



1985-2015

**AGVANTAGE SOFTWARE, INC.**

ANNUAL NATIONAL CONFERENCE  
& USER EXCHANGE

Hilton Minneapolis / St. Paul, MN

Airport - Mall of America

June 17-19, 2015

**IMPACTING CHANGE**

# AgVantage Software, Inc. 2015 Conference Agenda

## Wednesday, June 17

7:30 - 8:00 Registration, Continental Plus Breakfast—Conference Sponsor Exhibits - Ballroom, 2nd Level  
 8:00 - 9:30 Welcome — Lori Campbell, Conference Manager, **Impacting Change with AgVantage** - Michelle Blomberg, President & CEO (9:30—9:45 Break)  
 9:45 - 10:45 **Silent Impact**—Joe Schmit, Professional Speaker / TV Personality

|                                | LAB  | Lecture   | Lecture  | Lecture  | Lecture   | Lecture                                       | SQA                            |
|--------------------------------|--|---|--|--|---|---|--------------------------------|
| 10:55 - 11:50                  | AgVantagePC Point of Sale  | AgVantagePC ETA, Payroll & HR, Pt. 1                | NEW eAgVantage Grain Management                            | Give Them The Silent Impact Treatment                  | Intro to AgVantage Accounts Receivable                  | Zero - 100% Energy Management                 | AgVantagePC Agronomy SQA & CDD |
| 11:50 - 12:45 Lunch - Ballroom |  |   |  |  |   |   |                                |
| 12:45 - 1:40                   | Intermediate Query, Pt. 1  | AgVantagePC ETA, Payroll & HR Input, CDD, Pt. 2     | Emailing Grain Purchase contracts w/ Electronic Signatures | Moving a Veteran Employee Base Into The Electronic Age | Inventory—Getting Started                               | AgVantagePC Energy & PC Dispatching & Mapping | AgVantagePC Seed Program       |
| 1:50 - 2:45                    | Intermediate Query, Pt. 2  | Info. Return Filing—Getting It Right the First Time | AgVantagePC Grain Scale w/Applied Contracts                | The Value of Organizational Health In Your Future      | CDMS Integration With AgVantage                         | NEW Edge Energy & eEnergy                     | Inventory                      |
| 2:45 - 3:00 Break              |  |   |  |  |   |   |                                |
| 3:00 - 3:55                    | IBM DB2 Web Query for i, Pt. 1   | A/R Aging & Credit & Collections CDD                | DTN Interface Electronic Long/Short Updating Contracts     | Cybercrime: This WILL Happen to You                    | eAgVantage A/R, EOY, Patronage, & Sales Reports & CDD   | New Features in Energy & CDD                  | Grain                          |
| 4:05 - 5:00                    | IBM DB2 Web Query for i, Pt. 2   | Tips for Installing PCs, PTFs, Passwords            | Reconciling Grain Inventories to G/L                       | Zero to 100% in Teambuilding                           | Setting Up & Maintaining Legacy & eAgVantage Financials | AgVantage Version 8                           | Energy                         |
| 6:00 - 10:00                   | <b>SOCIAL EVENT: Sky Deck Sports Grille &amp; Lanes, Mall of America—Bowling, Pool tables, Arcade games, Casual Dinner Buffet, Prizes, Networking, etc...</b><br>5:30 Fitness walking to MOA with Chuck & Michelle S. 5:45—Bus for transportation to Mall. The bus will make regular trips to and from the Mall all evening, last trip back at 10pm. |   |  |  |   |   |                                |

## Thursday, June 18

6:00-7:00 a.m. Fitness Walk with Rod Larsen—meet in the hotel lobby 7:30 - 8:45 a.m. Breakfast— Ballroom—Sponsor introductions starting at 8:15, Sponsor display tables  
 8:45-9:45 **Igniting Your Team**—Gaye Hanson, Professional Speaker / Comedian

|  |   |                                 |  |  |  |   |                     |
|--|---|---------------------------------|--|--|--|---|---------------------|
| 9:55 - 10:50   | Intermediate Excel, Pt. 1   | AgVantagePC Agronomy            | NEW Edge Grain & CDD   | AgVantage Security CDD                   | Zero—100% in Inventory Management                                | Input Financing Roundtable                  | eAgVantage          |
| 11:00 - 11:55  | Intermediate Excel, Pt. 2   | NEW Edge Agronomy               | AgVantagePC Grain Scale Advanced & CDD                           | Effective Management of an IT Department | Inventory Item Pricing—Global Price Upd., New Price Spreadsheets | eAgVantage Web Payments & CDD               | Payroll & ETA       |
| 12:05 - 12:45 "Lightning Rounds" - 5-10 minute presentations on amazing techniques & ideas— Ballroom |   |                                 |  |  |  |   |                     |
| 12:45 - 1:45 Lunch - Ballroom  |   |                                 |  |  |  |   |                     |
| 1:45 - 2:40  | Grain Reports, Adobe PDF, Pt. 1   | On Demand Contracting & CDD     | eAgVantage Commodity DPR & CDD                                   | Accessing Your IBM i Series              | Inventory Costing, Analysis & CDD                                | New Edge Accounts Payable                   | Accounts Receivable |
| 2:50 - 3:45  | Grain Reports & eAgVantage, Pt. 2   | NEW AgVantagePC Seed & CDD      | Going Green—Emailing Invoices, Statements, Grain & Payroll Stubs | PCI Security                             | Inventory Transfers & Blends                                     | CMS/CRM & CDD                               | Patronage           |
| 3:45 - 4:00 Break  |   |                                 |  |  |  |   |                     |
| 4:00 - 4:55  | NEW eAgVantage Seed Lab   | AgVantage Feed & Feed Store CDD | Balancing Grain, Daily Position & Long/Short                     | Using IBM Navigator For i                | Excel File Transfers   | Optional Features for Security & Efficiency | Accounts Payable    |
| 5:50-10:30   | <b>RIVERBOAT CASINO &amp; DINNER ON THE MISSISSIPPI RIVER</b> 5:50 Meet in hotel lobby to load buses. 6:00 Departure 6:30 Arrive at the Mississippi River and board the Anson Northrup and Betsy Northrup 7:00-10:00 Cruise the River, Prime Rib & Chicken Dinner, Black Jack and Poker, win prizes, enjoy the river, Network 10:30 Arrive back at the Hilton |                                 |  |  |  |   |                     |

## Friday, June 19

7:30 - 8:15 Breakfast - Ballroom  
 8:15 - 8:40 **Navigating the Waters of Change** - Theresa Willems, VP Customer Services

|                     |   |                             |   |  |                                 |   |      |
|---------------------|---|-----------------------------|---|--|---------------------------------|---|------|
| 8:50 - 9:45         | The Power of GAP Reporting, Pt. 1   | Grain Settlements—Purchases | Options for Replacing Cardrol or Profit Point | Everyday Tips To Improve Efficiency              | Maximize eAgVantage! Open Forum | System Management—IT Functions & Checklists | Edge |
| 9:55 - 10:50        | GAP Reporting / Mail Merge, Pt. 2   | Legacy Grain Enhancements   | Patronage & CDD                               | Sorting & Credit Memo Options for A/R Statements | Controllers' Roundtable         | AgVantagePC Point of Sale Advanced          | TBD  |
| 10:50 - 11:05 Break |   |                             |   |  |                                 |   |      |
| 11:05-12:00         | <b>AgVantage Staff Consultations in the Ballroom</b> , 10 min. each. Sign up on-site at the conference registration desk for the times/staff you want |                             |   |  |                                 |   |      |

# 30th National Conference & User Exchange Wednesday, June 17

## Why Attend The National Conference?

### 1. Stay Current In Agri Business

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

### 2. Customer Networking

You have an amazing opportunity to network with other AgVantage® Customers, our Agri Business Partners, and our staff. These tremendous connections have sustained this customer conference for 30 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 classes, present "Lightning Bolts" and assist our AgVantage staff.

### 5. Staff Question & Answer (SQA)

This is an informal time to meet with AgVantage staff and ask questions about your specific company situation.

### 6. AgVantage Software Discounts

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

## 2015 Platinum Sponsors



## Tuesday, June 16

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

This reception is a great chance to network and pick up your registration materials early. This networking event will be held on the lobby level of the hotel, Riverside meeting room.

## Wednesday, June 17th

7:30 - 8:00 a.m.

Registration & Sponsor Exhibits - 2nd level Ballroom, Continental Plus Breakfast

## Wednesday 8:00 - 8:10



### Welcome To Our 30th National Conference & User Exchange

Ballroom—2nd Level  
Lori Campbell  
Conference Manager

## Wednesday 8:10 - 9:30



### Impacting Change With AgVantage

Michelle Blomberg  
President & CEO  
AgVantage Software, Inc.

On this 30<sup>th</sup> anniversary of the AgVantage National Conference, the once a year event that continues to grow in its success, Michelle asks this question, "What can I possibly share with you to have an impact on your Ag-business?" Expecting a "larger than ever" audience this year, we hope that each person coming is searching for a change that will have an impact on your life – professional, and maybe even personal.

Everyone who attends is looking for something from this conference. Be it Michelle and the other leader's messages (the people stuff), or what's new with the software or just a plain ole "break from the world". You will find it here at this conference as there is so much to learn that can impact change.

Change is an inevitable part of business; however, for some it is an easier process to deal with than it is for others. In fact, some employees put up resistance to the process, which can have some negative effects for your company. Understanding the positive and negative effects of change in your organization is the first step.

Michelle will also pursue a message from our keynote speaker, Joe Schmit, related to *Silent Impact*. The words we say or don't say, the things we do or don't do, the way we react or don't react all work together to make a powerful impact on those around us. The daily interactions we have is where we make an impact - positive and negative. We make our biggest impression when we are trying NOT to be impressive. Impact players make everyone around them better (or worse) just by being there.

Break 9:30-9:45

## Wednesday 9:45 - 10:45



Keynote:

## Silent Impact

Joe Schmit is an award-winning broadcaster, community leader and popular keynote speaker ([www.ioeschmit.com](http://www.ioeschmit.com)). He joined KSTP-TV in 1985 and has won 15 Emmys from the National Television Academy. Joe is also the host of TwinsWrap on 1500ESPN radio and is a regular contributor to the station.

Joe is past president and board member of the Big Brothers and Big Sisters of Greater Twin Cities. In 2000, he was the winner of the Jim Kelly Distinguished Service Award from Big Brothers and Big Sisters and in 2001, a winner of the Odyssey Award for commitment to youth mentorship. Joe was also honored as the Juvenile Diabetes Research Fund (JDRF) Community Leader of the Year in 2005. Currently, Joe is a member of the PACER Advisory Board and the Minnesota Vikings Advisory Board.

Joe and his wife Laura are currently chairing a \$7.2 million dollar capital campaign for VEAP, the largest food shelf in Minnesota.

*"I can't thank you enough for your presentation at our annual management retreat. Your speech and breakout session was an inspiration and your call to action will help us build leadership skills consistent with our culture of respect. Our leaders know they have a "Silent Impact" in their daily interactions that can have a positive effect on company culture."*  
Mike Nelson, Vice President, Grande Cheese

## Wednesday 10:55 - 11:50



### AgVantagePC™ Point of Sale, Lab

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

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



### AgVantagePC Employee Time & Attendance (ETA), Payroll & HR Input, Pt. 1

Co-instructors:  
Valerie Ahlers  
Customer Services Representative



Brenda Dvorak  
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
- Latest enhancements to ETA and e-mailing of payroll stubs



### New! eAgVantage Grain Management

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

- Daily Position Report, Long & Short Report, and Market Position Report using eAgVantage
- The reports update as data is entered into the grain programs giving your Grain Merchandiser current marketing information
- These reports have drill down capability to view the detail making up the current position values



### Give Them the "Silent Impact" Treatment

Joe Schmit  
Keynote Speaker  
Prerequisite: Listen to keynote  
(Level: Basic/Intermediate)

This interactive session will help you dig deeper into the power of your influence.

The Takeaways:

- Develop "Impact Resolutions" for each month to help meet goals and improve work culture
- Discuss the "Second Thank You" and be inspired to thank a person of influence in their lives
- Identify your "Mt. Rushmore of Influence" and emulate traits that made these individuals influential and impactful
- Learn that influence is not a soft skill
- Outline how awareness of influence occurs through the power of Purpose, Persistence and Passion



### Intro To AgVantage Accounts Receivable

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

- Counter vs. transaction maintenance
- Fine line codes vs. departments
- Price levels and discounts
- Payment types—discounts or not
- Tax codes and exemptions
- Term codes



### Zero to 100% in Energy Management Technology

Tina Roberts  
HR & IT Manager  
Shelby County Cooperative  
Shelbyville, Indiana

Prerequisite: None (Level: Basic/Intermediate)

- The decision to implement the Energy Management System
- Planning and Implementation
- Challenges and evaluation

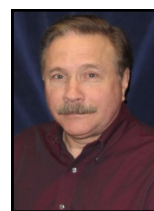
Shelby County Co-op serves over 15,000 energy customers in LP and Petroleum with overall cooperative annual sales of over \$48 million. Tina Roberts works with 10 LP Drivers, 3 Service Techs and 4 Petroleum drivers. Tina has a bachelor's degree from Indiana Wesleyan University. She had worked in manufacturing, city government and orthopedics before joining the agriculture world in 2008. Tina and her husband live and work on their family farm and have two almost grown children.

### AgVantagePC Agronomy Staff Question & Answer (SQA) & Customer Driven Development (CDD)

Terri Schwarzrock, Customer Services Representative, and Jerome Sprecher, Senior Software Engineer Please come to the IV Hawk's Ridge meeting room for this informal question & answer session.

LUNCH 11:50-12:45 - Ballroom

## Wednesday 12:45 - 1:40



### Intermediate Query Pt. 1, Lab

Mike Smark  
System Installation & Training Technician  
Prerequisite: Intro to Query  
(Level: Intermediate)

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

### AgVantagePC ETA, Payroll & HR Input, Customer Driven Development (CDD), Pt. 2

Valerie Ahlers & Brenda Dvorak  
Customer Services Representatives  
Prerequisite: Part 1 (Level: Intermediate)

- Additional ETA
- Layout of new HR file—AgVantage is looking for input regarding desired features
- CDD—please bring your suggestions

### Emailing Grain Purchase Contracts with Electronic Signatures

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

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



**Moving A Veteran Employee Base Into The Electronic Age**

Denny Frey  
General Manager  
Shelby County Cooperative  
Shelbyville, IN

Prerequisite: None (Level: Intermediate/Advanced)  
Denny Frey has served as the General Manager for Shelby Co-op for 5 years and has been in Co-op management for 15 years.

Shelby County Co-op is one of three original charter co-ops in Indiana. Currently, they have nearly \$50M in supply sales per year. Shelby does 37% of their sales in Petroleum, 37% Propane, 23% Crops services and 3% hardware store. The cooperative has approximately 60 employees and nearly half of them have over 15-years on the job.

Denny experienced many benefits and challenges upon joining the Shelby County team five years ago. The cooperative prides itself with great customer service and great knowledge of their jobs and customers. Some challenges have been implementation of the new electronic ways to do their jobs, constantly looking to better serve their electronic based customers, and improving their employees' productivity.

Denny is looking forward to sharing some of the changes they made, allowing them to increase earnings and ensure promising growth in the future.

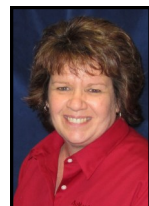
- Moving into the electronic age
- Spending time with each employee to set their goals for the coming fiscal year
- Feeling ownership in the company



**Inventory—Getting Started**

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



**AgVantagePC Energy Dispatching & Mapping**

Mary Jo Meyer  
Customer Services Rep.  
Prerequisite: None  
(Level: Basic)

Discussion of new features and operating procedures

- AgVantagePC Energy—Set-up, sync, creating a ticket, pulling contracts, special pricing, discounts

- Office Dispatching—Creating orders, routings, and dispatching interacting with AgVantagePC Energy
- Mapping Software

**AgVantagePC Seed Program Staff Question & Answer (SQA)**

Chuck Bohanon, Senior Sales & Service Analyst and Jerome Sprecher, Senior Software Engineer  
Please come to the IV Hawk's Ridge meeting room for this informal question & answer session.

**Wednesday 1:50 - 2:45**

**Intermediate Query, Pt. 2, Lab**

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

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



**Information Return Filing—"Getting It Right The First Time"**

Dennis Gardiner  
Managing Partner  
Gardiner Thomsen CPAs  
Des Moines, IA 515-270-1446

Prerequisite: Familiarity with Government Reporting (Level: Intermediate/Advanced)

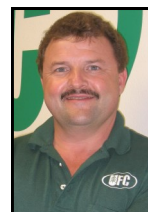
This session will review IRS information return filing requirements. We will review filing requirements surrounding your accounts payable vendors, Form 1099 for patronage allocations, Section 199 (DPAD) allocations and PURPIM reporting, along with others. Additional filing requirements associated with the Affordable Care Act will be briefly discussed.



**AgVantagePC™ Grain Scale with Applied Contracts**

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

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



**The Value of Organizational Health in your Future**

(co-instructors)  
Jeff Nielsen  
General Manager/CEO  
United Farmers Cooperative  
Winthrop, MN



Michelle Blomberg  
President/CEO  
AgVantage Software, Inc.

Prerequisite: None  
(Level: Intermediate/Advanced)

- Achieving "Organizational Health" in an organization by attacking the root causes of dysfunction, politics, and confusion
- Tapping into the more-than-sufficient intelligence and expertise your business already has
- Developing leadership processes to gain focus, direction and purpose
- The strategic value of using outside sources of information to stay competitive and forward thinking

UFC is a farmer owned, diversified co-op serving Central Minnesota. UFC revenues, including strategic partnerships, now exceed 300 million dollars and growing. The company employs 400+ people across its diverse group of businesses. Jeff has served as the General Manager/CEO since 1999 and has been in the cooperative system for over 30 years. Throughout his career, Jeff has taken an aggressive and creative approach to business, always using cooperative principles as guide posts.



**CDMS Integration With AgVantage**

Mick Johnston  
V.P. Agronomy  
CDMS  
Marysville, CA  
515-269-3334 www.cdms.net

Prerequisite: None (Level: Intermediate)

- Crop protection and nutrient regulatory compliance
- Precision agronomy platform with mobile capabilities

## Wednesday 1:50 - 2:45 (cont.)



**New Edge Energy & eEnergy**  
Dawn Klingfus  
Customer Services Representative

Prerequisite: None (Level: Basic/Intermediate)

- Edge Energy - Transitioning from Legacy Energy to Edge Energy
- eEnergy - Featuring customer access to tanks and on-line ordering
- Edge Mapping - Highlighting the new features of displaying tanks on a map and sorting capabilities

### Inventory Staff Question & Answer (SQA)

Kristin Ehlen, Customer Services Representative, and Theresa Willems, VP Customer Services Please come to the IV Hawk's Ridge meeting room for this informal question & answer session.

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

## Wednesday 3:00 - 3:55

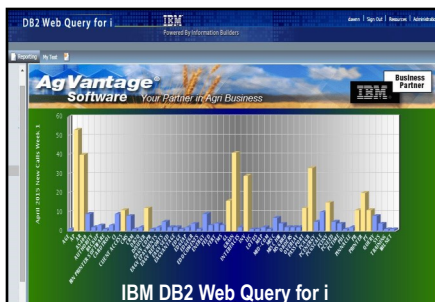


**IBM DB2 Web Query for i, Pt. 1, Lab**

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.



**Accounts Receivable Aging & Credit & Collections Customer Driven Development (CDD)**

Theresa Willems  
V.P. Customer Services

Prerequisite: None (Level: Basic/Intermediate)

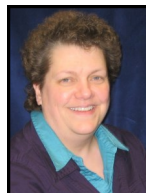
Join us for this Customer Driven Development session to discuss enhancement requests that have been suggested to enhance our current Credit & Collection package, including:

AR Aging - how we handle terms, dating of deferred invoices, credit balances, and overall, how our aging buckets calculate and are shown on an aging report Credit & Collections - we will also discuss enhancement requests to simplify the processing of collection letters and associated COD codes



**DTN Interface - Electronic Long & Short, Updating Contracts, Futures, Basis**

Don Konz  
Senior Product Manager  
DTN/The Progressive Farmer  
(402) 255-8385  
Dtnprogressivefarmer.com



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

DTN/The Progressive Farmer is revolutionizing the agricultural industry with game-changing solutions, especially in the grain merchandising arena. State of the art solutions to streamline the entry of transactions and offers, the electronic routing of hedge orders, automated balancing of positions and full integration with AgVantage Software, allow you to fully leverage technology to benefit your company and employees today and into the future.

DTN Grain Portal is an automated transaction and hedge order management system that fully integrates with AgVantage

- Comprehensive solution for all;
  - Spot transactions
  - Offer management
  - Hedging
- Electronic Order routing
  - Place hedges through your FCM/Broker electronically
  - Works with most FCM/Brokers
- Automated Cancel/Replace for when your Basis changes
- Electronic Long & Short minimizes risk
  - Automatically keeps your position balanced
  - Can also balance position on demand



**Cybercrime; This WILL Happen to You!**

Jeff Brandenburg  
CPA, CFE, Managing Principal  
Agribusinesses & Cooperatives  
CliftonLarsonAllen LLP  
Middleton, WI 608-662-8667  
cliftonlarsonallen.com

Prerequisite: None (Level: Intermediate/Advanced)

Hardly a day goes by without a news article about how another business has been hacked and the information that was lost. Scoular, Home Depot, Target and Anthem have all experienced this reality. Could this happen to you? The answer, without a doubt, is YES, it WILL happen to you! During this session we will discuss the state of cyber-security at cooperatives, trends seen in the cyber-security world, social engineering and how that plays a part in creating a more secure environment and 10 ways to mitigate cyber-security risk.



**eAgVantage™ Accounts Receivable, End of Year, Patronage, Sales Reports & Customer Driven Development (CDD)**

Rick Prinsen

Customer Services Representative  
Prerequisite: None (Level: Intermediate)

Offer your customers the ability to see their statement, drill into invoices, grain information, and customer's equity and patronage. End of year information to use for tax purposes. Now your customers can bring their account information down to their home PC's and into their own accounting systems—Quickbooks, Excel, etc. Bring your ideas for future development.

### New Features In Energy & Customer Driven Development (CDD) for Energy Products

Dawn Klingfus

Customer Services Representative  
Prerequisite: None (Level: Basic)

- Highlighting new features in Legacy Energy
- CDD for Energy Products
  - AgVantagePC Energy
  - AgVantagePC Dispatching
  - Legacy Energy

### Grain Staff Question & Answer (SQA)

Karen Tidd and Brenda Dvorak, Customer Services Representatives Please come to the IV Hawk's Ridge meeting room for this informal question & answer session.

## Wednesday 4:05 - 5:00

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

Kristi Wendricks  
Customer Services Representative  
Prerequisite: IBM DB2 Web Query for i, Pt. 1  
(Level: Intermediate/Advanced)

- Continuation of Part 1



### Tips for Installing PCs, PTFs, and Passwords

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

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



### 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 3,314 members, specializing in grain, agronomy, feed, and energy. The cooperative has 13 locations and sales of \$525 Million.

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



### Zero to 100% in Teambuilding

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

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

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

When coworkers have fun together, they are more likely to create ideas together, solve problems together and build great success together. Participants learn how to stay in the game, work in the moment, and help each other be successful by asking themselves a very important question: "How may I help the people around me become more successful?"

Come hear Michelle share how AgVantage started from scratch to build the current teamwork, the backbone to the AgVantage culture.



### Setting Up & Maintaining Legacy & eAgVantage Financials

Kristin Ehlen  
Customer Services  
Representative

Prerequisite: None (Level: Intermediate)

- File and member data
- Locating postings assigned to Financial Statements
- Copying existing Financial Statements
- Changing data within your Financial Statements
- Financial Statement Budgets

### AgVantage Version 8

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

In this session, we will discuss current features that have already been added to Version 8. We will also highlight and discuss features scheduled for release in Version 8 that are coming in the near future.

We will also outline the steps and processes required to upgrade your software version to AgVantage Version 8.

### Energy Staff Question & Answer (SQA)

Dawn Klingfus and Mary Jo Meyer, Customer Services Representatives Please come to the IV Hawk's Ridge meeting room for this informal question & answer session.

### Social Event 6:00—10:00 p.m.

**SKY DECK**  
SPORTS GRILLE & LANES



### Mall of America, 4th floor

AgVantage Software has bought out the entire Sky Deck Sports Grille & Lanes for the evening! Twelve bowling lanes, pool tables, arcade games, casual dinner buffet, prizes, networking, etc... Stay for as long as you like.

Spouse/guests are welcome too. Please sign up on the registration form for your complimentary attendance. An AgVantage bus will make trips back and forth between the hotel and the Mall of America.

- 5:30—Chuck Bohanon and Michelle Sirosky will lead a walking group to the Mall.
- 5:45—Transportation bus will start making round trips to the Mall
- 6:30—Casual Dinner Buffet served
- 10:00—Last bus trip back to the hotel



**CliftonLarsonAllen**

Gold Corporate Social Event Sponsor

**Early Registration Savings!**  
Register by Wednesday, May 20,  
2015 to save \$100 off of the full, three  
day conference rate.

6-7 a.m. Fitness walk with Rod Larsen.  
Meet in hotel lobby.

**BREAKFAST 7:30 - 8:45 a.m. Ballroom**

Sponsor introductions in ballroom at 8:15  
Sponsor Exhibits, 2nd level

## Thursday 8:45 - 9:45



Keynote:

### Igniting Your Team

Gaye Hanson  
Professional  
Speaker/Comedian

Igniting Your Team shows how each individual adds and brings so much to the team as a whole. Gaye takes an in depth look at: the "team": the "starters", the "bench", the "stars", the "coach", and "trainers" and how each member contributes. Successful teams recognize the value in each member and successful team members recognize the team is valuable.

"PRACTICE IS OVER, LET'S PLAY THE GAME."

## Thursday 9:55 - 10:50



### Intermediate Excel, Pt. 1, Lab

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

Orientation and Efficiency:

- Learn simple yet powerful tools and tricks built into Excel to make data management quicker and more efficient.
- Learn some key functions to better handle data, including creation of drop downs, date and time functions, text functions and macros



### AgVantagePC™ Agronomy

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

Review of enhancements and changes made to the program over the last year.

- Orders with restricted items, show ship document notification (item not restricted, but requires a Ship Doc)
- Required state code added in Farm/Field Maintenance
- Warning message for items incompatible based on information in IBM i U6men1-22

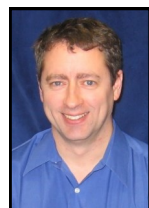


### NEW Edge Grain & Customer Driven Development (CDD)

Jerome Sprecher  
Senior Software Engineer  
Prerequisite: None

Level: (Intermediate/Advanced)

- Discuss and demonstrate new web-based features
- All new grain customer portal
- Purchase & Sales, Settlements, and reporting
- Progress report; what's available and what's on the horizon
- CDD—Please bring your suggestions



### AgVantage Security Customer Driven Development (CDD)

Brad Belcher  
Systems Analyst  
Prerequisite: Security level personnel  
(Level: Intermediate/Advanced)

- Overview of current security in AgVantage
- Help develop future security within AgVantage Products



### Zero to 100% in Inventory Management

Dennis Boccardi  
Inventory & I.T.  
Ursa Farmers Cooperative  
Ursa, IL

Prerequisite: None (Level: Intermediate/Advanced)

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

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



### Input Financing Roundtable

Michelle Sirosky  
Customer Services Representative  
Prerequisite: Knowledge of A/R term codes, finance charges, and input financing at your company

(Level: Intermediate/Advanced)

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

### eAgVantage Staff Question & Answer (SQA)

Dawn Nemecek, Customer Services Representative and Pat Badger, Senior Software Engineer Please come to the IV Hawk's Ridge meeting room for this informal question & answer session.

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



## Thursday 11:00 - 11:55

### Intermediate Excel Part 2, Lab

Theresa Willems, V.P. Customer Services  
Prerequisite: Pt. 1 (Level: Intermediate)  
Analyzing Data:

- Learn how to apply formulas and functions to improve and maximize your Excel efficiency, including 'what if' scenario analysis, find and replace techniques, pivot tables and data summarization.
- How to easily convert AgVantage reports into Excel for additional sorting and data presentation options

### NEW Edge Agronomy

Jerome Sprecher, Senior Software Engineer  
Prerequisite: None (Level: Intermediate)

- Discuss and demonstrate new web-based features
- Agronomy field application
- Agronomy work order dispatch
- Progress report; what's available and what's on the horizon



### AgVantagePC Grain Scale Advanced & Customer Driven Development (CDD)

Tim Machutt  
Customer Services Representative

Prerequisite: None (Level: Intermediate/Advanced)

- Grain Scale settings what do they do?
- Incorporating RFID technology into Grain Scale
- Auto processing scales and transfer tickets
- New features in Grain Scale
- CDD - What enhancements would you prefer?



### Effective Management of an IT Department

Jesse Theiler  
IT Director  
Landmark Services Cooperative, Cottage Grove, WI

Prerequisite: None (Level: Intern./Advanced)  
Managing any organization is a difficult task, and running a service-based one such as IT brings its own challenges. If you see IT as a group of problem-solvers focused on creating value you'll really get it right! The session will cover how to:

- Develop one formula for success in any department
- Develop your IT roadmap
- Socialize and communicate for feedback and planning
- Create a service-based culture
- Hire the right people
- Measure your progress

Jesse has BS in Psychology and Sociology from UW-Stevens Point and an MBA from UW-Madison. He has broad-based leadership experience across multiple industries and departments including IT, HR, operations and consulting. He's owned multiple businesses and enjoys the challenges of solving business problems.



### Inventory Item Pricing—Global Price Updates, New Price Spreadsheet

Chuck Bohanon  
Senior Sales and Service Analyst  
Prerequisite: None (Level: Intermediate)

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



### eAgVantage Web Payments & Customer Driven Development (CDD)

Dawn Nemechek  
Customer Services Representative

Prerequisite: None (Level: Intermediate)

- Web payments using Paypal for credit cards payment or your customer's Paypal account
- Web payments using ACH (Automated Clearing House) payments using AgVantage's Accounts Receivable ACH process
- Ability to add fees to web services
- Process the web payments in Accounts Receivable
- Sending ACH records to your bank

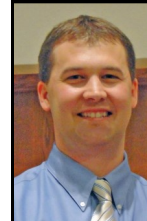
### Payroll & ETA - Staff Question & Answer (SQA)

Valerie Ahlers and Brenda Dvorak, Customer Services Representatives. Please come to the IV Hawk's Ridge meeting room for this informal question & answer session.

## Thursday 12:05 - 12:45



"Lightning Rounds" — **Ballroom** These are 5-10 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. USING DRONES TO IMPROVE AGRONOMY DEPARTMENT EFFICIENCY

Ryan Altmann  
IT Director  
United Farmers Cooperative Winthrop, MN



### 2. BALANCING ACT—SPENDING A LITTLE TIME UP-FRONT TO SAVE MORE LATER

Cheryl Westerman  
CFO  
New Vision Cooperative Brewster, MN



### 3. HOW WE USE AGVANTAGEPC ENERGY IN OUR TRUCKS

Sean Breslin  
IT Manager  
Federation Cooperative Black River Falls, WI



### 4. SEED DISPATCHING & MARKET DEVELOPMENT DISCOUNTS

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



### 5. EDGE ACCOUNTS PAYABLE TEST SITE

Lisa Olson  
IT Manager  
Medford Cooperative Medford, WI



### 6. AGVANTAGEPC SCALE—APPLYING CONTROLS & CONTRACTS AT THE SCALE

Tim Ellerbrock  
Grain Department  
Ursa Farmers Cooperative Ursa, IL

LUNCH 12:45-1:45 p.m.

## Thursday 1:45 - 2:40



### Grain Reports, Pt. 1, i Series using Adobe PDF, Lab

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

- Customer Grain Balance Statements
- Print YTD grain payments and A/R yearly sales
- Storage Detail Report
- Proof of Yield



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

Dawn Klingfus  
Customer Services Representative

- Prerequisite: None (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



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

Rick Prinsen  
Customer Services Representative

- 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.

### Accessing Your IBM i System

IBM Representative  
Business Architect Application Development & Systems  
Management for IBM i  
IBM i Development Lab  
Rochester, MN

Prerequisite: Basic understanding of IBM Systems  
Level: (Intermediate/Advanced)

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



### 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



### EDGE

### NEW Edge Accounts Payable

Kristin Ehlen  
Customer Services Representative

Prerequisite: Basic knowledge of Accounts Payable (Level: Intermediate)

- Live demo of Edge Accounts Payable

### Accounts Receivable Staff Question & Answer (SQA)

Kristi Wendricks and Michelle Sirosky, Customer Services Representatives. Please come to the IV Hawk's Ridge meeting room for this informal question & answer session.

## Thursday 2:50 - 3:45

### Grain Reports & eAgVantage, Pt. 2 - Lab

Rod Larsen, System Installation & Support  
Prerequisite: Part 1 recommended (Level: Basic)

- Open and filled contract history
- Settlements by crop & date
- Drill down to load by load detail
- GAP reports, Top 100 Grain Purchases

### New AgVantagePC Seed & Customer Driven Development (CDD)

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

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



### "Going Green" - 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



### PCI Security

Steve Christensen  
Manager  
Information Security  
CliftonLarsonAllen LLP,  
Minneapolis, MN 612-376-4637  
Prerequisite: Basic understanding of IT (Level: Intern./Advanced)

Almost all of your organizations are in some form or another doing credit card transactions and having to go through PCI assessments. As you become involved in the PCI compliance effort you need to make sure that your PCI security program is ready. Compliance requirements for the new PCI Data Security Standards 3.1 will be enforced soon. This course will highlight what is new and provide some practical recommendations from making sure your environment is adequately protecting cardholder data.

Steve is a Manager within the Information Security Services Group (ISSG) at CliftonLarsonAllen. Steve has

# 30th National Conference & User Exchange

worked in the Information Security and Audit professions for over 20 years. He is an experienced IT Risk Management and Compliance Professional who brings a unique blend of business, audit, and information technology skills with the ability to effectively communicate across all areas of an organization. Steve has successfully created, developed, and managed Information Security, Enterprise Risk, and Internal IT Audit functions for multiple organizations.

## Inventory Transfers & Blends

Kristen Ehlen, Customer Services Representative  
Prerequisite: Basic Knowledge of Inventory  
(Level: Intermediate)

- Inventory transfers and transfer documents
- Creating inventory transfers through Counter Invoicing
- Accounts Receivable transfers
- Creation of inventory blends
- Inventory blends adjustments through Counter Invoicing and in Inventory
- How to work with items with lot numbers



## AgVantage Call Management System/ Customer Relationship Management CMS/CRM and Customer Driven Development (CDD)

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

- Introducing AgVantage CRM
- Implementing CRM
- The future of CRM
- Customer Driven Development for future enhancements

## Patronage - Staff Question & Answer (SQA)

Karen Tidd and Kristi Wendricks, Customer Services Representatives. Please come to the IV Hawk's Ridge meeting room for this informal question & answer session.

**BREAK 3:45-4:00 p.m.**

**Thursday 4:00 - 4:55**

## New 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



## AgVantage Feed & Feed Scale Customer Driven Development (CDD)

Kristi Wendricks  
Customer Services Representative

Prerequisite: None (Level: Basic)

- Medicated and delivery sheets
- Setting up new rations and creating feed orders
- Pricing
- AgVantagePC Feed Scale
- CDD - Come and share your ideas



## Balancing Grain—Daily Position & Long/Short

Karen Tidd  
Customer Services Representative  
Prerequisite: None

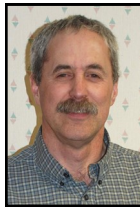
(Level: Basic/Intermediate)

- Types of Reports
- Balancing
- Troubleshooting

## Using IBM Navigator For i

Brad Belcher or IBM Representative  
Prerequisite: Basic understanding of IBM systems  
(Level: Intermediate/Advanced)

- Learn about the web replacement to System i Navigator
- Manage your system from a web browser from any device
- View system status
- Export print spools



## Excel File Transfers

Terry Bell  
Software Support  
Trupointe, Wapakoneta, OH  
Prerequisite: None  
Level: (Intermediate/Adv.)

Trupointe consists of 45 locations in Ohio and Indiana, approximately 450 employees, and had sales over \$600 million last fiscal year. They serve over 4,200 members.

- Download AgVantage Files to Excel - Setting parameters to limit data
- Upload Budget data from Spreadsheets to AgVantage financials
- Upload General Ledger J/E's from Excel spreadsheets

## 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

## Accounts Payable Staff Question & Answer (SQA)

Valerie Ahlers and Terri Schwarzrock, Customer Services Representatives. Please come to the IV Hawk's Ridge meeting room for this informal question & answer session.

## Riverboat Casino & Dinner Anson Northrup & Betsey Northrup Mississippi River Thursday, 5:50-10:30pm

Join us for a fun evening on the Mississippi River! With our large group, we have reserved the Anson Northrup and Betsey Northrup. They will be connected, with the ability to walk back and forth between the boats! Dinner will be served in one boat and the other will be reserved for those who want to gamble with fake money. Prizes will be won! Play Black Jack and Poker with professionally trained, costumed dealers. It will be a fun night. If you prefer not to gamble, you can just enjoy the cruise.

*Dinner menu:*

*Shrimp Display w/ Cocktail Sauce  
Prime Rib with au jus  
Chicken Breast  
Roasted Yukon Gold with parmesan  
& caramelized onions,  
Caesar Salad  
Chef's Vegetable  
Assorted Artisan breads  
Chocolate Decadence Cake w/ Triple  
Berry Sauce*

- 5:50 Meet in lobby to board buses (Depart at 6)
- 6:30 Arrive at the Mississippi and board boats
- 7:00 Cruise the River, Dinner Buffet, Win prizes via the onboard Casino, Network
- 10:00 Arrive back at the dock
- 10:30 Arrive at the Hilton



**Breakfast 7:30—8:15 a.m.**  
**Ballroom - 2nd Level**  
 Conference Closing Presentation:

## Friday 8:15 - 8:40



### Navigating the Waters of Change

Theresa Willems  
 VP Customer Services

As our 2015 Conference comes to a close, join us to hear how your AgVantage Support Team has navigated through the rivers and oceans each and every day in this ever changing world we call AgVantage Software.

## Friday 8:50 - 9:45



### The Power of GAP Reporting, Pt. 1, Lab

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

- Review A/R setup—Dept/Fine Line Codes/Items
- Selection criteria—Do's & Don'ts
- Grain Received and Grain Purchased
- Define columns for sales quantities and amounts



### Grain Settlements—Purchases

Brenda Dvorak  
 Customer Services Representative  
 Prerequisite: None  
 (Level: Intermediate)

- Adding/Deleting Settlements
- Posting Advances
- Writing Checks
- Processing ACH
- Reports

**Early Registration Savings!**  
 Register by Wednesday, May 20, 2015 to save \$100 off of the full, three day conference rate.

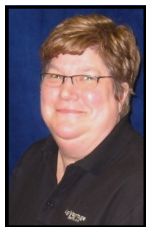


### Options for Replacing Cardtrol or Profit Point

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



### Everyday Tips To Improve Efficiency

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

- Things you can do to troubleshoot problems and procedures across a variety of packages
- Using reports (or PDF) to balance in a timely manner
- How to get to information to send to AgVantage or see who is blocking a program you need
- Share with others the tips that you use to improve your efficiency



### Maximize eAgVantage! Open Forum

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

Learn some tips to start using your eAgVantage to its fullest potential. These are a few common questions for people who are beginners:

- Do I have to open a second window?
- Can I export the information?
- Can I use more than one log-in for eAgVantage?
- Bring your own questions.



### System Management—IT Functions & Checklists

Brad Belcher  
 Systems Analyst  
 Prerequisite: Basic understanding of your computer system and functions  
 (Level: Intermediate/Advanced)

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

### Edge Staff Question & Answer (SQA)



Chuck Bohanon, Senior Sales and Service Analyst,  
 Jerome Sprecher, Senior Software Engineer  
 Please come to the IV Hawk's Ridge meeting room for this informal question & answer session.

## Friday 9:55 - 10:50

### The Power of GAP Reporting, Pt. 2, Lab

Rod Larsen  
 System Installation & Support  
 Prerequisite: Gap Report., Pt. 1 (Level: Intermediate)

- Generate mailing lists
- MAIL MERGE form letters—export GAP reports into Excel and Word
- Same procedure as used in credit & collections



### Legacy Grain Enhancements

Karen Tidd  
 Customer Services Representative

Prerequisite: None  
 (Level: Basic/Intermediate)

- What's new in Version 8 Grain
  - MN State Liens process
  - Deferred payments
  - Purchases & Sales

# 30th National Conference & User Exchange Impacting Change



## Patronage & Customer Driven Development (CDD)

Kristi Wendricks  
Customer Services  
Representative  
Prerequisite: None  
(Level: Basic)

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



## Sorting & Credit Memo Options for A/R Statements

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

### Balance Forward; Open Invoice; Combined; Revolving Fund

You may now sort statements by age and/or include a credit memo on past due balance statements. Which statement format is right for your customers: Balance Forward; Open Invoice; Combined; 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.



## Controllers' Round Table

Rick Prinsen  
Customer Services  
Representative  
Prerequisite: Office Managers & Controllers  
(Level: Intermediate/Advanced)

This is an informal gathering for people with similar jobs to discuss their situations. If there are multiple groups wanting to talk about a variety of topics, the group may be divided into different interest groups. Topics potentially discussed could have to do with daily/monthly/yearly tasks, invoice maintenance, balancing, sales taxes, prepaids, convenience store issues, usage of AgVantage Software, or even HR topics.



## 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
- Troubleshooting AgVantagePC Invoicing

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

## Friday 11:05 - 12:00

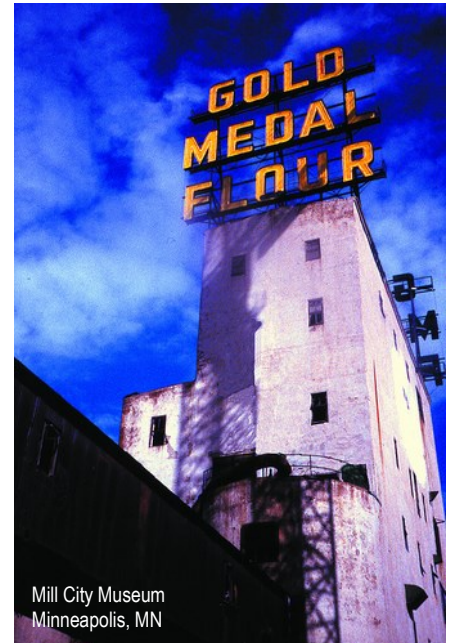
AgVantage has had customer requests for one-on-one consultations that take place during the conference. AgVantage decided to give this a try and have these consultations during what would have been the last conference session hour.

Sign up for multiple consultations at the conference registration desk when you arrive at the hotel. Consultations will start at 11:10 at individual tables in the ballroom. A bell will ring every ten minutes when it's time to change to another table.

## AgVantage Staff Consultations

Location—Ballroom

**Ben Johnson**  
**Bonnie Fohrman**  
**Brad Belcher**  
**Brandon Klingfus**  
**Brenda Dvorak**  
**Chad Hays**  
**Chuck Bohanon**  
**Dave Streiff**  
**Dawn Klingfus**  
**Dawn Nemechek**  
**Jason Schneider**  
**Jerome Sprecher**  
**Karen Tidd**  
**Kristi Wendricks**  
**Kristin Ehlen**  
**Lisa Sick**  
**Lori Bilderback**  
**Mary Jo Meyer**  
**Michelle Sirosky**  
**Mike Smark**  
**Pat Badger**  
**Paul Hawes**  
**Rick Prinsen**  
**Rod Larsen**  
**Terri Schwarzrock**  
**Theresa Willems**  
**Tim Machutt**  
**Valerie Ahlers**



Mill City Museum  
Minneapolis, MN

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.)



# Registration & Hotel

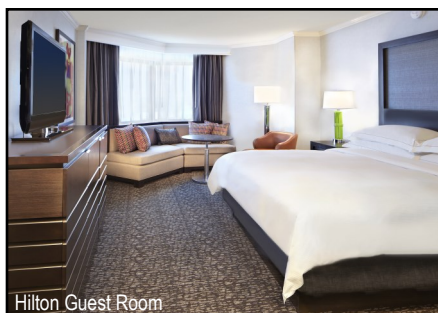
## Registration

On-line registration and a .pdf copy of the 2015 conference brochure are available on our website: [www.agvantage.com](http://www.agvantage.com). Or, if you 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 Session Notes

- Final room assignments for each session are subject to change, depending upon final enrollment.
- One session on Friday morning has been left open. It may be scheduled in the future, should the need arise. All attendees will be notified via email of any additions or changes to the schedule prior to the conference.
- If you have questions regarding any sessions, please contact Lori Campbell by phone 877-282-6353, ext. 117, or e-mail [loric@agvantage.com](mailto: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.



Hilton Guest Room

## Hotel

Hilton Minneapolis/St. Paul Airport-Mall of America  
3800 American Blvd East  
Bloomington, Minnesota, 55425

**Hotel Reservations:  
1-952-854-2100**

Our AgVantage National Conference group rate is \$149 (regularly \$189) for one or two guests, and is available through May 20, 2015 or until our room block sells out. Use the phone number above and ask for the 30th Annual AgVantage National Conference group rate, or follow the link on the home page of our website to make your reservations.

If you would like to extend your stay, the hotel will honor our group rate three days pre and post conference dates, with availability. Guest room internet service is complimentary. Free parking in the hotel parking lot.

**Free Hilton Airport Shuttle:** The Airport shuttle leaves the hotel every half hour, at the top & bottom of each hour. Arriving guests should call the hotel (1-952-854-2100) when they arrive at the airport. Go to the baggage claim area and then to Ground Transportation/Taxi area to ride the shuttle. Please note that there are two Hiltons in Bloomington and they are both on American Boulevard. You want to get on the shuttle that is going to 3800 American Boulevard East.

**Free Mall of America Shuttle:** The Mall of America shuttle leaves the hotel at :20 minutes after each hour, starting at 10:20am—10:20pm.

**Hotel Restaurant & Lounge:** Blue Water Grill & Blue Water Lounge, 1st floor—One or the other is open from 6:30am until 1:00am.



**Riding the Light Rail:** There is a light rail stop within easy walking distance, about two blocks from the Hilton. (American Blvd.) That stop is on the "Blue Line" It will take you to downtown Minneapolis or downtown St. Paul (via a transfer) to the "Green Line" for a couple of dollars. It is a fun way to travel and explore the area. Just buy your rail ticket at the kiosk prior to boarding.

For assistance with your light rail trip planning, go to [www.metrotransit.org/metro-blue-line](http://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, but remember to bring or wear socks if you're bowling. The Thursday evening event on the Mississippi River is business casual or dressier if you prefer.

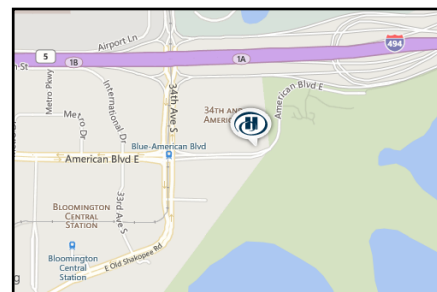
**Conference Special Offer!**  
*Buy 4, get one free! 5th full conference registration from the same company is free!*

## Area Restaurants & Shopping

Take the hotel shuttle to The Mall of America, which has 50 restaurants, more than 520 specialty stores, Nickelodeon Universe and Sea Life Minnesota Aquarium.

The light rail to downtown Minneapolis takes only about 25 minutes. Downtown has additional options for shopping, food, and attractions. *Clothing and shoes are tax-free in Minnesota.* There is a Farmer's Market on Nicollet Mall, 6am-6pm on Thursdays. More information:

[www.bloomingtonmn.org](http://www.bloomingtonmn.org)  
[www.minneapolis.org](http://www.minneapolis.org)  
[www.stpaul.gov](http://www.stpaul.gov)  
[www.downtownmpls.com](http://www.downtownmpls.com)  
[www.mallofamerica.com](http://www.mallofamerica.com)  
[www.mplsfarmersmarket.com](http://www.mplsfarmersmarket.com)



The Hilton is located just south of 494 via the 34th Avenue exit and is across the street from the Minnesota Valley National Wildlife Refuge, which has several hiking trails.



Hilton Pool

Your Name: \_\_\_\_\_

e-mail address: \_\_\_\_\_

Title: \_\_\_\_\_

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

Company Name: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_

Will this AgVantage Conference be your first? YES NO

Including 2015, how many AgVantage National Conferences will you have attended? \_\_\_\_\_

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

CDD = Customer Driven Development

## Wednesday, June 17

| TIME        | SESSION DESCRIPTION                              | ATTENDING |
|-------------|--|-----------|
| 10:55-11:50 | AgVantagePC Point of Sale, Lab                   | _____     |
| 10:55-1:40  | AgVPC, ETA, Payroll & HR Input, Pts. 1 & 2       | _____     |
| 10:55-11:50 | NEW eAgVantage Grain Management                  | _____     |
| 10:55-11:50 | Give Them the Silent Impact Treatment            | _____     |
| 10:55-11:50 | Intro to AgVantage Accounts Receivable           | _____     |
| 10:55-11:50 | Zero -100% Energy Management                     | _____     |
| 10:55-11:50 | AgVantagePC Agronomy SQA & CDD                   | _____     |
| 12:45-2:45  | Intermediate Query, Pts. 1 & 2, Lab              | _____     |
| 12:45-1:40  | Emailing Grain Purch. Cont. w/Electronic Sign.   | _____     |
| 12:45-1:40  | Moving Employee Base Into Electronic Age         | _____     |
| 12:45-1:40  | Inventory—Getting Started                        | _____     |
| 12:45-1:40  | AgVantagePC Energy, Dispatching & Mapping        | _____     |
| 12:45-1:40  | AgVantagePC Seed Program SQA                     | _____     |
| 1:50-2:45   | Info.Return Filing—Getting It Right the 1st Time | _____     |
| 1:50-2:45   | AgVantagePC Grain Scale w/Applied Contracts      | _____     |
| 1:50-2:45   | The Value of Organization Health In Future       | _____     |
| 1:50-2:45   | CDMS Integration With AgVantage                  | _____     |
| 1:50-2:45   | New Edge Energy & eEnergy                        | _____     |
| 1:50-2:45   | Inventory SQA                                    | _____     |
| 3:00-5:00   | IBM DB2 Web Query, Pts. 1 & 2, Lab               | _____     |
| 3:00-3:55   | A/R Aging & Credit & Collections CDD             | _____     |
| 3:00-3:55   | DTN Interface—Electr. Long/Short Upd. Contr.     | _____     |
| 3:00-3:55   | Cybercrime: This WILL Happen To You              | _____     |
| 3:00-3:55   | eAgV A/R, EOY, Patronage, Sales Report,CDD       | _____     |
| 3:00-3:55   | New Features In Energy & CDD                     | _____     |
| 3:00-3:55   | Grain SQA  | _____     |
| 4:05-5:00   | Tips for Installing PCs, PTF's, Passwords        | _____     |
| 4:05-5:00   | Reconciling Grain Inventories to G/L             | _____     |
| 4:05-5:00   | Zero to 100% in Teambuilding                     | _____     |
| 4:05-5:00   | Setting Up & Maint. Legacy & eAgV Financials     | _____     |
| 4:05-5:00   | AgVantage Version 8                              | _____     |
| 4:05-5:00   | Energy SQA                                       | _____     |

## Thursday, June 18

| TIME        | SESSION DESCRIPTION                          | ATTENDING |
|-------------|--|-----------|
| 9:55-11:55  | Intermediate Excel, Pts. 1 & 2, Lab          | _____     |
| 9:55-10:50  | AgVantagePC Agronomy                         | _____     |
| 9:55-10:50  | NEW Edge Grain & CDD                         | _____     |
| 9:55-10:50  | AgVantage Security CDD                       | _____     |
| 9:55-10:50  | Zero to 100% Inventory Management            | _____     |
| 9:55-10:50  | Input Financing Roundtable                   | _____     |
| 9:55-10:50  | eAgVantage SQA                               | _____     |
| 11:00-11:55 | NEW Edge Agronomy                            | _____     |
| 11:00-11:55 | AgVantagePC Grain Scale Advanced & CDD       | _____     |
| 11:00-11:55 | Effective Management of an IT Department     | _____     |
| 11:00-11:55 | Inventory Item Pricing—Global Price Updates  | _____     |
| 11:00-11:55 | eAgVantage Web Payments & CDD                | _____     |
| 11:00-11:55 | Payroll & ETA                                | _____     |
| 1:45-3:45   | Grain Reports, Pts. 1 & 2, Lab               | _____     |
| 1:45-2:40   | On Demand Contracting & CDD                  | _____     |
| 1:45-2:40   | eAgVantage Commodity DPR & CDD               | _____     |
| 1:45-2:40   | Accessing Your IBM i System                  | _____     |
| 1:45-2:40   | Inventory Costing, Analysis & CDD            | _____     |
| 1:45-2:40   | NEW Edge Accounts Payable                    | _____     |
| 1:45-2:40   | Accounts Receivable SQA                      | _____     |
| 2:50-3:45   | NEW AgVantagePC Seed & CDD                   | _____     |
| 2:50-3:45   | Going Green—Emailing Invoices/Statem., etc.  | _____     |
| 2:50-3:45   | PCI Security                                 | _____     |
| 2:50-3:45   | Inventory Transfers & Blends                 | _____     |
| 2:50-3:45   | CMS/CRM & CDD                                | _____     |
| 2:50-3:45   | Patronage SQA                                | _____     |
| 4:00-4:55   | New eAgVantage Seed, Lab                     | _____     |
| 4:00-4:55   | AgVantage Feed & Feed Scale CDD              | _____     |
| 4:00-4:55   | Balancing Grain, Daily Position & Long/Short | _____     |
| 4:00-4:55   | Using IBM Navigator for i                    | _____     |
| 4:00-4:55   | Excel File Transfers                         | _____     |
| 4:00-4:55   | Optional Features for Security & Efficiency  | _____     |
| 4:00-4:55   | Accounts Payable SQA                         | _____     |

AgVantage National Conference Registration

## Friday, June 19

| TIME       | SESSION DESCRIPTION                           | ATTENDING |
|------------|---|-----------|
| 8:50-10:50 | The Power of GAP Reporting, Pts. 1 & 2, Lab   | _____     |
| 8:50-9:45  | Grain Settlements—Purchases                   | _____     |
| 8:50-9:45  | Options for Replacing Cardrol or Profit Point | _____     |
| 8:50-9:45  | Everyday Tips To Improve Efficiency           | _____     |
| 8:50-9:45  | Maximize eAgVantage! Open Forum               | _____     |
| 8:50-9:45  | System Mgmt—IT Functions & Checklists         | _____     |
| 8:50-9:45  | Edge SQA                                      | _____     |
| 9:55-10:50 | Legacy Grain Enhancements                     | _____     |
| 9:55-10:50 | Patronage & CDD                               | _____     |
| 9:55-10:50 | Sorting & Credit Memo Opt., A/R Statements    | _____     |
| 9:55-10:50 | Controllers' Roundtable                       | _____     |
| 9:55-10:50 | AgVantagePC Point of Sale, Advanced           | _____     |

**Friday Morning Staff Consultations:** These will be held from 11:05-Noon. Registrations for this new 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 3, 2015) 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 2016 National Conference. If you cancel after 6/3/15, no refunds are available except for severe emergencies.

|  | Fee thru 5/20/15      | Fee 5/21/15 or later |
|--|-----------------------|----------------------|
| <b>Full Conference Registration</b> (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: _____              |                       |                      |
| <b>Optional Spouse/guest Meals</b> (\$35 per meal) Wed. & Thurs. Breakfasts & Lunches          | \$ 35                 | x _____ = \$ _____   |
| ____Wed. Lunch ____Thurs. Breakfast ____Thurs. Lunch ____Fri. Breakfast                        |                       |                      |
| <b>Wednesday evening Social Event at the Sky Deck, Mall of America</b>                         | \$ 00                 | x _____ = \$ _____   |
| Please sign up to help us determine buffet needs. This is a free event for you and your guest. |                       |                      |
| <b>Thursday evening Riverboat Casino &amp; Dinner</b> (details pg. 11)                         | \$ 49                 | x _____ = \$ _____   |
| (This event is subsidized by AgVantage and Conference Sponsors)                                |                       |                      |
| (spouse/guest welcome) (5th person free program does not apply to this evening event.)         |                       |                      |
| <b>Payable to: AgVantage Software, Inc., 107 Wood Lake Dr. SE, Rochester, MN 55904</b>         | <b>TOTAL ENCLOSED</b> | <b>= \$ _____</b>    |

**\$100 Early Bird Discount!**  
**PLUS 5th Person Free Program!** Both apply only to full conference registrations received by Wednesday, May 20, 2015.

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!**

# IMPACTING CHANGE



In June 2014, conference attendees got together for the Social Event at the TCF Stadium in Minneapolis. The group, some in costume, formed a large "30" on the Gophers football field in honor of the 2015 National Conference!

*Social media is an amazing tool, but it's really the face-to-face interaction that makes a long-term impact.*  
- Felicia Day

*If you think you're too small to have an impact, try going to bed with a mosquito.*  
- Anita Roddick



AgVantagePC  
Grain Scale

## AgVantage<sup>®</sup> Software

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