



Share The Possibilities

AgVantage Software, Inc.

32ND ANNUAL NATIONAL CONFERENCE & USER EXCHANGE

Radisson Blu - Mall of America, Minneapolis, MN

June 21-23, 2017

AgVantage Software, Inc. 2017 Conference Agenda

Wednesday, June 21

7:30 - 8:00	Registration, Continental Plus Breakfast—Conference Sponsor Exhibits—Sky Bridge & The Lakes Ballroom							
8:00 - 9:30	Welcome — Lori Campbell, Conference Manager Share The Possibilities - Michelle Blomberg, President & CEO (9:30—9:45 Break)							
9:45 - 10:45	Wolves Can't Fly — Dan Meers, Motivational Speaker & NFL Mascot							
	LAB	Lecture	Lecture	Lecture	Lecture	Lecture	Lecture	SQA
11:00 - 11:55	AgVPC Point of Sale & EDGE CDD	AgVPC Grain Scale w/ Applied Contracts	Payroll & EDGE CDD, Pt. 1	Connect, Collect, & Transact w/DTN	Energy Overview **	Getting Started with AgVantage	Planning A Successful Merger, Acquisition, Or Project	Agronomy
11:55-12:50 Lunch								
12:50 - 1:45	IBM DB2 Web Query, Pt. 1	Grain End of Month Valuation	ETA & CDD, Pt. 2	A/R Statement Formats & Options	What's New in Energy & PC Energy & CDD	Intro to AgVantage Accounts Receivable	Tips - Expedite Month End Closing— Roundtable	AgVantagePC Seed
2:00 - 2:55	IBM DB2 Web Query, Pt. 2	Interpreting Grain Management Reports	Implementing AgV Cust. Perspective	Monsanto Initiative To Increase Efficiencies	EDGE Energy Portal & Tank Mapping	NEW EDGE A/P CDD	Month End Best Prac. Improve Intern. Controls	Inventory
2:55 - 3:10 Break								
3:10 - 4:05	NEW EDGE Grain— Lab, Pt. 1 **	Connecting AgVantage with Excel **	AgV—Getting the Seed Credits You Deserve	Paperless Process Automation—Konica Minolta	EDGE Energy Dispatching & Mapping	Electronic Delivery From AgV to Patrons	Staff Training Possibilities	Patronage CDD
4:20 - 5:15	NEW EDGE Grain— Lab, Pt. 2 **	NEW EDGE Item/ Inventory Portal	Tips for Installing PCs, PTFs, Passwords	Grain Industry Trends in Product. Improvement & Risk Mitigation	Customer Experience— How to Map & Dispatch, & CDD	EDGE/eAgV AR Statemts., Sales Rep., Year End & CDD	AgVantage Mentoring Program Launch	Payroll & ETA
6:00 - 9:00	SOCIAL EVENT—AgVantage Software's Night at the Mall of America 6:00-7:00 Social Hour & groups of 60 will take turns to enter the FlyOver America ride. You will be riding over a simulation of many areas of the U.S.A. From the East Coast to Hawaii, and it feels like you are in a gentle hang glider. This ride is complimentary for all conference attendees. 6:30-8:00 Dinner Buffet open. After dinner, small teams will head out to the Mall of America for some fun networking activities to be announced. Post team photos on the conference app!							

Thursday, June 22

6:00-7:00 a.m. 8:15-9:15	Fitness walk with Rod Larsen & Bonnie Fohrman—meet in the hotel lobby Every Day Hero - Amy Dee, Motivational Speaker				7:30 - 8:15 a.m. Breakfast in the Lakes Ballroom, Sponsor display tables			
9:30 - 10:25	Intermediate Excel, Pt. 1	IT Social Engineering & Trends In Cyber Crime	Stop. Think. Respond: Dealing w/Stress & Chg.	Agronomy Overview	EDGE Grain Position Reports	Inventory Costing, Analysis & EDGE CDD	General Ledger	
10:40 - 11:35	Intermediate Excel, Pt. 2	Ad. AgV. Menu Security Regulating Access	EDGE Commodity DPR & CDD	Agronomy Setup & AgVPC Order Creation	Balancing Grain, Daily Position & Long/Short	Inventory Adjustments & File Usage	Accounts Receivable	
11:45 - 12:15 ACT: AgVantage Connecting through Technology—a Peer Networking Event — The Lakes Ballroom								
12:15 - 1:15 Lunch - The Lakes Ballroom								
1:15 - 2:10	Query Basics, Pt. 1	Securing Your IBM Power System	eAgVantage Web Payments & CDD	EDGE Agronomy, Work Order Applic. & Dispatch	Customer Experience-Grain EDGE & CDD	Incorporating Freight Into Unit Costs	Accounts Payable	
2:25 - 3:20	Query Advanced, Pt. 2	IBM i Access Client Solutions	NEW EDGE CRM & Customer Perspective	AgVantagePC Seed & CDD	Interpret. USDA Crop Reports Benefit Your Employ. & Cust.	Getting Staff Onboard with Inventory	Energy	
3:20 - 3:35 Break								
3:35 - 4:30	EDGE Seed Inventory Lab	IBM Navigator for i	Controllers' Roundtable	Energy Overview **	EDGE & eAgV.—Grain Cust. Access & Email Grain Purch. Contracts w/Electr. Signatures	Inventory Item Pricing— Global Price Updates & Price Spreadsheets Upload	Grain	
5:45 - 10:00	Lake Minnetonka—Sunset Dinner Cruise: 5:45 Gather in hotel lobby to board buses 6:00 Depart, 6:45 Board Two Yachts 7:00-9:30 Dinner/Cruise, 10:00pm arrive back at Radisson-Blu							

Friday, June 23

6:00 - 7:00 8:15 - 8:40	Fitness walk with Rod Larsen & Bonnie Fohrman - meet in hotel lobby Shaping The Possibilities - Theresa Willems, VP Customer Services				7:15 - 8:15 Breakfast - The Lakes Ballroom			
8:50 - 9:45	NEW EDGE Grain, Pt. 1 **	Workshop: Customer Engagement—What's Your Role In The Community?			Workshop: Smoothing Transitions for New Employees			Edge Accounting & PC Invoicing
9:55 - 10:50	NEW EDGE Grain, Pt. 2 **	Workshop: Workforce Engagement—Building A Team That Delights Your Customers			Workshop: Demystifying Training			EDGE Agronomy CDD
10:50 - 11:05 Break								
11:05-12:00	eAgVantage—The Power Of GAP Reporting	TBD	Advanced Users—Grain Settings Mgmt. Personnel	Efficiency Tips & Troubleshooting	NEW EDGE Feed & AgVantagePC Feed Scale, CDD	Connecting AgVantage with Excel **	AgVPC Grain Scale SQA & CDD	

32nd Annual National Conference & User Exchange Wednesday, June 21

Six Reasons to 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 up to 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 32 years—the longest span of any software company in the agribusiness industry! This year's agenda will have an extra strong focus on networking, plus AgVantage is starting a new mentoring program.

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.

2017 Diamond Sponsor

MONSANTO



2017 Platinum Sponsors



KONICA MINOLTA

ENTERPRISE CONTENT MANAGEMENT



Tuesday, June 20

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

This reception is a great chance to network, pick up your name badge, and grab a snack. Up the escalator from the hotel lobby—Sky Bridge Spouse/guest welcome too!

Wednesday, June 21

7:30 - 8:00 a.m.

Registration & Sponsor Exhibits - Sky Bridge Continental Plus Breakfast

Wednesday 8:00 - 8:10



Welcome To Our 32nd Annual National Conference & User Exchange

Lori Campbell
Conference Manager
The Lakes Ballroom

Wednesday 8:10 - 9:30



Share The Possibilities

Michelle Blomberg
President & CEO
AgVantage Software, Inc.

The "Anything is Possible" attitude has become the cornerstone of growth at AgVantage Software. Our company and our

customers have grown and changed to keep up with technology in agriculture and with the competitive nature surrounding us each and every day. It is the possibilities that keep us pursuing excellence. Having a place to share these possibilities is something the AgVantage National Conference does better than any ag-focused software company in the country.

Come hear Michelle's perspective on growth, change, team building, innovation and new possibilities. What we do tomorrow begins today.

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

Wednesday 9:45 - 10:45



Keynote:
WOLVES CAN'T FLY
Dan Meers
Motivational Speaker

Dan Meers goes to work each day like many other men, dressed in a suit. The only difference is that instead of wearing a tie with his suit, he wears a tail. Dan's work as KC Wolf and his experiences as a professional sports mascot have reinforced to him the philosophy that laughter and a cheerful heart are good medicine. He is also a firm believer that when you learn to think only of the best and work for the best, you can start to expect the best!

On November 23, 2013, Dan Meers came within inches of losing his life while practicing a bungee jump and zip line stunt at Arrowhead Stadium...home of the Kansas City Chiefs. What Dan anticipated being the thrill of a lifetime ended up being the spill of a lifetime. The stunt went terribly wrong and Dan plummeted 75 feet before crashing into the stadium seats. Miraculously Dan survived. He spent 9 days in the hospital and got some really big scars. Dan smiles when he says, "Scars are just tattoos that come with a cool story".

During this powerful presentation Dan shares his incredible story and the important lessons that he learned during his long road to recovery about leadership and about life. Dan's enthusiasm, optimism, faith, and love for life are contagious and make him an inspiration to all those around him. Audiences remember Dan not only as KC Wolf, but more as a man who inspired and encouraged them to live life to the fullest.

"Dan's message last night was very powerful. He may wear wolves clothing but he is genuine and authentic in his words and in the way he lives." Bonnie Henning, Five Star Homes Real Estate Group

"I just wanted to tell you that I enjoyed your speech more than I've ever enjoyed a speech at a conference, and I've been to A LOT of them. Your energy and enthusiasm are inspiring." Rachel Morgans, Dallas County Health Dept.

Wednesday 11:00 - 11:55



AgVantagePC™ Point of Sale & EDGE Customer Driven Development (CDD) Lab

Kristi Wendricks
Customer Services Rep.

Prerequisite: None (Level: Basic/Intermediate)

- Setup
- Work Orders, Invoices, Contracts
- Split invoices
- Hot key setup



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
- Processing Weigh Only / Anhydrous / Agronomy tickets
- End of day processing
- How are you using the program? Q & A



Payroll & EDGE Customer Driven Development (CDD) Pt. 1

Valerie Ahlers
Customer Services Rep.
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



Conference Special Offer!
Buy 4, get one free!
5th full conference registration from the same company is free if registered by May 24, 2017



Connect, Collect, and Transact with DTN/The Progressive Farmer

Mary Tangen
Product Manager
DTN/The Progressive Farmer

Dtnprogressivefarmer.com
402-399-6446



Improve your margins and manage your risk with DTN's Suite of Agribusiness products:

- Digital commerce across your business (grain, agronomy, fuel, feed, etc.)
- Increased sales engagement with actionable insights into trends
- Simplified process, nurturing relationships, increasing efficiencies



Energy Overview **

Jason Schneider
Customer Services Rep.
Prerequisite: None
(Level: Basic)

This session is also offered on Thursday at 3:25pm.

We will review all of the products in the AgVantage Software Energy Suite, allowing you to see the different types of products we have and how they all work together.

- Topics include the following:
- Edge Energy – a new browser based tool to access everything you do in green screen Energy and more; only more user friendly
 - eEnergy – allows customers to access their tank information and place orders online through eAgVantage
 - PC Energy in the truck – see the laptop software that the drivers use in the truck for deliveries



Getting Started With AgVantage

Rick Prinsen
Customer Services Rep.
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



Planning A Successful Merger, Acquisition or Project

Theresa Willems
V.P. Customer Services
Prerequisite: None
(Level: Intermediate/Advanced)

As our client base continues to grow and prosper, AgVantage is often asked to take part in assisting with mergers, business acquisitions and other internal projects that our clients are taking on to improve their use of our software and assist in their internal processes. The difference in the successfulness of these endeavors in large part relies on several key components including planning, delegation, data conversion conversations, project coordination and setting realistic and attainable expectations. In this session, we will explore some of the best practices we've discovered and use to ensure a successful transition, no matter the project size, scope and timeline.

AgVantagePC™ Agronomy Staff Question & Answer (SQA)

Terri Schwarzrock, Customer Services Rep. and Rod Larsen, System Installation & Support
This is an informal question & answer session.

LUNCH 11:55-12:50 - Ballroom

Wednesday 12:50 - 1:45



IBM DB2 Web Query for i Pt. 1, Lab

Dawn Nemechek
Customer Services Rep.
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.



Grain End of Month Valuation

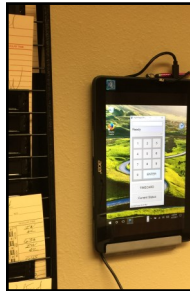
Karen Tidd
Customer Services Rep.
Prerequisite: None
(Level: Basic/Intermediate)

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

AgVantage Employee Time & Attendance (ETA) & CDD, Pt. 2

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

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



Accounts Receivable Statement Formats & Options

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

Which statement format is right for your customers: Balance Forward; Open Invoice; Combined; Revolving Fund? Your chosen option can be company-wide or you can have a mix of all, or as many of, the formats as you want. Find out what's available and the needed setup.



What's New in Energy & PC Energy, and Customer Driven Development (CDD)

Dawn Klingfus
Customer Services Rep.
Prerequisite: None
(Level: Intermediate)

- Lots of new additions to tank maintenance
- New fields and features in AgVantagePC Energy
- New fields and features in AgVantagePC Dispatching
- AgVantagePC Energy Customer Driven Development



Intro To AgVantage Accounts Receivable

Terri Schwarzrock
Customer Services Rep.
Prerequisite: None
(Level: Basic)

- Counter Invoicing / Transaction Maintenance
- Accessing User Print Spool
- Departments and Fine Line Codes
- Term Codes
- Tax Tables



Tips To Expedite Month End Closing - Roundtable

Co-instructors
Kristin Ehlen
Customer Services Rep.



Brenda Dvorak
Customer Services Rep.
Prerequisite: None
(Level: Intermediate)

Join us for an informal discussion on how to expedite month end close. Round table discussion with users and AgVantage staff. Come prepared to share your month-end closing tips with other users.

AgVantagePC Seed Staff Question & Answer (SQA)

Chuck Bohanon, Senior Sales & Service Analyst and Tim Machutt, Customer Services Representative This is an informal question & answer session.

Wednesday 2:00 - 2:55

IBM DB2 Web Query for i Pt. 2, Lab

Dawn Nemechek
Customer Services Rep.
Prerequisite: IBM DB2 Web Query for i, Pt. 1
(Level: Intermediate/Advanced)

- Continuation of Part 1



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

** Session offered twice during conference.



Implementing AgVantage Software from a Customer Perspective

Sean Breslin
IT Manager
Federation Cooperative
Black River Falls, WI

Prerequisite: None
(Level: Intermediate)
Before arriving at Federation Coop five years ago, Sean Breslin had his own consulting company that handled all IT work for both Agronomy coops and Electrical coops in Wisconsin for seven years. He also worked at Best Buy as a Sr. Technical Consultant responsible for all IT in 846 stores across the country.

Federation Coop is a 100 million dollar coop servicing Energy and Agronomy. In addition, they have a specialized Cranberry Division. Three years ago, the cooperative decided that having three systems to run their business was not going to work in the long term. They looked at five different software companies and chose AgVantage after extensive research.

Since this would be the first time all of the coop locations would be on the same system, they had several upgrades that had to happen before, during and after the transfer to AgVantage. These included:

1. Upgrading their internet at the main office to a fiber connection
2. Installing VPN's at 14 locations
3. Installing mounts and laptops in 11 fuel trucks
4. Integrated six convenience stores, an auto shop, and a new Kahler system

It has been a very busy three years! In his spare time, Sean and his wife Chris enjoy spending time with their three grandchildren at their cabin, hunting, and riding their motorcycles in the country.



New Monsanto Initiative To Increase Efficiencies for Agribusinesses—Eliminating Dual Entries & More

Kim Flaughter – North America Retail Business Solutions Manager
Scott Rockafellow – North American IT B2B Strategy Lead

Please join us for a discussion on how Monsanto plans to simplify our current customer processes to enable sales effectiveness and future capabilities. We'll also review progress in reducing the effort needed to manage your Order to Cash processes with Monsanto. Would you like to eliminate the dual entry of data within your system and Monsanto's all while increasing the accuracy of your information? Join us for a 55 minute presentation to see how you can drive significant operational efficiencies within your business!

Wednesday 2:00-2:55 (cont.)



EDGE Energy Portal & Tank Mapping
 Dawn Klingfus,
 Customer Services Rep.
 Prerequisite: None
 (Level: Intermediate)

- Energy Portal—more streamlined tank information
- Energy Options—reports and other Energy functions
- Tank Maps—How to use them to check routes and trade areas



New EDGE Accounts Payable & Customer Driven Development (CDD)
 Kristin Ehlen
 Customer Services Rep.
 Prerequisite: None
 (Level: Intermediate)

- Daily Tasks
- Setup & Reporting
- NEW Bank Reconciliation



Month End Best Practices To Improve Internal Controls
 Co-Instructors:
 Jeff Brandenburg
 CPA, CFE, Managing Principal
 Agribusinesses & Cooperatives
 CliftonLarsonAllen LLP
 Middleton, WI
 608-662-8667
 cliftonlarsonallen.com



Theresa Willems
 V.P. Customer Services
 Prerequisite: None
 (Level: Intermediate/Advanced)

- Discussion of some of the best practices CLA sees at local cooperatives when performing audits
- Take back information to better prepare your business for month/year-end work
- Make certain that your monthly internal records are accurate and complete
- Use the techniques to improve your internal processes, controls, and reporting procedures
- Ideas on how to improve month and year-end close in the short and long term
- Theresa Willems will be available to answer any questions regarding how to use AgVantage to create efficiencies

Inventory Staff Question & Answer (SQA) Mark Meyer & Rick Prinsen, Customer Services Reps. This is an informal question & answer session.

BREAK 2:55-3:10 p.m.

Wednesday 3:10 - 4:05



NEW EDGE Grain, Lab Part 1**
 Rod Larsen
 System Installation & Support
 Prerequisite:
 Must attend Parts 1 & 2
 (Level: Basic)
 (This lab is repeated on Friday, 8:50am and 9:55am.)

Customer Portal—View Grower's Open Grain

- Add/change/print contracts
- Settle loads within portal
- View/reprint settlements

Settlement Processing

- Enhanced check writing selections
- 'Quick' settle priced not paid grain

Loads Portal

- Search tickets by date, location, customer
- View/change/delete loads



Connecting AgVantage With Excel **
 Mark Meyer
 Customer Services Rep.
 Prerequisite: A working knowledge of Excel and Query
 (Level: Intermediate)

(This session is repeated at 11:05 on Friday.)

- Demonstration of the different ways to pull information from AgVantage
- Will be using data transfers & Microsoft Excel Query
- Will show examples of reports that may be created



Using AgVantage - Getting the Seed Credits You Deserve
 Randy Fry
 Data Processing & I.S. Manager
 Ceres Solutions LLP
 Terre Haute, IN

Ceres Solutions is an ag retail cooperative currently serving customers in western Indiana with agronomy, seed, and energy needs. On September 1 of this year, Ceres Solutions and North Central Coop will merge to form Ceres Solutions Cooperative. It will serve western and northern Indiana and a portion of southern Michigan with growers from over 40 agronomy locations.

Randy Fry currently manages all back office seed functions from implementing the AgVantage PC Program, reporting grower point of sale, inventory management, and securing rebates and programs from partners. Randy has held various positions in retail ag cooperatives for nearly 35 years. He

understands the need for accurate tracking of all seed functions to maximize profitability of Ceres Solutions' Seed Department.

- Using discount codes in PC SEED to track customer discretionary promises
- Using reports from query to bring transparency to the seed sale
- Using reports to share with partners for future payments
- Using AgVantage system to track reimbursement for replants and discretionary
- Using reports from data in PC SEED to better manage day to day functions of the seed business



Paperless Process Automation
 Peder Malchow
 ECM Regional Sales Director
 Konica Minolta Business Solutions, Des Moines, IA
 Konicaminolta.us
 1-515-559-4955



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!



EDGE Energy Dispatching & Mapping
 Jason Schneider
 Customer Services Rep.
 Prerequisite: None
 (Level: Basic)

- Dispatching – adding calls and pulling routes
- eEnergy – gives customers the ability to view their tank information and place orders online through eAgVantage
- 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





Electronic Delivery from AgVantage to Patrons

Ben Johnson
Customer Services Rep.
Prerequisite: None
(Level: Intermediate)

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

- Setting up customer databases
- Sending invoices from customer lookup
- Sending statements at end of month
- Sending grain settlements, employee payroll stubs, Vendor ACH stubs
- Emailing/texting options with EDGE



Staff Training Possibilities

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

Training possibilities that we offer for your staff, your management, your board, and even your customers! We will discuss On-site training, e-training, and how you can set up your own training sessions on AgVantage Software.



Patronage Customer Driven Development (CDD)

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

- Enhancements that have been completed in the last year, Voiding Checks
- Future development

Wednesday 4:20 - 5:15

NEW EDGE Grain, Lab, Part 2

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

- Continuation of Part 1 Lab exercises

New EDGE Item/Inventory Portal

Co-Instructors: Kristin Ehlen & Kristi Wendricks
Customer Services Reps.
Prerequisite: None (Level: Intermediate)

- Item setup
- Item types
- Inventory reporting



Tips for Installing PCs, PTFs, and Passwords

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

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



Grain Industry Trends in Productivity Improvement and Risk Mitigation



Julie Ward, V.P. Commercial Division
RJO'Brien, Runnells, IA (312) 373-5372

As the oldest and largest independent future broker in the United States, RJO's deep roots and broad reach provide a unique vantage point from which we are able to see and share industry best practices.

In this session you will learn how industry leading firms are leveraging technology to increase productivity and manage risks in their grain divisions.

**** iPad Give Away: 3 iPads will be raffled off to attendees of the session** You must be present to win.**



Customer Experience - How I Use Energy Mapping & Dispatching, & Customer Driven Development (CDD)

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



Ron Harrison
Norwalk Energy Manager
Sunrise Cooperative
Norwalk, OH

Ron Harrison of Sunrise Cooperative will spend half of the session

explaining how he uses the AgVantage Edge Energy Dispatching & Mapping product with Verizon Fleet Tracking installed for real time truck updates.

Sunrise Cooperative is a farmer owned cooperative with 6779 members, specializing in grain, agronomy, feed, and energy. The cooperative operates 29 locations with \$785 million in sales. Ron has worked for the cooperative in their Energy Department for two years.

- Manage multiple calls from multiple areas
- Manage mapping for multiple delivery areas
- Customer Driven Development

EDGE/eAgVantage AR Statements, Sales Reports, Year End & CDD

Lisa Sick
V.P. Project Management
Prerequisite: None (Level: Intermediate)
See the features that your staff, management team, and customers have at their fingertips with these AgVantage apps. Power tools for decision making, healthy competition, and for keeping customers happy!



AgVantage Mentoring Program 2017 Launch

Michelle Blomberg
President/CEO
AgVantage Software

Join us in this new initiative to introduce experienced

AgVantage Software users to newer and younger users. This idea of a mentorship program was launched at the 2017 Executive Conference. If you are interested in being a mentor or a mentee, please email Michelle: michelleb@agvantage.com

Payroll & ETA Staff Question & Answer (SQA)

Valerie Ahlers, Customer Services Rep. and Theresa Willems, V.P. Customer Services
Informal question and answer session.

Wednesday 6:00-9:00p.m. AgVantage Software Social Event

6:00-7:00 Social Hour & 15 minute FlyOver America Excursions in groups of 60 people. This ride over America is great for all ages!

6:30-8:00 Dinner Buffet Open
After dinner, conference attendees will head out to the Mall of America for some fun networking activities.

Spouse/guests are welcome to participate too. Please RSVP on the registration form for your complimentary attendance.



Gold Corporate Social Event Sponsor



6:00-7:00 a.m. Fitness walk with Rod Larsen & Bonnie Fohrman Meet in hotel lobby. If it's raining, the fitness walk will be in the Mall of America.

BREAKFAST 7:30 - 8:15 a.m. Ballroom

Sponsor Exhibits - Skybridge

Thursday 8:15 - 9:15



Keynote:
EVERYDAY HERO
Amy Dee
Motivational Speaker

Who you decide to be in this world matters. That's why—with the right attitude—no job is small and profound satisfaction can come from finding meaning in everyday actions. Attendees learn how they are responsible for their actions *and* their attitude. They'll explore how to bring a positive attitude from "inside" rather than trying to extract it from external events during the day. They'll realize that for every act of violence and horror we hear about there are thousands of unheralded acts of kindness. They'll discover delightfully practical ways to develop kindness, positivity and deal more effectively with negative people and situations.

Amy is a hilarious, tell it like it is, savvy businesswoman, healthcare motivational speaker, and author. She started and managed an overseas business that became Xerox's largest customer in Scandinavia. She is a first rate comedian, musician, award winning psychiatric nurse, and a sought after expert on behavior modification. Amy is currently living in North Dakota.

"Amy was both inspirational and hilarious. She had the entire audience, ages 18-75, crying with laughter. We had so many requests to bring her back again!" - Allina Health

*"She knocked the socks off close to 600 attendees with her humor, music, and true life stories. She is an inspiration to us all and guides us to never give up on our dreams. Our event was a pure success thanks to her."
—Blue Cross Blue Shield of South Dakota*

Early Registration Savings!
Register by Wednesday, May 24, 2017 to save \$100 off of the full three day conference rate.

Thursday 9:30 - 10:25



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

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



IT Social Engineering & Current Trends in Cyber Crime
Alex Becker
OSCP, CISA, OSWP, Senior Consultant
Information Security, Information

Security & Advisory Services Group., CliftonLarsonAllen LLP 612-376-4547
Prerequisite: IT Personnel (Level: Intermediate/Advanced)

Alex is currently performing On-site and Remote Social Engineering, Internal and External Penetration tests, Vulnerability Assessments, General Controls Reviews, and Wireless Penetration Testing. Prior to working for CliftonLarsonAllen, Alex worked under the Department Head of the Cyber Security, Virtualization and Forensics department at Century College working as an ad-hoc Systems Administrator in addition to creating lab environments for student exercises. Alex holds multiple certifications including the Offensive Security Certified Professional (OSCP), Offensive Security Wireless Professional (OSWP), Certified Information Systems Auditor (CISA), Wireshark Certified Network Analyst (WCNA) and Certified Ethical Hacker (CEH).

Social Engineering is also known as "Hacking the Human Element". In this session, Alex will be explaining attacker motivations, identifying Social Engineering techniques, presenting sound security measures to protect critical assets and summarizing key areas of control your organization should have in place to improve the organization's security posture. As an added feature, Alex will be discussing current trends in cybercrime including the types of cybercrime facing banks (corporate account takeover, ransomware), cybercrime payload delivery methods and key defensive measures.

Stop. Think. Respond: How to Deal With Stress & Change

Amy Dee, Keynote Speaker
Prerequisite: None (Level: Intermediate/Advanced)

Information overload. Decision overload. Overload overload. Does it feel like you're speed-walking through life—with a pebble in your shoe? For anyone in chronic overdrive or stuck in a life that no longer fits, this presentation reminds us of our power to stop and take a breath so we can *respond* rather than simply react. Attendees discover how thoughts create emotions—and why it's dangerous to believe everything you think! They'll explore how anxiety, anger and fear make it impossible to access our "thinking" brain and leave our "ancient" fight-or-flight brain in charge. Attendees will also learn how to trade this constant reactivity for a positive and empowering way of interacting with the world, including how to make those all-important human connections that keep us happier at home and at work.



Agronomy Overview
Co-Instructors
Jerome Sprecher
Senior Software Engineer
Prerequisite: None (Level: Basic)
A brief overview of AgVantage Agronomy Software:



Terri Schwarzrock
Customer Services Rep.



Tim Machutt
Customer Services Rep.



- IBM i set up
- AgVantagePc Agronomy
- EDGE Agronomy



EDGE Grain Position Reports
Dawn Nemechek
Customer Services Rep.
Prerequisite: None (Level: Basic/Intermediate)

Experience web access with the Market Position, Long & Short, Daily Position Report, Cash Position, and Grain Sales information from EDGE. These reports have drill down capability to view the detail making up the current position values, eliminating the need to print multiple reports. The web view displays

instantaneous marketing information, giving the Grain Merchandiser the marketing advantage.



Inventory Costing, Analysis & EDGE 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

General Ledger Staff Question & Answer (SQA)

Kristin Ehlen and Rick Prinsen, Customer Services Reps. This is an informal question & answer session.

Thursday 10:40 - 11:35

Intermediate Excel Part 2, Lab

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

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



Advanced AgVantage Security Menu - Regulating Access

Wes Christensen
Hardware Customer Services Rep.
Prerequisite: IT personnel -

Security clearance from upper management required (Level: Advanced)

Learn all about the AgVantage Security menu:

- How to set it up
 - How your menus will look
 - How to setup your users for easier transition
- 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.

EDGE Commodity DPR & Customer Driven Development (CDD)

Chuck Bohanon, Senior Sales & Service Analyst
Prerequisite: Basic Knowledge of Inventory (Level: Intermediate/Advanced)

- Compare sales and purchase contract balances
- Combine like products into a single DPR
- Receive products off purchase contracts
- Bring commodity DPR into Excel for additional analysis

Agronomy Setup & AgVantagePC™ Agronomy Order Creation

Terri Schwarzrock
Customer Services Rep.
Prerequisite: None (Level: Basic)

- New Item Entry
- Formulas
- Creating Orders
- Farms & Fields



Balancing Grain, Daily Position & Long/Short

Brenda Dvorak
Customer Services Rep.
Prerequisite: None (Level: Intermediate)

- Types of reports
- Balancing
- Troubleshooting



Inventory Adjustments & File Usage

Mark Meyer
Customer Services Rep.
Prerequisite: Basic Knowledge of Inventory & Query (Level: Intermediate)

- Discussion of the different types of adjustments: purchases, transfers, physical inventory, blends, and accounts 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 & Michelle Sirosky, Customer Services Reps. This is an informal question & answer session.

Thursday 11:45 - 12:15

ACT

AGVANTAGE CONNECTING through TECHNOLOGY

A Peer Networking Activity - Ballroom

We are introducing a fun new networking activity born out of survey requests! This is your opportunity to meet AgVantage Software users from all over the U.S.A.! Our large group will break into smaller groups by package. For example: Grain, Agronomy, Energy, Inventory, Integrated Accounting, etc. If you work with multiple software packages, just pick the one you work in the most, or the one you have the most questions about.

After forming software package groups, those groups will split into two groups by level of experience, with the newer people on one side and those with many years of experience on the other side. From there on, the activity is kind of like speed dating. Attendees will first introduce themselves, and then ask a question that's on their minds, or comment on a part of the program that everyone should know about, and why. After seven minutes, the one side will move down one person and begin talking to the next person in the row. If you run out of time talking about your questions/answers, you can always agree to talk later or at lunch.

LUNCH 12:15-1:15 p.m.

Thursday 1:15 - 2:10



Query Basics, Pt. 1, Lab

Mike Smark
System Installation & Training Technician
Prerequisite: None (Level: Basic/Intermediate)

- 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.)

Thursday 1:15 - 2:10 (cont.)



Securing Your IBM Power System

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

- While the IBM i is one of the most secure Operating Systems, it does require some attention. We will discuss different ways to go about securing your system. This will include audit journals, password rules, IBM PTF maintenance, and other critical components.
- Attendance may be restricted



eAgVantage™ Web Payments & Customer Driven Development (CDD)

Dawn Nemechek
Customer Services Rep.
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.



NEW EDGE Agronomy Work Order Application & Dispatch

Co-instructors:
Dave Hammond
Software Engineer Analyst



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



View a demonstration of and participate in a Q & A of the development of EDGE Agronomy work orders application and AgVantage Agronomy Dispatching.

- Work Orders
- Discuss several methods of maintaining field maps
- Map-based custom application dispatching/routing
- Integration with AgVantagePC Agronomy



Customer Experience - EDGE Grain & Customer Driven Development (CDD)

Karen Tidd
Customer Services Rep.



Heather Hall
Assistant Controller
Ursa Farmers Cooperative
Ursa, IL
Prerequisite: None
(Level: Basic/Intermediate)

Ursa Farmers Cooperative has nine locations, 3500+ members, and 85 employees. Heather Hall has been with the cooperative for three years and she oversees grain accounting and accounts Payable at UFC. Ursa Farmers Cooperative has four river locations and the cooperative handled more than 42 million bushels of grain this past year.

- Heather Hall is one of AgVantage Software's first users of EDGE Grain. Check in with Heather to get a status report.
- Customer Driven Development
- Offer suggestions for future development



Incorporating Freight Into Unit Costs

Co-Instructors
Mark Meyer
Customer Services Rep.



Kirstin Ehlen
Customer Services Rep.

Prerequisite: Knowledge of Inventory Receiver creation
(Level: Intermediate)

- Multiple receivers generated for item and freight vendors
- Update Inventory Cost File more accurately, and easily which results in accurate inventory valuation reports
- Setup of item freight tax to be used for freight to outside vendors

Accounts Payable Staff Question & Answer (SQA)

Valerie Ahlers & Rick Prinsen, Customer Services Reps. This is an informal question & answer session.

Thursday 2:25 - 3:20

Query Advanced, Pt. 2, Lab

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

- 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 such as Excel

IBM i Access Client Solutions

Brad Belcher, Systems Analyst and/or an IBM Rep.
Prerequisite: System Administrator (Level: Basic)
IBM i Access for Windows has been replaced. Learn how to install the replacement, IBM i Access Client Solutions. Learn how to customize the software and make it available to your end users.



NEW EDGE CRM & Customer Perspective

Jason Schneider
Customer Services Rep.
Prerequisite: None
(Level: Intermediate)

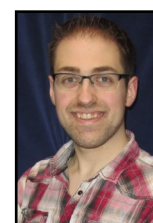


Jamie Pratt, IT Manager
Legacy Farmers Cooperative
Findlay, OH

Legacy Farmers Cooperative has 19 locations including five agronomy locations, Lawn & Ped (feed, farm, turf & garden), two petroleum cardrol 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 members-owners. Come and hear how Jamie uses the CRM at their cooperative.

There is no more valuable asset to any company than its customers. The challenging part is communicating your customers' needs through your company. That is where the AgVantage CRM (Customer Relationship Manager) can assist. Built on our EDGE platform, we will show you the NEW AgVantage CRM. Learn how to track customer contacts, sales opportunities, and salesman activity; allowing you to communicate seamlessly and thoroughly across all of your departments and sales staff.



AgVantagePC Seed & Customer Driven Development (CDD)

Tim Machutt
Customer Services Rep.
Prerequisite: familiarity with Seed
(Level: Intermediate/Advanced)
We will review: Item maintenance/
seed shipments, creating Seed

Plans, contracting seed plans, staging and dispatching seed orders. CDD—What would you like to see in the program?

Lake Minnetonka Sunset Dinner Cruise



Interpreting USDA Crop Reports to Benefit both Your Employees and Your Customers

Dan Uttech
Feed Ingredient Procurement
Manager, New Vision
Cooperative, Brewster, MN

Prerequisite: None Level: Intermediate/Advanced

Dan has worked in cooperatives since 1980. The first 33 years in various positions of grain accounting, grain marketing and risk management, with the last 4 years in feed ingredient procurement. Dan has developed a real passion for grain market analysis and sharing this with both employees and customers. The New Vision Coop has used regular producer grain marketing meetings to build customer loyalty, trust, and improved marketing decisions which will result in improved financial results for the operations of customers and prospects!

Most, if not all, farmers would say that grain marketing is the most challenging part of managing their operations in today's world. Employees at ag-businesses are often asked by their customers, **"When should I sell my grain?"** The starting point of market analysis begins with understanding key areas of the USDA Crop Reports released each month.

By attending this presentation, you will learn how to identify the key areas that can affect grain prices and marketing opportunities! Informed employees in your operations will have increased confidence in sharing this knowledge with your customers that are searching for information and assistance in the grain marketing decisions made for their farming operations. This type of customer service can build trust, loyalty, and success for both customers and prospects!



Getting Staff Onboard With Inventory

Theresa Willems
V.P. Customer Services
Prerequisite: Basic knowledge
of Inventory
(Level: Intermediate)

Inventory control is a critical part of successfully managing any business and it involves virtually every employee at your company - so how do you get everyone on board with understanding and actively participating in this process? In this session, we will discuss the necessary processes & steps along with challenges and things to avoid in order to get your company to go from Good to Great in managing your inventory successfully.

Energy - Staff Question & Answer (SQA)

Mary Jo Meyer & Dawn Klingfus, Customer
Services Representatives
This is an informal question & answer session.

BREAK 3:20-3:35 p.m.

Thursday 3:35 - 4:30

EDGE Seed Inventory, Lab

Tim Machutt, Customer Services Rep.
Prerequisite: familiarity with Seed
(Level: Intermediate/Advanced)

- View all seed items quickly and easily
- Drill down into the plan level to see plan quantities vs. staged, dispatched, and invoiced
- Utilize product summary information to determine an accurate inventory
- Easy to use and saves time! Eliminate the spreadsheets you've been using to manage seed

IBM Navigator for i

Brad Belcher, Systems Analyst and/or an IBM Rep.
Prerequisite: System Administrator (Level: Intern.)
Learn how to manage your IBM Power System via the IBM Navigator for i Web GUI.

- How to Maintain file shares and authorities, along with enable users
- See the new Performance Dashboard—your system at a glance
- Manage messages, along with printer output and jobs

Controllers' Roundtable

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

AgVantage customers are a wealth of information on best practices and things they do to be successful and use AgVantage to a fuller potential. In this session, we invite Office Managers and Controllers to come prepared to share your tips and techniques you use to get the data you need out of your system for your Management Team, Board of Directors and Banks/Lenders. We also invite you to come to this session with questions or problems you run into, and we can openly discuss those topics with the group to tap the wealth of knowledge this room will hold and help get you solutions to your challenges.

Energy Overview **

Jason Schneider, Customer Services Rep.
Prerequisite: None (Level: Basic)
(This session is also offered on Wednesday at 11:00am.)

We will review all of the products in the AgVantage Software Energy Suite, allowing you to see the different types of products we have and how they all work together.

Topics include the following:

- Edge Energy – a new browser based tool to access everything you do in green screen Energy and more; only more user friendly.
- eEnergy – allows customers to access their tank information and place orders online through eAgVantage.
- PC Energy in the truck – see the laptop software that the drivers use in the truck for deliveries.

EDGE & eAgVantage™ Grain Customer Access & Emailing Grain Purchase Contracts with Electronic Signatures

Dawn Nemechek, Customer Services Rep.
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.

Item Pricing - Global Price Updates & Price Spreadsheets Upload

Mark Meyer, Customer Services Rep.
Prerequisite: Knowledge of AR Pricing & Excel
(Level: Intermediate)

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

Grain Staff Question & Answer

(SQA) Karen Tidd & Brenda Dvorak, Customer
Services Reps., Rod Larsen, System Installation &
Support This is an informal question & answer
session.

Lake Minnetonka Sunset Dinner Cruise



Thursday, 5:45-10:00pm

At over 14,000 acres in size, Lake Minnetonka is the largest lake in the Twin Cities metropolitan area. Minnetonka's size and location make it very popular for year-round recreation. The private multimillion dollar homes on the lake are amazing! Come join us for a relaxing evening on the lake!

5:45	Meet in hotel lobby, board buses
6:00	Depart Radisson Blu
6:45-7:00	Board the Isabella & Bella Vista in Wayzata, MN
7:00-9:30	Sunset Dinner Cruise
10:00	Arrive back at the Radisson Blu

Our group will be using two yachts for this excursion because of our large group size. Dinner will consist of appetizers, BBQ ribs, herbed chicken breasts, and more! If you would like to attend this event, please register for it on the on-line registration or the form on the last page of this brochure.

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

Breakfast 7:15—8:15 a.m.
The Lakes Ballroom

Friday 8:15 - 8:40



Conference Closing
Presentation:

Shaping The Possibilities

Theresa Willems
V.P. Customer Services

As we start to wrap up our 32nd AgVantage National User Conference and

Exchange and begin to think about all the ideas and suggestions that have been discussed and shared - Theresa will offer insight into how everyday ideas and possibilities turn into reality - at AgVantage and beyond.

Friday 8:50 - 9:45



NEW EDGE Grain, Lab, Part 1 **

Rod Larsen
System Installation & Support
Prerequisite: Must attend Parts 1 & 2 (Level: Basic)
This lab is repeated on Wednesday at 3:10pm.

Customer Portal—View Grower's Open Grain

- Add/change/print contracts
- Settle loads within portal
- View/reprint settlements

Settlement Processing

- Enhanced check writing selections
- 'Quick' settle priced not paid grain

Loads Portal

- Search tickets by date, location, customer
- View/change/delete loads



Workshop: Customer Engagement - What's Your Role In the Community?

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

Momentum is a performance consulting organization with expertise in continuous quality improvement, strategic planning, and workforce and leader development. Born and raised in west-central Minnesota, Michael attended the University of Minnesota where he studied Human Resource Development and Adult Education. Michael also has extensive experience with strategic planning, the design and implementation of process

improvement tools, measurement and analysis, and leadership development.

Building a strong organization requires a relentless focus on meeting and exceeding customer expectations. By ensuring that your organization understands and responds to the needs of your customers and community, you can build relationships that drive continued success and sustainability. In this session, we'll discuss:

- The importance of really, truly understanding customer expectations
- How you can determine if your customers are satisfied and engaged
- The role of your employees in building lasting customer relationships



Workshop: Smoothing Transitions for New Employees

Becky Lyons
Ph.D. Institutional Analysis
Minneapolis, MN

Becky Lyons specializes in helping people learn and improve their performance. Her background includes experience in management, adult education, workforce training, organization development, institutional analysis, and continuous improvement methodologies. Becky works at Children's Hospitals and Clinics of Minnesota, where she coaches leaders at all levels to find practical solutions for improving performance. Becky holds a B.S. in Business Management, M.Ed. in Human Resource Development, and Ph.D. in Institutional Analysis. She regularly presents at conferences and volunteers her training talent to non-profit organizations.

Most new employees make the decision to stay or leave their job within the first 18 months. If they do leave, it generally costs three times their salary to replace them. You can greatly increase new employee success by going beyond orientation to utilize a more complete on boarding approach. Come learn how to support new employees through their first months to increase engagement and retention. During this workshop you will create your own on boarding framework using best practices and practical advice from someone who has designed many new employee experiences.

EDGE Accounting & AgVantagePC Invoicing Staff Question & Answer (SQA)

Chuck Bohanon, Senior Sales & Service Analyst
Tim Machutt and Kristi Wendricks Customer Services Reps. This is an informal question & answer session.

Friday 9:55 - 10:50

NEW EDGE Grain, Lab, Part 2 **

Rod Larsen
System Installation & Support
Prerequisite: Part 1 (Level: Basic)
This session is repeated on Wednesday

- Continuation of Part 1 Lab exercises

Workshop: Workforce Engagement - Building A Team That Delights Your Customers

Michael Garner
President & Founder of Momentum, Kasson, MN
One key to building a successful organization is ensuring that your workforce culture is centered around your customers. By engaging and empowering your team to carry out their work in a positive, customer-focused way, you'll have both happier workers AND happier customers. In this session, we'll explore:

- What you can do to motivate your workers to delight your customers
- Methods for getting your workers to think creatively about customer service
- The strong link between an engaged workforce and happy customers

Workshop: Demystifying Training

Becky Lyons
Ph.D. Institutional Analysis
Minneapolis, MN

Have you ever wondered why people forget everything they learned in a training session? Or why some training is way more interesting and engaging than others? If so, you will be interested in this interactive workshop. It is designed for people who may not do a lot of training, but when they do, they need it to be efficient and effective. You will gain insights into the art and science of effective training. You will also have the opportunity to start building your own training session using tried and true methods for helping people learn, remember, and actually use your training information.



EDGE Agronomy Customer Driven Development (CDD)

Terri Schwarzrock
Customer Services Rep.
Prerequisite: EDGE Agronomy familiarity
(Level: Intermediate/Advanced)

- Discussion & ideas for future enhancements

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

Share The Possibilities

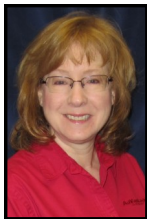
32nd National Conference & User Exchange

Friday 11:05 - 12:00

eAgVantage/EDGE - The Power of GAP Reporting, Lab

Rod Larsen
System Installation & Training Technician
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
- A/R SALES—Product sales by Customer Name
- GRAIN—Top 100 delivered and/or settled



Advanced Users - Grain Settings for Management Personnel

Karen Tidd
Customer Services Rep.
Prerequisite: Knowledge of Grain Flow & General Ledger
(Level: Advanced)

- For General Ledger personnel, Grain Controllers, Office Managers, and anyone responsible for tracking the flow of Grain through the system
- File setup
- Activate features—turn flags on or off for various features, depending upon your needs



Efficiency Tips & Troubleshooting

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

- Things you can do to troubleshoot problems & procedures across a variety of packages
- Variety of methods to "log a call" with AgVantage Software
- 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 tips that you use



Early Registration Savings!
Register by Wednesday, May 24, 2017 to save \$100 off of the full three day conference rate.



New EDGE Feed, AgVantagePC™ Feed Scale & Customer Driven Development (CDD)

Kristi Wendricks
Customer Services Rep.
Prerequisite: Familiarity with the

- Feed Industry (Level: Intermediate)
- View development of EDGE Feed
 - VFD reporting
 - AgVantagePC Feed Scale & Automated Mixer Interfaces
 - Customer Driven Development



Connecting AgVantage With Excel **

Mark Meyer
Customer Services Rep.
Prerequisite: A working knowledge of Excel and Query
(Level: Intermediate)

(This session is repeated on Wednesday at 3:10pm.)

- Demonstration of the different ways to pull information from AgVantage
- Will be using data transfers & Microsoft Excel Query
- Examples will be shown of reports that may be created

AgVantagePC Grain Scale SQA & Customer Driven Development

Tim Machutt, Customer Services Rep., Jerome Sprecher, Senior Software Engineer, and Bonnie Fohrman, V.P. Programming
This is an informal question and answer session as well as a Customer Driven Development 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.
- One session on Friday morning has been left open. It may be scheduled in the future, should the need arise. If there is a session you would like to 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.





Registration & Hotel

Conference Registration

On-line registration and a .pdf copy of the 2017 conference brochure are available on our website: 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 APP

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



The Radisson Blu - Mall of America
2100 Killebrew Drive
Bloomington, MN 55425

The Radisson Blu Mall of America hotel is a unique, stylish, and modern hotel. It is connected by skyway to the Mall of America, the largest indoor entertainment and shopping mall in the USA. The hotel is five minutes away from the Minneapolis/St. Paul Airport, and the heart of downtown Minneapolis via the Metro Transit Light Rail commuter system.

Hotel Reservations:
1-800-333-3333

Our AgVantage National Conference group rate is \$159 (regularly \$320) for one or two guests, and is available through May 24, 2017 or until our room block sells out. Use the phone number above, 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 the group rate three days pre and post conference dates, with availability. All rooms offer free internet service, waffled cotton robes, complimentary bottle of water, complimentary coffee makers, in-room safes and refrigerators.

Complimentary Airport Shuttle:

At the airport, follow the signs for airport shuttles. The Radisson Blu's weekday shuttle schedule is 5:00am-10:00pm Mon.-Thurs. and 5:00am-9:00pm on Fridays. Pick-ups at the airport are on demand. Call **952-881-5258** and ask for the airport shuttle when you have your luggage and are ready for pick-up. Make a reservation for your return to the airport when you are on the shuttle.

If your flight arrived at Terminal Two, (Southwest & Sun Country) walk across the street from the baggage area and follow the signs for the hotel/airport shuttle pick up area. There is also a skyway to get to the shuttle area for inclement weather. Call **952-881-5258** for pick-up.

Parking

Per our contract with the Radisson Blu, parking for AgVantage National Conference attendees is complimentary if you self park. (\$15 per night for regular guests) Enter their ramp to the left of the circle drive in front of the hotel. Take the parking ticket and ask for a parking voucher at the front desk when you check in. When you exit the ramp, you will feed the meter your original ticket, and then the voucher.

Valet parking is an option, based upon availability at time of arrival, for \$25 per night. Complimentary self-parking is also available in the East and West Mall of America parking garages. If you are a registered hotel guest and are parking overnight in either of these lots, please bring the make & model of your vehicle as well as your license plate number to the hotel's front desk upon check-in. The hotel will inform the Mall team of your car so that it does not get towed by Mall security.

If you are a local attendee with no hotel stay, be sure to ask at the AgVantage registration desk for a free parking voucher before you leave. Spa: There is a new spa at the Radisson Blu called Solimar Spa. If you mention our conference group name at the time of your service, you will receive 10% off your treatment.

METRO Blue Line - Light Rail

If you would like to go to downtown Minneapolis or St. Paul during your stay at the Radisson Blu, the easiest and least expensive option is to take the Light Rail. The southern end of the Blue Line is at the Mall of America. For further assistance with your light rail trip planning, go to www.metrotransit.org/metro-blue-line



Conference Special Offer!
Buy 4, get one free! 5th full conference registration from the same company is free if registered by May 24, 2017.

Attire

Business casual or casual attire are both fine. Hotel meeting room temperatures vary, so we suggest dressing in layers. June temperatures in Minneapolis often range between 53-82 degrees. The Wednesday Social Event is casual to business casual. The Thursday evening dinner cruise can be casual to dressy, whichever you prefer.

Area Restaurants & Shopping

The Mall of America 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.FlyOver-America.com
www.solimarspa.com

Photo on page 13 was provided by Meet Minneapolis, photographer: Dan Anderson



Your Name: _____

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

Title: _____

Company Name: _____

City: _____ State: _____

Will this AgVantage Conference be your first? YES NO

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

CDD = Customer Driven Development

Wednesday, June 21

TIME	SESSION DESCRIPTION	ATTENDING
11:00-11:55	AgVPC Point of Sale & EDGE CDD, Lab	_____
11:00-11:55	AgVPC Grain Scale w/Applied Contracts	_____
11:00-1:45	Payroll & EDGE CDD, Pts. 1 & 2	_____
11:00-11:55	Connect, Collect, & Transact.—DTN/The Progr. Farmer	_____
11:00-11:55	Energy Overview**	_____
11:00-11:55	Getting Started with AgVantage	_____
11:00-11:55	Planning A Successful Merger, Acquisition or Project	_____
11:00-11:55	AgVPC Agronomy SQA	_____
12:50-2:55	IBM DB2 Web Query for i, Pts. 1 & 2	_____
12:50-1:45	Grain End of Month Valuations	_____
12:50-1:45	A/R Statement Formats & Options	_____
12:50-1:45	What's New in Energy & AgVantagePC Energy & CDD	_____
12:50-1:45	Intro To AgVantage Accounts Receivable	_____
12:50-1:45	Tips To Expedite Month End Closing—Roundtable	_____
12:50-1:45	AgVantagePC Seed Program SQA	_____
2:00-2:55	Interpreting Grain Management Reports	_____
2:00-2:55	Implementing AgV. Software—a Customer Perspective	_____
2:00-2:55	Monsanto Initiative To Increase Efficiencies	_____
2:00-2:55	EDGE Energy Portal & Tank Mapping	_____
2:00-2:55	NEW Edge Accts. Payable & CDD	_____
2:00-2:55	Month End Best Practices To Improve Internal Controls	_____
2:00-2:55	Inventory SQA	_____
3:10-5:15	NEW EDGE Grain, Lab, Pts. 1 & 2**	_____
3:10-4:05	Connecting AgVantage with Excel**	_____
3:10-4:05	Using AgV.—Getting the Seed Credits You Deserve	_____
3:10-4:05	Paperless Process Automation—Konica Minolta	_____
3:10-4:05	EDGE Energy Dispatching & Mapping	_____
3:10-4:05	Electronic Delivery from AgVantage to Patrons	_____
3:10-4:05	Staff Training Possibilities	_____
3:10-4:05	Patronage CDD	_____
4:20-5:15	NEW EDGE Item/Inventory—Portal	_____
4:20-5:15	Tips for Installing PCs, PTFs, Passwords	_____
4:20-5:15	Grain Trends in Productivity Improve. & Risk Mitigation	_____
4:20-5:15	Customer Experience—How To Map & Dispatch & CDD	_____
4:20-5:15	EDGE/eAgV. A/R Statem., Sales Rep., Year End & CDD	_____
4:20-5:15	AgVantage Mentoring Program Launch	_____
4:20-5:15	Payroll & ETA SQA	_____

Thursday, June 22

TIME	SESSION DESCRIPTION	ATTENDING
9:30-11:35	Intermediate Excel, Pts. 1 & 2, Lab	_____
9:30-10:25	IT Social Engineering & Current Trends in Cyber Crime	_____
9:30-10:25	Stop. Think. Respond: Dealing w/Stress & Change	_____
9:30-10:25	Agronomy Overview	_____
9:30-10:25	EDGE Grain Position Reports	_____
9:30-10:25	Inventory Costing, Analysis & EDGE CDD	_____
9:30-10:25	General Ledger SQA	_____
10:40-11:35	Adv. AgVantage Menu Security—Regulating Access	_____
10:40-11:35	EDGE Commodity DPR & CDD	_____
10:40-11:35	Agronomy Setup & AgVantagePC Order Creation	_____
10:40-11:35	Balancing Grain, Daily Position & Long/Short	_____
10:40-11:35	Inventory Adjustments & File Usage	_____
10:40-11:35	Accounts Receivable SQA	_____
1:15-3:20	Query Basics & Query Advanced, Pts. 1 & 2, Lab	_____
1:15-2:10	Securing Your IBM Power System	_____
1:15-2:10	eAgVantage Web Payments & CDD	_____
1:15-2:10	EDGE Agronomy, Work Order Application & Dispatch	_____
1:15-2:10	Customer Experience—EDGE Grain & CDD	_____
1:15-2:10	Incorporating Freight Into Unit Costs	_____
1:15-2:10	Accounts Payable SQA	_____
2:25-3:20	IBM i Access Client Solutions	_____
2:25-3:20	NEW EDGE CRM and Customer Perspective	_____
2:25-3:20	AgVantagePC Seed & CDD	_____
2:25-3:20	Interpreting USDA Crop Reports-Benefit Employ. & Cust.	_____
2:25-3:20	Getting Staff Onboard with Inventory	_____
2:25-3:20	Energy SQA	_____
3:35-4:30	EDGE Seed Inventory, Lab	_____
3:35-4:30	IBM Navigator for i	_____
3:35-4:30	Controllers Roundtable	_____
3:35-4:30	Energy Overview**	_____
3:35-4:30	EDGE & eAgV Grain Cust. Access/ Email Grain Purch	_____
3:35-4:30	Item Pricing-Global Price Updates/Price Spread.Upload	_____
3:35-4:30	Grain SQA	_____

AgVantage National Conference Registration

Friday, June 23

TIME	SESSION DESCRIPTION	ATTENDING
8:50-10:50	NEW EDGE Grain, Lab, Pts. 1 & 2**	_____
8:50-9:45	Cust. Engage.—What's Your Role in the Community?	_____
8:50-9:45	Workshop: Smoothing Transitions for New Employees	_____
8:50-9:45	EDGE Accounting & AgVantagePC Invoicing SQA	_____
9:55-10:50	Engagement—Building Team That Delights Customers	_____
9:55-10:50	Workshop: Demystifying Training	_____
9:55-10:50	EDGE Agronomy CDD	_____
11:05-12:00	eAgVantage—The Power of GAP Reporting, Lab	_____
11:05-12:00	Advanced Users—Grain Settings for Mgmt. Personnel	_____
11:05-12:00	Efficiency Tips & Troubleshooting	_____
11:05-12:00	NEW EDGE Feed & AgVantagePC Feed Scale & CDD	_____
11:05-12:00	Connecting AgVantage with Excel**	_____
11:05-12:00	AgVantagePC Grain Scale SQA & CDD	_____

Conference Cancellation Policy: All requests for cancellation must be in writing to AgVantage Software, Inc. You may cancel your registration up to 14 days prior to the conference (June 7, 2017) 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 2018 National Conference. If you cancel after 6/7/17, no refunds are available except for severe emergencies. Dinner Cruise tickets are not refundable after 6/12/17, unless they are resold.

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

	Fee thru 5/24/17	Fee 5/25/17 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	\$ _____
<small>Please note any special food needs, such as vegetarian or gluten-sensitive: _____</small>			
Optional Spouse/guest Meals (\$35 per meal)			
___Wed. Lunch ___Thurs. Breakfast ___Thurs. Lunch ___Fri. Breakfast	\$ 35	x _____	= \$ _____
Wednesday evening Social Event/Night at the Mall of America 6:00-9:00pm			
RSVP to help us determine dinner numbers. This is a free event for you & your guest RSVP # attending Wed. evening dinner _____			
Thursday evening Lake Minnetonka Sunset Dinner Cruise (details pg. 11) (This event is subsidized 50% by AgVantage & Conference Sponsors) (spouse/guest welcome)	\$ 49	x _____	= \$ _____
Payable to: AgVantage Software, Inc., 107 Wood Lake Dr. SE, Rochester, MN 55904	TOTAL ENCLOSED	= \$ _____	

\$100 Early Bird Discount!
PLUS 5th Person Free Program! Both apply only to full conference registrations received by **Wednesday, May 24, 2017.**

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!

Share The Possibilities



Dan Meers, 2017 National Conference Keynote Speaker, K.C. Wolf, the official mascot of the NFL Kansas City Chiefs.

“Man often becomes what he believes himself to be. If I keep on saying to myself that I cannot do a certain thing, it is possible that I may end by really becoming incapable of doing it. On the contrary, if I have the belief that I can do it, I shall surely acquire the capacity to do it even if I may not have it at the beginning.”

— Mahatma Gandhi



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Grain Scale

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

