

# AgVantage<sup>®</sup> Software



## **COLLABORATION**

33rd Annual National Conference & User Exchange  
Mystic Lake Center, Minneapolis, MN  
June 20-22, 2018

# AgVantage Software, Inc. 2018 Agenda

## Wednesday, June 20

7:30 - 8:00	Registration, Continental Plus Breakfast—Conference Sponsor Exhibits—Waconia Ballroom & Foyer							
8:00 - 9:30	Welcome — Lori Campbell, Conference Manager <b>Collaboration: The Core of AgVantage</b> - Michelle Blomberg, President & CEO (9:30—9:45 Break)							
9:45 - 10:45	<b>The Proper Care &amp; Feeding of Your Attitude</b> - Roger Seip, Motivational Speaker, Comedian, & Author							
LAB	Lecture	Lecture	Lecture	Lecture	Lecture	Lecture	Lecture	Boardroom
11:00 - 11:55	EDGE Grain Operations, Pt. 1**	A Day In The Life of an Agronomy Order, Pt. 1	What AgVantage Payroll Can Do For You & CDD	Training Your Brain for Success	Connecting AgVantage with Excel	New Users' Overview AgV. Legacy & EDGE	What is AgVantage EDGE? Overview & Implementation, Pt. 1	Energy Collaboration
11:55-12:50 Lunch, Waconia Ballroom								
12:50 - 1:45	EDGE Grain Operations, Pt. 2**	A Day In The Life of an Agronomy Order, Pt. 2	Saving Time with ETA & CDD	Simplifying AP with Technology, Konica M.	Financial Statements & Sales Reporting w/ EDGE	Intro to AgVantage Accounts Receivable	What is AgVantage EDGE? Pt. 2	Workshop: Conflict Management
2:00 - 2:55	New EDGE Accounts Payable & CDD	EDGE Agronomy, Cust. Info, Mapping, Orders	Training Tips - AgV. & Cross Training	Advanced AgV Menu & EDGE Security	Grain Proc.—A Day in the Life of a Kernel of Grain	NEW EDGE Customer Portal	Workshop: Effective Comm. in the Workplace	Inventory Collaboration
2:55 - 3:10 Break								
3:10 - 4:05	Query Basics, & Intermediate, Pt. 1	EDGE Agronomy Dispatching & Application	What EDGE & Legacy AP Can Do for You	IBM—What's Old and What's New?	Daily Grain Activity Solutions	Actionable Insights & Increased Efficiencies With DTN	Cross Selling: Encompassing Total Customer Needs	Patronage Collaboration
4:20 - 5:15	Query Advanced, Pt. 2	EDGE Agronomy Roundtable & CDD	HR—Topics & Networking	IT—Day-to-Day Tasks	Managing Risk Assessment for Your Grain Department	NEW EDGE Item / Inventory Portal & CDD **	Creating a Collaborative Team in Your Company	Open Collaboration
6:00 - 9:15	<b>SOCIAL EVENT</b> —Networking, Dinner, & Live Band—Martin Zellar & the Hardways 6:00-7:00—Social & Dinner, 7:00-8:00—1st Set Martin Zellar & the Hardways, 15 min. intermission, 8:15-9:15—2nd set This is a free event for conference attendees—please RSVP when you register for the conference, you may also invite a guest. Post photos on the conference app!							

## Thursday, June 21

6:00-7:00 a.m.	Fitness walk with Rod Larsen & Bonnie Fohrman—meet at the top of the escalators in Mystic Lake Center <b>7:30 - 8:15 a.m. Breakfast in the Waconia Ballroom, Sponsor display tables</b>							
8:15-9:15	<b>The Power of Positivity: Strategies to Build Your Mental Strength</b> - Cindra Kamphoff, Ph. D., Motivational Speaker, Sports Psychologist for the MN Vikings, Author							
9:30 - 10:25	Intermediate Excel, Pt. 1	Getting Started in Inventory	A Day In The Life of an Energy Call, Pt. 1	Replacing Client Access	Save Time w/Electronic Delivery—AgV to Patron & Going Paperless	EDGE Grain Management Position Reports	EDGE Seed **	EDGE Commodity DPR & CDD **
10:40 - 11:35	Intermediate Excel, Pt. 2	NEW EDGE Item / Inv. Portal & CDD **	A Day In The Life of an Energy Call, Pt. 2	How Companies & IT Teams Work Together	NEW eAgV. Portal for Producer Access & CDD	Email Grain Contracts & Settlements	Seed Invent. & Elect. Messaging w/Seed M.	Open Collaboration
11:45 - 12:30 Share Your Wisdom Roundtables — Waconia Ballroom								
12:30 - 1:30 Lunch - Waconia Ballroom								
1:30-2:25	Inventory Location Transfers, Physical Adj.	EDGE Feed	EDGE Energy—All the Basics & More	Cybercrime & PCI— an Update for Leaders	eAgV. AR Statements & Payments via the Web	Grain Setup for Advanced Users	Seed Roundtable & CDD	EDGE G/L Collaboration & CDD
2:40-3:35	AgVPC Grain Scale & CDD	Item Pricing—Global Price Upd./Spreadsh.	EDGE Energy Dispatching, Mapping	In-Depth Look at IT Security Measures	A/R Statement Formats & Options & CDD	Tax Reform's Impact on Agribusiness	Monsanto & AgV. Coll. Eliminate Dual Entries	Grain Collaboration
3:35-3:50 Break								
3:50-4:45	AgVantagePC Invoicing	Inventory Costing & Analysis	Energy Roundtable & CDD	IBM i Access Client Solutions	Controllers' Roundtable	Grain Roundtable & CDD	EDGE CRM Mgmt. Tools - Cross Selling**	Agronomy Collaboration
5:40-10:30	<b>Canterbury Park—Buffet Dinner &amp; Horse Racing</b> 5:40—Meet at the bottom of the escalators to load buses. 6:00—Dinner Buffet 6:30—Horse Races Begin End time is not exact as the number of races will be determined that day. Stay as long as you like. There will be regular transportation via trolley or bus back to Mystic Lake.							

## Friday, June 22

6:00 - 7:00	Fitness walk with Rod Larsen & Bonnie Fohrman—meet at the top of the escalators in Mystic Lake Center <b>7:15 - 8:15 Breakfast - Waconia Ballroom</b>							
8:15 - 8:40	<b>A Day In The Life of AgVantage Collaboration</b> , Theresa Willems, VP Customer Services							
8:50 - 9:45	eAgVantage—The Power of GAP Reporting	Workshop: Building Workplace Trust		Using EDGE CRM Mgmt. Tools & Cross Selling **	IBM DB2 Web Query Overview	Credit & Collections, What Are Your Credit Policies? Pt. 1	EDGE Seed Collaboration	
9:55 - 10:50	EDGE Grain Operations, Pt. 1**	Workshop: Team Building		Tips & Hints, Organizing Your Paper Trail (Virtual & Physical)	EDGE Seed **	Credit & Collections, Transfer & Merges, Pt. 2	Open Collaboration	
10:50 - 11:05 Break								
11:05-12:00	EDGE Grain Operations, Pt. 2**	Legislation Affecting Agriculture		Inventory Adjustments What Files are used & When	EDGE Agronomy	EDGE Commodity DPR **	Open Collaboration	

CDD—Customer Driven Development  
 Collaboration - Ask questions, get answers, network, and create solutions.  
 TBD—To Be Determined, attendees will be notified of any changes to the schedule  
 \*\* Sessions with two asterisks are offered twice during the conference.

# 33rd Annual National Conference Wednesday, June 20

## 2018 Diamond Sponsor

MONSANTO



## Platinum Sponsors



## Six Great 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 33 years! This year's agenda will have an extra strong focus on collaboration, networking, and team building.

### 3. Customer Driven Development (CDD)

By attending the conference, you help to direct the future path of AgVantage Software.

### 4. Attend Classes Presented By Your Peers

Our incredible customers have been very generous as they teach sessions and assist our AgVantage staff.

### 5. Collaboration

This is an informal question & answer session as well as a team networking and problem solving session. It is meant to build business connections that last beyond the conference. We are also offering four Open Collaboration sessions where attendees can propose a topic.

### 6. AgVantage Software Discounts

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

## Tuesday, June 19

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

This reception is a great chance to network, pick up your name badge, and grab a snack.

This event will be held in the new Mystic Lake Ballroom foyer area, at the bottom of the escalators. Spouse/guest welcome too!

## Wednesday, June 20

### 7:30 - 8:00 a.m.

Registration & Sponsor Exhibits  
Continental Plus Breakfast  
Waconia Ballroom

## Wednesday 8:00 - 8:10



### Welcome To Our 33rd Annual National Conference & User Exchange

Lori Campbell  
Conference Manager  
Waconia Ballroom

## Wednesday 8:10 - 9:30



### Collaboration: The Core Of AgVantage

Michelle Blomberg  
President & CEO  
AgVantage Software,  
Inc.

Alone, we can do so little compared to what we can achieve together. If everyone in the group or company is moving forward together, success takes care of itself. **Collaboration** is when two or more people work together through idea sharing and thinking to accomplish a common goal. It is simply teamwork taken to a higher level.

The team sees value in working together as the common goal gives them a meaningful reason to work together, along with receiving mutual benefits for the company as well as the team. At AgVantage Software, this philosophy has been at the core of the change and success needed to continue to be a leader in software applications for the ag-industry. Come hear Michelle speak and explore through this topic with you, while also telling stories of life around change, leadership, teamwork and culture.

**Unity is strength... when there is teamwork and collaboration, wonderful things can be achieved.**

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

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

## Wednesday 9:45 - 10:45



### The Proper Care and Feeding of Your Attitude

Roger Seip  
Motivational  
Speaker/Comedian

This is one of Roger's most popular and fun keynote programs. The session will teach participants the critical importance of mindset, what "attitude" really is, and the main tools we all have for maintaining an attitude that really works.

Roger Seip's knowledge comes from an authentic place - more than 40,000 sales calls and having built several multimillion dollar companies gives him real-world experience. He has presented over 2,500 keynotes and training sessions combined with 8 years of professional stand-up comedy. Roger is also the author of the best selling book Train Your Brain For Success. When not speaking or building his company, Roger enjoys being with his family, staying in great shape and catching humongous fish.

*Because of his unique blend of great insight into Personal Development and hilarious, high-energy delivery, our people love him. Thousands of our members have given Roger the 'big thumbs up' and had their lives improved by his work.*

Roz Kriener  
National Association of Realtors

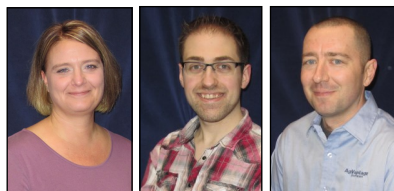
## Wednesday 11:00 - 11:55



### EDGE Grain Operations, Pt. 1, Lab \*\*

Rod Larsen, System Installation & Support & Karen Tidd & Brenda Dvorak Customer Services Reps.

- Prerequisite: None (Level: Basic/Intermediate)
- Customer Portal—Growers Purchase Contracts
  - Loads Portal
  - Transfer loads
  - Settlements—immediate & batched



### A Day In The Life of an Agronomy Order, Pt. 1

Terri Schwarzrock & Tim Machutt Customer Services Reps. & Jerome Sprecher, Senior Software Engineer

- Prerequisite: None (Level: Basic)
- An open-ended session for discussion and collaboration of daily usage by AgVantage customers
- Review Item Setup, including Edge Item Portal
  - Order creation options
  - Dispatching to Blender Interface
  - Invoicing an Agronomy order, AgVantagePC Invoicing & Counter Invoicing
  - Open Q & A discussion



### What AgVantage Payroll Can Do For You and Customer Driven Development (CDD)

Valerie Ahlers Customer Services Rep.

Prerequisite: None (Level: Intermediate)

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

\*\* Session offered twice during conference.



### Training Your Brain For Success

Roger Seip Keynote Speaker  
Prerequisite: None  
(Level: Basic/Intermediate)

Join Roger Seip for more laughs, more energy and a deeper understanding of how to Train Your Brain For Success. In this session we'll be getting into specific methods and strategies for

- having more energy
- achieving better focus
- making more money
- experiencing way less stress...  
.....So come hang out!



### Connecting AgVantage to Excel

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

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



### New Users' Overview of AgVantage

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

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

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



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

Theresa Willems, V. P. Customer Services & Chuck Bohanon, Senior Sales & Service Analyst  
Prerequisite: None (Level: Intermediate)

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

This includes Agronomy, Energy, Accounts Payable, Grain, Inventory and Item Portal, and CRM. We will be showcasing new features available only in Edge and discuss other programs that are currently in development in Edge. Plus, we will show you exciting and new features already in the works for all Edge products. We will answer your Edge related questions including implementation, costs, and hear your suggestions for features, thereby helping us envision the future of Edge.

### Energy Collaboration

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

## LUNCH 11:55-12:50 - Ballroom

## Wednesday 12:50 - 1:45

### EDGE Grain Operations, Pt. 2, Lab \*\*



Rod Larsen System Installation & Support & Karen Tidd & Brenda Dvorak Customer Services Reps.

- Prerequisite: Part 1 (Level: Basic/Intermediate)
- Quick settlements
  - Settlement check listing
  - Customer Portal—Sales Contracts
  - Management tools—Grain Position Report

### A Day In The Life of an Agronomy Order, Pt. 2

Terri Schwarzrock & Tim Machutt Customer Services Reps. & Jerome Sprecher, Senior Software Engineer  
Prerequisite: A Day in the Life of an Agronomy Order Part 1 (Level: Basic)

- Continuation of Part 1

### Saving Time with Employee Time & Attendance (ETA) & Customer Driven Development (CDD)

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

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



### Simplifying Accounts Payable with Technology

Jeff McWilliams, Square 9 V.P. Business Development  
Prerequisite: None  
(Level: Intermediate)

Come listen to Konica Minolta and Square 9 Softworks talk about the growing trends in digitizing your Accounts Payable process to:

- Eliminate the tedious search and retrieval of invoices, POs, packing slips & checks
- Minimize the mismanaged payments and processing delays
- Avoid missed deadlines and double payments



- Increase daily operational efficiencies in vendor management

You'll hear real AgVantage peer success stories from the last 12 months as well as challenges other Cooperatives faced in their roll outs. While educational and informative, this session will allow for plenty of conversation between presenters and audience over basic document management considerations for automating an AP process coupled with a "land and expand" strategy for moving into Human Resources and other areas of your business.



## Financial Statements & Sales Reporting with AgVantage EDGE

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

- Live demonstration using Edge Sales Reports to tie into financial statements



## Intro to AgVantage Accounts Receivable

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

- Counter Invoicing / transaction maintenance
- Accessing User Print Spool
- Term codes
- Tax tables

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

Theresa Willems, V.P. Customer Services & Chuck Bohanon, Senior Sales & Service Analyst  
Prerequisite: None (Level: Intermediate)

- Continuation of Part 1



## Workshop: Conflict Management

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


Momentum is a performance consulting organization with expertise in continuous quality improvement, strategic planning, and workforce and leader development. Born and raised in west-central Minnesota, Michael attended the University of Minnesota where he studied Human Resource Development and Adult Education. Michael also has extensive experience with strategic planning, the design and implementation of process. *Michael Garner received great reviews for his workshops at last year's conference and we feel fortunate to have him back for four sessions in '18.*

Conflict is a natural occurrence in teams of committed people, and high performing teams view disagreements as an opportunity to explore new ideas and build a stronger foundation for achieving their

work. Attend this session to learn about the basic sources of conflict, share your ideas for resolving conflict, and using your next conflict as a springboard to a stronger team.

**Wednesday 2:00 - 2:55**

## NEW EDGE Accounts Payable & Customer Driven Development (CDD), Lab

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

This lab will give attendees a brief overview of the EDGE Accounts Payable program as well as a hands-on opportunity to work with several daily accounts payable tasks.

## EDGE Agronomy Customer Info, Mapping & Order Creation

Tim Machutt & Terri Schwarzrock  
Customer Services Reps. & Jerome Sprecher, Senior Software Engineer  
Prerequisite: None (Level: Basic)

- Crop file setup
- Farm & field creation
- Creating & importing of field boundaries/mapping
- Order creation
- Order file attachments
- Order notification, email &/or text



## Training Tips on AgVantage & Cross Training

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

Discuss training tips and ideas to help train and cross train your staff, your management, your board, 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.



## Advanced AgVantage Menu & EDGE Security-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 set up your users for easier transition
  - More areas of the system that can be secured
- 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.

## Grain Processes—A Day in the Life of a Kernel of Grain

Brenda Dvorak  
Customer Services Rep.  
Prerequisite: None (Level: Basic)  
Discuss grain processes through the day

- Load entry, contracts, and controls
- Timing of daily operations
- Report storage efficiency using PDF

## New EDGE Customer Portal

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

The EDGE AR Customer Portal is a new feature in EDGE AR. See what we've done with the AR Customer Master and more.

## Workshop: Effective Communication in the Workplace

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

No matter how good we are at communication, it seems we can always be better. Join this workshop to move beyond communication to explore the ways we make our communication meaningful. We'll discuss how to convey not just what we want people to hear from us but why. Participants will be invited to contribute their best ideas and invite input on their communication challenges.

## Inventory Collaboration

Mark Meyer, Customer Services Rep. & Chuck Bohanon, Senior Sales & Service Analyst  
This is an informal question & answer session as well as a team networking and problem solving session. It is meant to build business connections that last beyond the conference.

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

Sponsors' exhibits, plus go check on the roasting pig we will be serving for dinner! Mystic Lake's chefs will be roasting pigs right outside of the glass doors, in front of Mystic Center, weather permitting.

**Wednesday 3:10 - 4:05**



## Query Basics & Intermediate, Pt. 1, Lab

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

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

(Wednesday 3:10-4:05 continued on page 6)

## Wednesday 3:10 - 4:05 (cont.)



### EDGE Agronomy Dispatching & Application

Jerome Sprecher, Senior Software Engineer, Terri Schwarzrock & Tim Machutt, Customer Services Reps.  
Prerequisite: EDGE Agronomy Customer Info & Order Creation (Level: Basic)

- Dispatching processes, map view or listing or orders
- Operator application process
- Spray Application Report



### What EDGE & Legacy AP Can Do For You

Kristin Ehlen & Valerie Ahlers  
Customer Services Reps.  
Prerequisite: None (Level: Intermediate)

- EDGE bank reconciliation
- CoBank check recon
- Error education
- Vendor Master mysteries
- 1099 enhancements
- Vendors to pay options
- VOID checks through program



### IBM—What's Old and What's New?

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

#### NEW:

- IBM Power9
- IBM i 7.3
- Access Client Solutions

#### OLD:

- End of Service systems
- IBM i 7.1 EOS
- Client Access

**Conference Special Offer!**  
*Buy 4, get one free!*  
5th full conference registration from the same company is free if registered by May 22, 2018



### Daily Grain Activity Solutions

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

- Input from AgVantage Grain users
- Attendees submit one topic by email prior to session
- Participant presents question to class
- Solutions addressed by presenter & group



### Actionable Insights & Increased Efficiencies with DTN

Mary Tangen  
Product Mgr.   
DTN/The Progressive Farmer  
Farmer

dtprogressivefarmer.com 402-399-6446  
Prerequisite: None (Level: Intermediate)

DTN's new actionable insights in agronomy, marketing, and operations will sharpen decisions, minimize risk, and make more profit. These proactive insights along with local weather stations help manage the variability you see field by field.



### Cross Selling—Anticipating Total Customer Needs

Jessica Smith  
Sales Administrative Assistant  
Sunrise Cooperative, Fremont, OH  
Prerequisite: None  
(Level: Intermediate)

Jessica has been with Sunrise Cooperative for 5 years. She assists the sales team in all divisions (Agronomy, Grain, Energy and Feed) with training and cross selling. Come and discover how Sunrise Cooperative encourages cross selling to patrons encompassing multiple departments.

Sunrise Cooperative is a farmer owned cooperative with 6330 members, specializing in grain, agronomy, feed, and energy. The cooperative operates 26 locations with \$689 million in sales.

### Patronage Collaboration

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

## Wednesday 4:20 - 5:15

### Query Advanced, Pt. 2, Lab

Mike Smark  
System Installation & Training Technician  
Prerequisite: None (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

### EDGE Agronomy Round Table & Customer Driven Development (CDD)

Terri Schwarzrock  
Customer Services Rep. &  
Jerome Sprecher, Senior Software Engineer &  
Tim Machutt, Customer Services Rep.  
Prerequisite: None (Level: Basic)

An open discussion and collaboration of daily usage and program enhancement request with other AgVantage customer and staff.



### Human Resources—Topics & Networking

Lolly Gorze  
Human Resource Director  
Enerbase, Minot, ND  
Prerequisite: None  
(Level: Intermediate/Advanced)

Lolly Gorze joined Enerbase in May 2016. The cooperative employs an average of 170 people diversely covering 10 Convenience Stores, Petroleum and Oil Delivery, Warehouse, Assembly, Machinery parts, Automotive care and Agronomy.

Lolly Gorze has SHRM-CP certification and ND Insurance License. She brings a strong compliance background to the Human Resource position at Enerbase. Lolly was previously employed at Trinity Health as a Recruitment Supervisor, Sanford Health as an Employer Rep for Occupational Medicine and 16 years as an Account/Service Manager for Blue Cross Blue Shield of North Dakota. Lolly is able to combine continued education and work experience to the ever changing field of Human Resources, working with Enerbase to develop and enhance the workforce of the Coop.

#### HR Compliance and Deadlines:

- Equal Employment Opportunity - Who, How, Using AgVantage software for tracking?
- OSHA Why, Who and How. (Talk WSI for ND) research MN options.
- 19 Procedures Do you Self Audit, How, Why, E-Verify Yet?
- Enrollment and Onboarding New Hires' Stats, behind the importance of Onboarding.



### IT—Day-to-Day Tasks

Wes Christensen & Dave Streiff  
Customer Services—Hardware Specialists

Prerequisite: IT personnel -Security clearance from upper management required  
(Level: Basic/Intermediate)

The session is for newer IT people to attend. It's also a good refresher for anyone looking to maintain their skills. Topics being covered include

users—enabling, setup, and management; devices and device management; printers—setup and management; mapping drives and how shares work with the I; PDF functions enabling and troubleshooting them; system operator message; problem logs; basic system maintenance. This session is mostly designed for customers who maintain their own systems, though our ASP customers may pick up some things if they attend as well.



## Managing Risk Assessment for Your Grain Department

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 were in various positions of grain accounting, grain marketing and risk management, with the last 6 years in feed ingredient procurement. Dan enjoys sharing his grain experiences with anyone who is interested in learning.

As companies grow and as our producers grain yields increase, the bushels that are handled move higher, and with the additional bushels comes the potential for increased risks in your Grain Department. In this session, we will discuss the areas of risk that can affect the margins in your Grain Department, including: Price Risk, Basis Risk, and Quality Risk. Ideas and suggestions will be shared on how to monitor, manage, and account for the risks associated in each of the areas. You can improve your grain margins by fine tuning your overall grain risk management program!

## New EDGE Item/Inventory Portal & Customer Driven Development (CDD) \*\*

Kristin Ehlen

Customer Services Rep.



Prerequisite: None (Level: Basic)

- Item setup
- Linking items to item types
- Inventory Quantity Reports and drilling down to detail



## Creating a Collaborative Team Within Your Company

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

People are often the most valuable asset of an organization. Yet most businesses struggle to realize the full potential of their own people to drive innovation and competitive edge. First, it's important to understand some of the benefits of collaboration in the workplace:

- It moves a company more effectively towards its goals. ...
- It creates greater flexibility. ...
- It appeals to the tech-savvy. ...
- It engages remote and work-from-home employees. ...
- It helps new employees get up to speed.

**Value of collaboration** – For the most part everyone agrees collaboration is a good thing to do, but many haven't defined what value it brings to their company or why to do it at all. "Effective collaboration" requires a major focus on culture, the deployment and use of technology, the adoption of process and the governance for positive results. Few companies focus on all three. Come hear Michelle share how AgVantage works each day to empower their employees to be collaborative at all levels enriching the AgVantage culture.

## Open Collaboration

The Shakopee Boardroom is available for the topic of your choice. You may propose a topic and have others join you in Shakopee Boardroom. The topic will be announced on the conference app. There is at least one Open Collaboration session each day.

## Social Event Wednesday 6:00-9:15p.m.

### Pig Roast Dinner & Live Band: Martin Zellar & the Hardways



6:00-7:00 Social & Dinner  
7:00-8:00 - 1st Martin Zellar set  
8:15-9:15 - 2nd Martin Zellar set

Please RSVP for this event when registering for the conference. Dinner: Roast Pig & Turkey, salads, mashed potatoes, cornbread, strawberry shortcake, & Chocolate Pecan Pie.

This event is complimentary for conference attendees and a guest.

Martin Zellar grew up in Austin, Minnesota. While still in high school, Zellar formed his first band, Fallout, with childhood friend and bassist Nick Ciola. Zellar and Ciola have played in bands together for more than 30 years, performing with the Gear Daddies in the early years and later with the Hardways.

*"Martin Zellar's signature raspy vocals carry his heartfelt, self-conscious treatises on small towns and big cities, loneliness and love, and life's peaks and valleys that burrow into your consciousness."*  
-The Dallas Morning News

Gold Corporate Social Event Sponsor:



6:00-7:00 a.m. Fitness walk with Rod Larsen & Bonnie Fohrman Meet at the top of the escalators, Mystic Lake Center

**BREAKFAST 7:30 - 8:15 a.m. Ballroom**  
Sponsor Exhibits

## Thursday 8:15 - 9:15



Keynote -

## The Power of Positivity: Strategies to Build Your Mental Strength

Dr. Cindra Kamphoff is a popular keynote speaker, entrepreneur, and professor who is a

go-to high performance coach for professional athletes, executives and championship teams around the nation. Cindra is the author of *Beyond Grit—Ten Powerful Practices To Gain The High Performance Edge*. She is the founder of the High Performance Mindset Podcast. Her work has been featured in New York Times, ESPN the Magazine, The Huffington Post, and USA Today.

People who experience both positive emotions and thinking patterns often live longer, stay more motivated, experience more satisfaction with life, and perform at their potential. In this keynote, Cindra Kamphoff reveals the 3 to 1 ratio and tangible strategies to improve positivity within yourself and your team.

*"Cindra's energy and passion is second to none. She brought a room full of construction workers to a standing ovation."*

- Mike Hamel, HMA Contracting, New York

*"Cindra is one of the best in the business. Her ability to connect with people, leaders, athletes and coaches is exceptional."*

- Les Pico, Director of Player Development Minnesota Vikings

## Thursday 9:30 - 10:25



## Intermediate Excel Pt. 1, Lab

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

Excel is a powerful tool that can be extremely useful in our day to day lives but can be complex to learn and time consuming to unearth all the power that Excel can offer you in your day-to-day life. In this Intermediate Excel Part 1 lab, you will get hands on experience as we explore some of the most commonly used functions, formulas and tools that can help everyone gain proficiency in Excel. Some of those topics will include 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.

(Thursday 9:30 - 10:25 continued on page 8)

**Thursday 9:30 - 10:25 (cont.)**



## Getting Started In Inventory

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

Is your company managing your inventory well, or is your inventory managing you – your time and your day to day effort? Are you struggling to find lost inventory or effectively manage your margins? In Getting Started with Inventory, we will go over the basic steps and processes needed to turn the tables on effectively managing your inventory, including properly setting up your items, day to day processes and procedures that can help manage your inventory more effectively. Also, discuss the differences between 2 and 4-sided inventory and reporting tools and tips to help you with the challenges you face with inventory.



## A Day In The Life on an Energy Call, Pt. 1

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

- Dispatcher and Driver Presentation
- Overview of all Energy Solutions
- Create and set the tank in the Portal
- Create, dispatch and map the call to the driver
- Driver download and deliver to the call
- Dispatcher sees the cleared route after the calls are uploaded



## Replacing Client Access

Brad Belcher  
Systems Analyst  
Prerequisite: IT personnel - Security clearance from upper management required (Level: Advanced)

- CA EOS
- Data transfers
- SQL
- LAN console
- Printer output
- IFS



## Save Time with Electronic Delivery—AgVantage to Patrons & Going Paperless

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

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

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



## EDGE Grain Management Position Reports

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

### Grain Management—Position

- New—Cash Position net changes
- View “LIVE” and historical position balances
- Drill down to Grower Contract detail

### Grower Reports

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



## EDGE Seed \*\*

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



- Automating Item Maintenance with Seed Products
- Setting up Seed Discounts with Edge Item Portal
- Live demonstration of Grower Plans with manufacturer electronic messages
- Live demonstration of Seed Dispatch



## EDGE Commodity DPR & Customer Driven Development (CDD) \*\*

Rick Prinsen  
Customer Services Rep.  
Prerequisite: Basic Knowledge of Inventory (Level: Intermediate/Adv.)



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

**Thursday 10:40 - 11:35**

## Intermediate Excel Part 2, Lab

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

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

## NEW EDGE Item/Inventory Portal and Customer Driven Development (CDD) \*\*



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

- repeat from Wed., 4:20pm, see page 7

## A Day In The Life on an Energy Call, Pt. 2

Dawn Klingfus, Jason Schneider, & Mary Jo Meyer Customer Service Reps.  
Prerequisite: Pt. 1 (Level Basic)

- Continuation of Part 1

## How Companies & Their IT Teams Work with their Employees to get AgVantage Installed, Upgraded, Informed, Etc...

Moderator: Michelle Blomberg, President/CEO,  
Prerequisite: None (Level: Intern.)



Andrew Gladden, IT Manager  
Luckey Farmers, Inc.  
Woodville, OH

Andrew is the Director of Information Technology at Luckey Farmers Inc. He maintains the security and function of all information systems, communication lines, and data, across 12 branch locations. He holds an Associate of Science degree in Network Administration from Davis Business College. In addition, he is a United States Marine Corp Veteran. He served in a combat readiness role in the Communications Field. Luckey Farmers, established in 1919, is a grain mar-



keting and farm supply cooperative located in north-west Ohio. Luckey Farmers currently serves approximately 2000 members with Grain Marketing, Agronomy, Seed, Feed, Fuel, and Supplies. Seed and Feed lines feature Luckey Farmers' very own brand of products called Gro-Mor.



Doug Yoder, IT Manager,  
Eldon C. Stutsman, Inc., Hills, IA

Doug Yoder farmed for 20 years prior to transitioning to the IT world. He joined Stutsman's as an IT Manager in 2006 after spending 8 years in various IT roles at an insurance company. His duties include:

IT networking, mobile devices, communications, data and applications of all kinds. The past 12 years have brought many changes: transitioning to a virtual server environment, mobile devices of all types, and moving from internal resources to the cloud. Doug recently oversaw the implementation of a document management system. His hobbies include singing, biking, gardening, good food & wine, as well as spending time with his grandkids.



## NEW eAgVantage Portal for Producer Access & Customer Driven Development (CDD)

Theresa Willems  
V.P. Customer Services &

Dave Hammond, Senior Software Engineer  
Prerequisite: None (Level: Intermediate)

Get a first look at a new and exciting customer portal via eAgVantage for your customers to get a one stop overview of their account information, including Grain, Agronomy and AR. We will show you our progress to date, and take your ideas and suggestion on how to enhance this new program even further to give your customers the WOW factor they are looking for.

## Email Grain Contracts & Settlements

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

Email your grain contracts for electronic signatures instantly with AgVantage Grain & eAgVantage. This email feature includes purchase contracts & pricings, plus sales contracts. Your customers have the ability to view, print, save, and best of all, 'Sign' their contracts with a click!

## Seed Inventory & Electronic Messaging with Seed Manufacturers

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

- Discussion on messages that are currently available to incorporate with EDGE Seed Module
- How to setup and maintain connection and login information for connecting to Seed Manufacturers
- Live demonstration of Seed Inventory Modules and customer perspective on Live ordering
- Collaborate on how Seed Inventory is used

## Open Collaboration

The Shakopee Boardroom is available for the topic of your choice.

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



Come join us in the Waconia Ballroom for a visit with our AgVantage Mentors and more!  
Each roundtable will have its own topic. The time will be divided into three segments. Roundtable leaders will talk for about 10 minutes on their topic prior to open discussion. You are also welcome to stay at one table if it is your favorite topic and you want to hear more collaboration from other participants.



### Implementing AgVantage EDGE Grain

Heather Hall  
Assistant Controller  
Ursa Farmers Cooperative  
Ursa, IL



### Changing Inventory from Two-Sided to Four-Sided

Ruth Bauer  
CFO  
United Farmers Cooperative  
Winthrop, MN



### Implementing Seed Processes

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



### Implementing Energy Processes

Tina Roberts  
Internal Operations Manager  
Shelby County Co-op  
Shelbyville, IN



### Mentoring Young General Managers/CEO's With a Lifetime of Experience

Gordy Elliott  
Customer Relations Manager  
AgVantage Software  
Rochester, MN



### EDGE Agronomy

Jamie Pratt  
IT Manager  
Legacy Farmers Cooperative  
Findlay, OH



### Connecting eAgVantage Reports to the AgVantage GL & Other Reports

Jordan Brussow  
CFO  
Northside Elevator, Loyal, WI



### Managing Staff Through a Large Merger

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



### Establishing a New Corporate Culture After a Merger

Enid Jackson  
Synergy Co-op  
CFO  
Ridgeland, WI



### Grain Merchandising, Marketing & Origination

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



### EDGE Energy Dispatching & Mapping

Kyle Knutson  
COO—Energy, Hardware, & Service Stations  
Synergy Co-op  
Elk Mound, WI



### Supporting AgVantage Software in a Team Leader Environment

Terry Bell  
IT Applications Support  
Sunrise Cooperative  
Fremont, OH

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

## Thursday 1:30 - 2:25



### Inventory – Internal Use, From/To Location Transfers, & Physical Adjustments, Lab

Mark Meyer  
Customer Services Rep.

Prerequisite: Knowledge of item numbers and General Ledger numbers. (Level: Basic)

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



### EDGE Feed

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

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

- Rations & Medications
- Pricing & Orders
- Maps



### EDGE Energy—All the Basics & More

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


Prerequisite: None (Level: Basic)

- Energy Portal—everything you wanted to know about the tank
- Tank Maps—Where are we and where do we need to be, using the maps to see my trade area
- Price levels—now you can see pricing in the tanks
- NTEP Certification for Weights and Measures discussion and what it means



### Cybercrime & PCI—an Update for Leaders

Mark Eich, CPA, CISA, Principal  
Information Security  
CliftonLarsonAllen LLP  
CLAconnect.com

Prerequisite: None (Level: Update) 

Mark is Principal in charge of the Information Security Services Group at CliftonLarsonAllen. He has over 29 years experience in auditing and technology consulting. In this position, he has actively led many IT audits and security assessments for clients in a range of industries and with a diversity of operating environments. He leads a team of technology and

industry specialists in an efficient approach to provide security analyses that are balanced with business needs. Information security assessments include: Network penetration services, Internal network security assessments, Incident response and electronic forensics services, IT audit and SOC / SSAE 18 (formerly SAS 70), Information security policies and procedures assessment / consulting, and PCI compliance.

- Overview of cybercrime trends
- Overview of common hacker tactics
- Role of social engineering
- Overview of PCI Compliance requirements



### eAgVantage™ AR Statements & Payments via the Web

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

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



### Grain Setup for Advanced Users

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

- Activate Features settings
- Constants/Crop/Purchase Defaults
- Discounts




### Seed Roundtable and Customer Driven Development (CDD)

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

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

### EDGE General Ledger Collaboration & Customer Driven Development (CDD)

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

Join AgVantage staff and users to discuss the current AgVantage General Ledger program as well as enhancements for EDGE General Ledger.

## Thursday 2:40 - 3:35

### AgVantagePC Grain Scale and Customer Driven Development (CDD)

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



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

### Item Pricing Global Price Updates & Price Spreadsheets Upload

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

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



### EDGE Energy Dispatching & Mapping

Instructor: Jason Schneider  
Customer Services Rep. & Customer: Kyle Knutson, Synergy, COO—Energy, Hardware, & Service Stations, Elk Mound, WI

Kyle started with the co-op back in 1998 as a department manager for 5 years and then 8 years as General Manager of Colfax Farmers Union Cooperative. After a merger in 2011 with Menomonie Farmers Union creating Cedar Country Cooperative, Kyle became the Assistant General Manager/Energy Division Manager. Then came another merger October 1, 2017 which was a 3 co-op merger of Lakeland Cooperative, United Ag Cooperative and Cedar Country Cooperative. Kyle is currently the C.O.O. of Energy and Other Retail with Synergy Cooperative. The current Energy Division is operating 26 propane bobtails, 6 refined fuels trucks and some AFD through CHS. The other retail consist of 5 Auto Repair Shops, 2 Hardware stores and a Restaurant.

- Dispatching—How to effectively dispatch calls
- eEnergy—Place an on-line order and follow it to Dispatching
- Mapping—see the new mapping view and where it is headed
- Verizon Fleet Tracking—see your trucks on the map in real time



### In-Depth Look at IT Security Measures

Brad Belcher  
Systems Analyst  
Prerequisite: Security clearance from your company  
(Level: Advanced)

- Perimeter Security & Physical Security
- Passwords
- System Updates
- System Security
- Audit Journals



## Accounts Receivable Statement Formats & Options & Customer Driven Development (CDD)

Michelle Sirosky  
Customer Services Rep.

Prerequisite: None (Level: Basic)

- Statement setup
- Print Flag File
- Customer maintenance statement flags
- Term codes
- Mail Communications



## Tax Reform's Impact on Agribusiness

Rebecca L. Smith  
CPA, Tax Director,  
CliftonLarsonAllen LLP  
414-721-7513  
rebecca.smith@CLAconnect.com

Prerequisite: None  
(Level: Intermediate/Advanced)



We will discuss the impact of the Tax Cuts and Jobs Act, The Bipartisan Budget Act of 2018, and any additional legislative activity in early 2018 on the Agribusiness industry. The discussion will be centered on producers, private entities, and cooperatives from a tax and financial statement perspective.

### Experience

Tax planning and compliance for cooperatives and the agribusiness industry. Focus on federal and state strategic tax planning, maximizing cooperative and member benefits, ASC740 calculations, and representation before the IRS and other state taxing authorities. Assists clients understanding the Affordable Care Act and how it impacts their business. Speaker at various local and national organizations on technical tax topics such as the principles of cooperative taxation, tax planning, the Affordable Care Act and healthcare reform, and various state tax matters.

### Education

University of Wisconsin - Milwaukee, Masters of Science Taxation. Rebecca is also heavily involved in the National Society of Accounts for Cooperatives and many other organizations.

## Monsanto & AgVantage Collaborate to Increase Efficiencies for Ag Business — Eliminating Dual Entry & More

Kim Flaughner – North America Retail Business Solutions Manager  
Julie Bauman – North American B2B Manager  
Scott Rockafellow—North American IT B2B Lead  
Prerequisite: None (Level: Intermediate)

Please join us for a discussion on how Monsanto is working with AgVantage to simplify our current customer processes to enable sales effectiveness and future capabilities. We'll provide details on how you can reduce 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 timeliness and accuracy of your information? Please join us for a 55 minute presentation to see how you can drive significant operational efficiencies within your business!

## Grain Collaboration

Brenda Dvorak, Customer Services Rep. & Rod Larsen, System Installation & Support. This is an informal question & answer session as well as a team networking and problem solving session. It is meant to build business connections that last beyond the conference.

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

**Thursday 3:50 - 4:45**

## AgVantagePC Invoicing

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

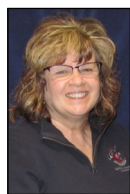
- Setup
- Workorders & Invoices
- Contracts
- Grain Live
- Billing Feed Orders
- Hot Key setup



## Inventory Costing & Analysis

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



## Energy Roundtable & Customer Driven Development (CDD)

Mary Jo Meyer  
Customer Services Rep.  
Prerequisite: Basic Knowledge of Energy (Level: Intermediate)

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

## IBM i Access Client Solutions

Brad Belcher, Systems Analyst  
Prerequisite: Security clearance from your company  
(Level: Intermediate)

- Access Client Solutions
- Requirements
- Customize installation



## Controllers' Roundtable

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

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

## Grain Roundtable & Customer Driven Development (CDD)

Karen Tidd, Customer Services Rep.  
Prerequisite: None (Level: Intermediate)  
Join this informal session as you meet with your grain peers to ask questions of each other, share ideas, tips, etc. Also vote on new grain package enhancements.



## Using EDGE CRM Management Tools & Cross Selling

Instructor: Jason Schneider, Customer Services Rep., and Customer Jamie Pratt, IT Manager  
Legacy Farmers Cooperative  
Findlay, OH

Prerequisite: None (Level: Intermediate)

Legacy Farmers Cooperative has 18 locations including five agronomy locations, Lawn & Ped (feed, farm, turf & garden), two petroleum cardrol locations, liquid fuel and lubricant delivery, and 10 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.

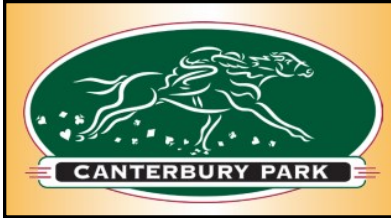
- Tied directly to your AgVantage data
- Track customer contacts, needs and sales opportunities
- Communicate seamlessly and thoroughly across all departments and sale staff
- Custom dashboards for salesmen
- Quick access to detailed customer product information
- Integrated with AgVantage EDGE products
- Legacy customer experience with CRM

## Agromony Collaboration

Terri Schwarzrock & Tim Machutt  
Customer Services Reps.  
This is an informal question & answer session as well as a team networking and problem solving session. It is meant to build business connections that last beyond the conference.

(Thursday evening Canterbury Park agenda continued on page 12)

## Let's Go To The Races! Canterbury Park Thursday Evening June 21st



**5:40 - 10:30 P.M.**

**Back by popular demand—Join us for an evening at the horse races!**

*(Stay as long as you like. Complimentary trolley runs between Mystic Lake and Canterbury Park every half hour.)*

Join us for a buffet dinner and a chance to cheer for and/or bet on your favorite horse!

- 5:40 Meet at Mystic Lake Center, near the bottom of the escalators to start loading buses in preparation for a 5:45 departure
- 6:00 Arrive at Canterbury Park
- 6:30 Horse racing begins—Races held every half hour
- 6:15-7:30 Dinner Buffet  
Bus & trolley departure times TBD

Buffet Picnic Dinner includes: Burgers, Brats and grilled Chicken Breasts, Sandwich Fixings, Calico Beans, Creamy Cole Slaw, Chips & dip, Fresh Cut Mixed Fruit, and assorted Dessert Bars. Ice Water & Lemonade, as well as additional beverages.

On the day of the race, Canterbury Park officials will determine how many races will be held that evening. Depending upon your level of interest, you may return to Mystic Center by trolley (every half hour departure) or take one of the buses back to the hotel. We anticipate the last bus will leave after the 10:30 race, with approximately a 10:45 departure. Listen for announcements that day.

Register for this event via on-line registration or via the paper registration form.

6:00-7:00 a.m. Fitness walk with Rod Larsen & Bonnie Fohrman. Meet at the top of the escalators.

**Breakfast 7:15—8:15 a.m.**  
Waconia Ballroom

**Friday 8:15 - 8:40**



Conference Closing  
Presentation:

### *A Day in the Life Of AgVantage Collaboration*

Theresa Willems  
V.P. Customer Services

Do you ever wonder how a customer suggestion for an enhancement to our software becomes reality within AgVantage? Well, wonder no more as you are invited to step inside of AgVantage's inner workings and see the processes behind how a customer's software request becomes reality. Hint – it's collaboration at its finest!

**Friday 8:50 - 9:45**



### **eAgVantage - The Power of GAP Reports, Lab**

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

- Selection criteria—Do's & don't's
- 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



### **Workshop: Building Workplace Trust**

Michael Garner  
President & Founder  
Momentum, Kasson, MN  
[www.momentum.guide](http://www.momentum.guide)

Prerequisite: None (Level: Intermediate)

Building trust is crucial to getting the best from a team; it's the foundation for great communication, worker engagement, and efficient operations. We'll talk about the dynamics of workplace trust, and we'll poll the session's participants for the methods they use for trust-building while staying true to organizational priorities.

**Early Registration Savings!**  
Register by Tuesday, May 22, 2018 to save \$100 off of the full three day conference rate.



### **Using EDGE CRM Management Tools & Cross Selling \*\***

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

- Tied directly to your AgVantage data
- Track customer contacts, needs and sales opportunities
- Communicate seamlessly and thoroughly across all departments and sale staff
- Custom dashboards for salesmen
- Quick access to detailed customer product information
- Integrated with AgVantage EDGE products
- Legacy customer experience with CRM



### **IBM DB2 Web Query for i Overview**

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

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



### **Credit & Collections, What Are Your Credit Policies? Pt. 1**

Rick Prinsen & Dawn Klingfus  
Customer Services Reps.  
Prerequisite: None (Level: Intermediate)

Come to this session to hear what others are doing for their credit policies. Rick and Dawn will share what they have found in the Agri Business industry while working with customers. This is an opportunity to collaborate with others and discover new ideas.

### **EDGE Seed Collaboration**

Tim Machutt, Customer Services Rep.  
& Bonnie Fohrman  
VP Programming Dept. **EDGE**

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

**Friday 9:55 - 10:50**

## EDGE Grain Operations, Pt. 1, Lab \*\*



Rod Larsen  
System Installation & Support  
& Karen Tidd & Brenda Dvorak  
Customer Services Reps.  
Prerequisite: None (Level: Basic/Intermediate)

- Duplicate presentation. Please see description on page 4.

## Workshop: Team Building

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

More than flowery language and silly games, the building of a team requires ongoing attention to organizational values, individual and collective strengths, and clear communication. The culmination of Michael's sessions on Conflict Management, Communication, and Workplace Trust, this session will range from everyday tips for enhancing the sense of team, to the best ideas of group members. We'll talk about teams that do great things and what lessons we can take from them.



## Tips, Hints, and Organizing Your Paper Trail (Virtual & Physical)

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

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

## EDGE Seed \*\*



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

- Duplicate presentation, please see description on page 8

## Credit & Collections, Transfers and Merges, Pt. 2

Dawn Klingfus & Rick Prinsen  
Customer Services Reps.  
Prerequisite: None (Level: Intermediate)

This is a follow up session to learn the operational techniques for merges and transfers when dealing with credit. Also discover what tools others may use along with their credit policies.

## Open Collaboration

The Shakopee Boardroom is available for the topic of your choice. You may propose a topic and have others join you in Shakopee Boardroom. The topic will be announced on the conference app. There is at least one session each conference day for Open Collaboration.

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

**Friday 11:05 - 12:00**

## EDGE Grain Operations, Pt. 2, Lab \*\*



Rod Larsen  
System Installation & Support  
Karen Tidd, Customer Services Rep.  
Brenda Dvorak, Customer Services Rep.  
Prerequisite: Part 1 (Level: Basic/Intermediate)

- Duplicate presentation. Please see description on page 4.



## Legislation Affecting Agriculture

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

The transparency and speculation of what happens in Washington has increasingly impacted our industries, particularly agriculture. Sometimes change is intentional, such as the next Farm Bill and sometimes change is accidental, as with the new tax bill 199A impact on private industry versus cooperatives. We will focus on the national level, but also will scan the state and local impact on operations today. Time will be the limitation.



## Inventory Adjustments - What Files are Used & When

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

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



## EDGE Agronomy

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

## EDGE Commodity DPR & Customer Driven Development (CDD) \*\*



Rick Prinsen  
Customer Services Rep.  
Prerequisite: Basic Knowledge of Inventory  
(Level: Intermediate/Advanced)

- Duplicate presentation. Please see description on page 8.

## Open Collaboration

The Shakopee Boardroom is available for the topic of your choice. You may propose a topic and have others join you in Shakopee Boardroom.

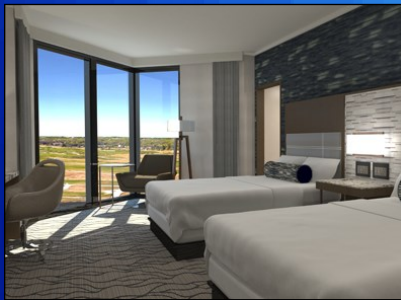
## Conference Session Notes

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

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## 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 - Mystic Lake Center

### Conference Registration

On-line registration and a .pdf copy of the 2018 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. Please note that if you are on annual support, you may have AgVantage Dollars available to pay part or all of your registration fee.

### Conference App

AgVantage Software encourages you to download the conference app from the Android or Apple app store. It allows you to: set up your schedule, network with other attendees, get information on conference sponsors, receive reminder notifications of events that are about to happen, take surveys, learn about sponsors' products, etc.... The '18 conference app will be available May 1st.



**Mystic Lake Center - Mystic Lake Casino**  
2400 Mystic Lake Boulevard  
Prior Lake, MN 55372

Mystic Lake Center is the new convention center connected to Mystic Lake Casino. The center and its Promenade Tower are both completely smoke-free. It is feasible that you could never enter the casino as the Center has its own parking lot and

### Hotel Reservations: 1-800-262-7799

Ask for the AgVantage group rate of \$129, Promenade Tower, as those guest rooms are the closest to the convention center.

entrances. AgVantage will be setting up its own hotel check-in desk on Tuesday from 4-8pm for guests who prefer to only go to the Center. However, if you prefer a smoking room, you will want to book your guest room in the Lobby Tower.

Our AgVantage National Conference group rate is \$129 (regularly \$200) for one or two guests, and is available through May 30, 2018 or until our room

block sells out. Book early if you want to be certain to get a hotel room in the new Promenade Tower. Our room block numbers are a bit larger than the number of rooms in the Promenade Tower, so our group will need to use a small number of rooms in the Lobby Tower. That tower is very nice too; it is a three minute indoor walk from the Lobby Tower to Mystic Lake Center. Use the phone number listed on this page or follow the link on the home page of [agvantage.com](http://agvantage.com) to make your reservations. Group code: 1606AGVANT

If you would like to extend your stay, the hotel will honor the group rate three days pre and post conference dates, with availability. As the premier resort destination in Minnesota, Mystic Lake offers luxurious accommodations, modern amenities and perks including complimentary Wi-Fi, valet parking, indoor pool and access to Dakotah! Sport and Fitness. Restaurants: Mystic Steakhouse, The Meadows, Mystic Lake Buffet, Minnehaha Café, Caribou Coffee, as well as a deli, burger bar, Asian specialties, etc. There is a spa for those who want to schedule extra relaxation time: Open 9:00 to 8:00pm Call (952) 233-2990 to schedule an appointment.

### Airport Transportation:

If you are flying into Minneapolis and you have a group, you will want to take Super Shuttle. 7 passenger vehicle: \$196 round trip (average \$28 each, round trip, per person) One person, round trip: \$88 (see below) If you use the Super Shuttle app, then use the Discount Code: **app10** to get a 10% discount on either of the rides above, reserved via their app.

For 1-3 people, if you prefer, Uber provides transportation to and from Mystic Lake. It's \$32+ each way, or about \$11 each, (based on 3 people) depending upon traffic, so it's definitely a good option if you're comfortable with Uber. (Lyft is not as available as Uber, although reports are that it usually works fine if you are leaving the airport. The return pickup is not as reliable.) Taxi: approximately \$60 each way

Car Rental: You don't really need to rent a car, but if you'd like to, AgVantage has set up a conference discount with Avis. Use Avis Worldwide Discount or AWD number D019127 for internet reservations or when calling Avis at (800) 331-1600. That will ensure you receive the best available car rental rates.

### Mystic Lake Golf—The Meadows:

Mystic Lake Center looks out over the golf course. If you are an avid golfer, you may want to reserve a tee time on Tuesday or Friday, pre or post-conference. It is a challenging course. If you are interested in golfing with other conference participants on Tuesday or Friday afternoon, please check the conference app for other golfers to create a foursome. Contact the club (952) 233-5533 and ask for the AgVantage group rate: \$92 for Tuesday & \$102 for Friday. Club rentals are \$46. Please see [www.golfthemedadows.com](http://www.golfthemedadows.com) for more information. Hotel guests may book up to 60 days in advance.

### Alcohol Policy:

You may only bring alcoholic beverages that you have purchased at Mystic Lake Casino up to your hotel room. It is a very secure property.

### Parking

Parking for all guests is complimentary. You may self park or use their free valet parking service at the Hotel Entrance with the circle drive. To park directly at the Mystic Lake Center lot, take the entrance to Little Six Casino, (next door to Mystic Lake) and follow the signs.

### Attire

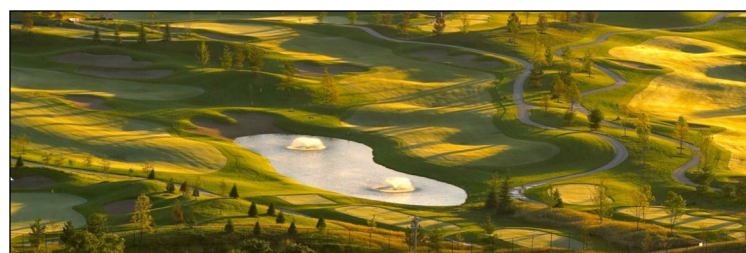
Business casual or casual attire are both fine. Hotel meeting room temperatures vary, so we suggest dressing in layers. June temperatures in Minneapolis often range between 53-82 degrees. The Wednesday Social Event and the Thursday Canterbury Park events are both casual.

### Area Restaurants & Shopping

The Mall of America has 50 restaurants, more than 520 specialty stores, Nickelodeon Universe and Sea Life Minnesota Aquarium. It's about 20 miles from Mystic Lake, or about a half hour drive. *Clothing and shoes are tax-free in Minnesota.* More information:

[www.mysticlake.com](http://www.mysticlake.com)  
[www.golfthemedadows.com](http://www.golfthemedadows.com)  
[www.bloomingtonmn.org](http://www.bloomingtonmn.org)  
[www.minneapolis.org](http://www.minneapolis.org)  
[www.downtownmpls.com](http://www.downtownmpls.com)  
[www.mallofamerica.com](http://www.mallofamerica.com)  
[www.valleyfair.com](http://www.valleyfair.com)

**Conference Special Offer!**  
*Buy 4, get one free! 5th full conference registration from the same company is free if registered by Tuesday, May 22, 2018.*



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. CDD = Customer Driven Development

## Wednesday, June 20

TIME	SESSION DESCRIPTION	ATTENDING
11:00-1:45	EDGE Grain Operations, Pts. 1 & 2, Lab **	_____
11:00-1:45	A Day In The Life of an Agronomy Order, Pts. 1 & 2 **	_____
11:00-11:55	What AgVantage Payroll Can Do for You & CDD	_____
11:00-11:55	Training Your Brain for Success	_____
11:00-11:55	Connecting AgVantage with Excel	_____
11:00-11:55	New Users' Overview of AgVantage—Legacy & EDGE	_____
11:00-1:45	What is AgV EDGE? Overview/Implementa., Pts. 1 & 2	_____
11:00-11:55	Energy Collaboration	_____
12:50-1:45	Saving Time w/ETA & CDD	_____
12:50-1:45	Simplifying Accounts Payable w/Technology	_____
12:50-1:45	Financial Statements & Sales Reporting w/AgV EDGE	_____
12:50-1:45	Intro to AgVantage Accounts Receivable	_____
12:50-1:45	Workshop: Conflict Management	_____
2:00-2:55	New EDGE Accounts Payable & CDD	_____
2:00-2:55	EDGE Agronomy Cust. Info, Mapping & Order Creation	_____
2:00-2:55	Training Tips on AgV. & Cross Training	_____
2:00-2:55	Adv. AgVMenu & EDGE Security Regulating Access	_____
2:00-2:55	Grain Processes—A Day in the Life of a Kernel of Grain	_____
2:00-2:55	NEW EDGE Customer Portal	_____
2:00-2:55	Workshop: Effective Communication in the Workplace	_____
2:00-2:55	Inventory Collaboration	_____
3:10-5:15	Query Basics, & Intern., Advanced Pts. 1 & 2, Lab	_____
3:10-4:05	EDGE Agronomy Dispatching & Application	_____
3:10-4:05	What EDGE & Legacy AP Can Do For You	_____
3:10-4:05	IBM—What's Old and What's New?	_____
3:10-4:05	Daily Grain Activity Solutions	_____
3:10-4:05	Actionable Insights & Increased Efficiencies w/DTN	_____
3:10-4:05	Cross Selling: Encompassing Total Customer Needs	_____
3:10-4:05	Patronage Collaboration	_____
4:20-5:15	EDGE Agronomy Roundtable & CDD	_____
4:20-5:15	HR—Topics & Networking	_____
4:20-5:15	IT Day-to-Day Tasks	_____
4:20-5:15	Managing Risk Assessment for Your Grain Dept.	_____
4:20-5:15	New EDGE Item/Inventory Portal & CDD **	_____
4:20-5:15	Creating a Collaborative Team in Your Company	_____

**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 6, 2018) 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 2019 National Conference. If you cancel after 6/6/18, no refunds are available except for severe emergencies. Canterbury Park tickets are not refundable after 6/6/18, unless they are resold.

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

## Thursday, June 21

TIME	SESSION DESCRIPTION	ATTENDING
9:30-11:35	Intermediate Excel, Pts. 1 & 2, Lab	_____
9:30-10:25	Getting Started in Inventory	_____
9:30-11:35	A Day in the Life of an Energy Call, Pts. 1 & 2	_____
9:30-10:25	Replacing Client Access	_____
9:30-10:25	Save Time w/Elec. Deliv.—AgV to Patrons & Paperless	_____
9:30-10:25	EDGE Grain Management Position Reports	_____
9:30-10:25	EDGE Seed **	_____
9:30-10:25	EDGE Commodity DPR & CDD **	_____
10:40-11:35	New EDGE Item/Inventory Portal & CDD **	_____
10:40-11:35	How Companies & IT Teams Work w/Their Employees	_____
10:40-11:35	New eAgVantage Portal for Producer Access, CDD	_____
10:40-11:35	Email Grain Contracts & Settlements	_____
10:40-11:35	Seed Inventory & Electron. Messaging w/ Seed Manuf.	_____
1:30-2:25	Inventory Location Transfers & Physical Adjustments	_____
1:30-2:25	EDGE Feed	_____
1:30-2:25	EDGE Energy—All of the Basics & More	_____
1:30-2:25	Cybercrime & PCI—an Update for Leaders	_____
1:30-2:25	eAgVantage AR Statements & Payments via the Web	_____
1:30-2:25	Grain Setup for Advanced Users	_____
1:30-2:25	Seed Roundtable & CDD	_____
1:30-2:25	EDGE G/L Collaboration & CDD	_____
2:40-3:35	AgVantagePC Grain Scale & CDD	_____
2:40-3:35	Item Pricing, Global Price Upd. & Price Spreadsheets	_____
2:40-3:35	EDGE Energy Dispatching & Mapping	_____
2:40-3:35	In-Depth Look at IT Security Measures	_____
2:40-3:35	AR Statement Formats & Options & CDD	_____
2:40-3:35	Tax Reform's Impact on Agribusiness	_____
2:40-3:35	Monsanto & AgV.—Increase Effic. & Eliminate Dual Entry	_____
2:40-3:35	Grain Collaboration	_____
3:50-4:45	AgVantagePC Invoicing	_____
3:50-4:45	Inventory Costing & Analysis	_____
3:50-4:45	Energy Roundtable & CDD	_____
3:50-4:45	IBM i Access Client Solutions	_____
3:50-4:45	Controllers' Roundtable	_____
3:50-4:45	Grain Roundtable & CDD	_____
3:50-4:45	Using EDGE CRM Mgmt. Tools & Cross Selling **	_____
3:50-4:45	Agronomy Collaboration	_____

## Friday, June 22

TIME	SESSION DESCRIPTION	ATTENDING
8:50-9:45	eAgVantage - The Power of GAP Reporting	_____
8:50-9:45	Workshop: Building Workplace Trust	_____
8:50-9:45	Using EDGE CRM Mgmt. Tools & Cross Selling **	_____
8:50-9:45	IBM DB2 Web Query Overview	_____
8:50-10:50	Credit & Coll., Credit Policies, Xfers, Merges Pts. 1 & 2	_____
8:50-9:45	EDGE Seed Collaboration	_____
9:55-12:00	EDGE Grain Operations, Pts. 1 & 2 **	_____
9:55-10:50	Workshop: Team Building	_____
9:55-10:50	Tips & Hints, Organ. Paper Train (Virtual & Physical)	_____
9:55-10:50	EDGE Seed **	_____
11:05-12:00	Legislation Affecting Agriculture	_____
11:05-12:00	Inventory Adjustments—What files are Used & When	_____
11:05-12:00	EDGE Agronomy	_____
11:05-12:00	EDGE Commodity DPR **	_____

	Fee thru 5/22/18	Fee 5/23/18 or later	
<b>Full Conference Registration</b> (Wed/Thurs./Fri., Includes breakfasts/lunches/breaks)	<b>\$595</b>	\$695	\$ _____
One Day Registration: \$350 for 1 day (early bird \$299 for 1 day)	<b>\$299</b>	\$350	\$ _____
<small>Please note any special food needs, such as vegetarian or gluten-sensitive: _____</small>			
<b>Optional Spouse/guest Meals</b> (\$35 per meal)			
___Wed. Lunch ___Thurs. Breakfast ___Thurs. Lunch ___Fri. Breakfast	<b>\$ 35</b>	x _____	= \$ _____
<b>Wednesday evening Social Event 6:00-9:15pm</b>			
RSVP to help us determine dinner numbers. This is a free event for you & your guest <b>RSVP # attending Wed. evening dinner</b> _____			
<b>Thursday evening—Canterbury Park—Dinner and Horse Racing</b> (details pg. 12) (This event is subsidized by AgVantage) Transportation/Dinner/Horse Races/Networking! (spouse/guest welcome)	<b>\$ 35</b>	x _____	= \$ _____
<b>Payable to: AgVantage Software, Inc., 107 Wood Lake Dr. SE, Rochester, MN 55904</b>	<b>TOTAL ENCLOSED</b>		= \$ _____

**\$100 Early Bird Discount!**  
**PLUS 5th Person Free Program!** Both apply only to full conference registrations received by Tuesday, May 22, 2018.

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](mailto:loric@agvantage.com) Please send payment to AgVantage the same day the fax is sent. Thank you!

AgVantage National Conference Registration



*"Find a group of people who challenge and inspire you, spend a lot of time with them, and it will change your life." – Amy Poehler*

*"It is the long history of humankind (and animal kind, too) that those who learned to collaborate and improvise most effectively have prevailed." – Charles Darwin*

**AgVantage<sup>®</sup>**  
**Software**

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[www.agvantage.com](http://www.agvantage.com)

