get off the train at the **Government Plaza Station stop** (about a 20 min. ride). Exiting at this stop, you will arrive on 5th Street. Walk NW for half a block, go right on 3rd Ave for three blocks and you will arrive at the hotel, which is located at the corner of 3rd Ave. & Washington. More info will be sent to attendees in June. For further assistance with your light rail trip planning, go to www.metrotransit.org/metro-blue-line

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 is casual. The Thursday evening event at the Guthrie is whatever you prefer: Guthrie Theater does not have a dress code. Audience members are free to arrive in jeans or tuxedos.

Conference Special Offer!
Buy 4, get one free! 5th full conference registration from the same company is free if registered by May 2, 2016!

Hotel Location:
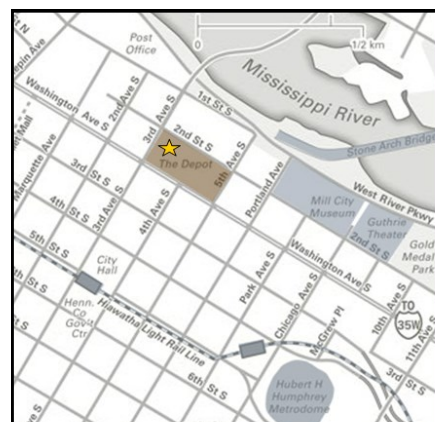
Please go to the following website for specific directions to The Depot Renaissance hotel
www.thedepotminneapolis.com/directions.php

Area Restaurants & Shopping

The Depot Renaissance has an on-site restaurant called Charley's Grill, serving breakfast, lunch, and dinner. Stone Arch Bar also serves food from 2-10pm.

There are many other restaurants downtown within walking distance. This includes Nicollet Ave., which is a pedestrian and transit mall, (referred to as Nicollet Mall) and an upscale shopping and dining district. Macy's, Neiman Marcus, Target, Saks Off 5th Outlet, and more are all nearby. Nicollet Mall is being revitalized this year, but all stores should be open. The city is creating more space for pedestrians that includes hardier trees, enhanced sidewalk spaces, improved lighting, and places for people to enjoy the mall.

Free city busing is available from 3rd street to 13th street on Nicollet Avenue, however there may be a slight re-routing of the free bus due to the construction. Tourist information will be emailed to all attendees and it will also be available at the registration desk. Use this website to see the free bus schedule for Nicollet Mall:
  www.metrotransit.org/ride-free-on-nicollet-mall.aspx

There is a Farmer's Market that has been moved to Hennepin Ave. (one block north of Nicollet) for 2016. It is open 6am-6pm on Thursdays.

Area Restaurants & Shopping

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. *Clothing and shoes are tax-free in Minnesota.* More information:

www.bloomingtonmn.org
www.minneapolis.org
www.stpaul.gov
www.downtownmpls.com
www.mallofamerica.com
www.mplsfarmersmarket.com
www.guthrietheater.org

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

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

Wednesday, June 22

TIME	SESSION DESCRIPTION	ATTENDING
10:55-1:40	IBM DB2 Web Query for i, Pts. 1 & 2, Lab	____
10:55-11:50	7 Steps To Help Your Culture THRIVE	____
10:55-1:40	Payroll & CDD, ETA & CDD, Pts. 1 & 2	____
10:55-11:50	Getting Started w/AgVantage	____
10:55-11:50	NEW EDGE Grain	____
10:55-11:50	NEW EDGE Energy & eEnergy	____
10:55-11:50	Paperless Process Automation—Konica Minolta	____
10:55-11:50	AgVPC Agronomy SQA & CDD	____
12:45-1:40	Cust. Communications, eAgV & Marketing Your Coop	____
12:45-1:40	Intro To AgVantage Accts. Receivable	____
12:45-1:40	Reconciling Grain Inventories to General Ledger	____
12:45-1:40	NEW EDGE Energy Dispatching & Mapping**	____
12:45-1:40	Securing Your Power System	____
12:45-1:40	AgVantagePC Seed Program SQA	____
1:50-2:45	NEW EDGE Feed & AgVPC Feed Scale & CDD	____
1:50-2:45	The Power Behind The Reports—Data Analysis	____
1:50-2:45	General Ledger Operations	____
1:50-2:45	Credit & Collections CDD	____
1:50-2:45	Grain End of Month Valuations	____
1:50-2:45	New Features & Energy Roundtable	____
1:50-3:55	Advanced AgV Menu Security -Reg. Access., Pts.1 & 2	____
1:50-2:45	Inventory SQA	____
3:00-3:55	NEW EDGE Grain Customer Portal, Lab**	____
3:00-3:55	The Human Side of Mergers	____
3:00-3:55	EDGE CRM & CDD	____
3:00-3:55	Increase C-store Margins w/Enable Back office-Ecliptic	____
3:00-3:55	Accounts Receivable Aging CDD	____
3:00-3:55	Energy Products CDD	____
3:00-3:55	Payroll & ETA SQA	____
4:05-5:00	eAgVantage, The Power of GAP Reporting, Lab	____
4:05-5:00	Empowering Your Staff	____
4:05-5:00	Connecting AgVantage with Excel	____
4:05-5:00	NEW Edge Accts. Payable & CDD	____
4:05-5:00	DTN Tools for a Competitive Ag Retail Environment	____
4:05-5:00	On Demand Contracting & CDD	____
4:05-5:00	IT Round Table	____
4:05-5:00	Patronage SQA	____

Thursday, June 23

TIME	SESSION DESCRIPTION	ATTENDING
9:25-11:25	Intermediate Excel, Pts. 1 & 2, Lab	____
9:25-10:20	AgVantagePC Agronomy	____
9:25-10:20	A/R Statement Formats & Options	____
9:25-10:20	AgVantage Menu Security—Regulating Access**	____
9:25-10:20	Interpreting Grain Management Reports	____
9:25-10:20	How To Be Successful with Inventory	____
9:25-10:20	eAgVantage SQA	____
10:30-11:25	NEW Edge Agronomy	____
10:30-11:25	eAgVantage Web Payments & CDD	____
10:30-11:25	AgVantage Security CDD	____
10:30-11:25	AgVantagePC Grain Scale w/Applied Contracts	____
10:30-11:25	Inventory Costing, Analysis, & CDD	____
10:30-11:25	Grain SQA & CDD	____
1:00-1:55	NEW EDGE Grain Customer Portal, Lab**	____
1:00-1:55	NEW EDGE Agronomy Dispatching & Applicator Mod.	____
1:00-1:55	eAgVantage A/R, EOY, & Sales Reports & CDD	____
1:00-1:55	System Health—Keeping Your System Clean	____
1:00-1:55	eAgVantage Commodity DPR & CDD	____
1:00-1:55	Inventory Adjustments	____
1:00-1:55	Accounts Receivable SQA	____
2:05-3:00	AgVantagePC Point of Sale & CDD	____
2:05-3:00	NEW AgVantagePC Seed & CDD	____
2:05-3:00	Emailing Invoices, Statements, Grain & Payroll Stubs	____
2:05-3:00	System Management—IT Functions & Checklists	____
2:05-3:00	eAgVantage Grain Cust. Access & email Grain Purch.	____
2:05-3:00	Getting Staff Onboard with Inventory	____
2:05-3:00	Energy SQA	____
3:15-4:10	eAgVantage Seed, Lab	____
3:15-4:10	Controllers' Roundtable	____
3:15-4:10	NEW EDGE Energy Dispatching & Mapping**	____
3:15-4:10	Auditing Standards for Better Security	____
3:15-4:10	NEW eAgVantage Grain Position	____
3:15-4:10	Item Pricing—Global Price Updates/New Price Spread.	____
3:15-4:10	Accounts Payable SQA	____

Friday, June 24

TIME	SESSION DESCRIPTION	ATTENDING
8:50-10:50	Query Basics & Query Advanced, Pts. 1 & 2, Lab	____
8:50-9:45	AgVantage Menu Security—Regulating Access**	____
8:50-9:45	Optional Features for Security & Efficiency	____
8:50-9:45	Maximize eAgVantage! Open Forum	____
8:50-9:45	Balancing Grain, Daily Position & Long/Short	____
8:50-9:45	Everyday Tips To Improve Efficiency	____
8:50-9:45	Edge SQA	____
9:55-10:50	Tips for Installing PCs, PTFs, Passwords	____
9:55-10:50	Patronage eAgVantage & CDD	____
9:55-10:50	Tips to Expedite Month End Close—Roundtable	____
9:55-10:50	Options for Replacing Cardtrol or Profit Point	____
9:55-10:50	AgVantagePC Point of Sale, Advanced	____
9:55-10:50	AgVantage Grain Scale SQA & CDD	____
11:05-12:00	EDGE Open Forum	____
11:05-12:00	Grain SQA	____

Friday Morning Staff Consultations: These will be held in three session rooms 11:05-Noon. Registrations for this option will take place on-site at the conference registration desk.

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 8, 2016) 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 2017 National Conference. If you cancel after 6/8/16, no refunds are available except for severe emergencies.
Guthrie Theater tickets are not refundable after 5/4/16, unless they are resold.

	Fee thru 5/2/16	Fee 5/3/16 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. Lunch ___Thurs. Breakfast ___Thurs. Lunch ___Fri. Breakfast $ 35   x _____ = $_____

Wednesday evening Social Event/40th Anniversary Party 6:00-8:30pm
  RSVP to help us determine food needs. This is a free event for you & your guest   RSVP # attending Wed. evening _____

Thursday evening Dinner & Play at the Guthrie Theater (details pg. 11)
(This event is subsidized 50% by AgVantage & Conference Sponsors) Limited to 200 tickets. $ 69   x _____ = $_____
(spouse/guest welcome)   Participants will be walking five blocks to the Guthrie. If you are unable to do so, please Contact Lori Campbell by 6/15 and complimentary transportation will be provided for you, departing at 5pm.

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 Monday, May 2, 2016.

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!

As AgVantage Software celebrates 40 years of business, please know that we appreciate your business each and every day.

"We must find time to stop and thank the people who make a difference in our lives."
-- John F. Kennedy

AgVantagePC
Grain Scale

AgVantage ®
Software

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

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