

WEDNESDAY, JUNE 20

7:30-8:00 Registration—Continental Plus Breakfast - Sponsor Exhibits, Waconia Ballroom
 8:00-9:30 Welcome & Intro - Lori Campbell, Conference Mgr., Waconia Ballroom
 Keynote: **Collaboration: The Core of AgVantage** - Michelle Blomberg, President/ CEO
 9:30-9:45 Break
 9:45-10:45 Keynote—**The Proper Care & Feeding of Your Attitude**, Roger Seip, Professional Speaker & Comedian

	Owatonna I & II - Lab	Lecture	Lecture	Lecture	Lecture	Lecture	Lecture	SHAKOPEE Boardroom
11:00 - 11:55	EDGE Grain Operations Pt. 1 ** R. Larsen & K. Tidd & B. Dvorak L. Bilderback	A Day In The Life of an Agronomy Order, Pt. 1 T. Schwarzrock & T. Machutt & J. Sprecher M. Smark	What AgV. Payroll Can Do For You & CDD V. Ahlers K. Ehlen B. Fohrman	Training Your Brain for Success Roger Seip P. Hawes	Connecting AgVantage with Excel M. Meyer D. Welter	New Users' Overview of AgVantage—Legacy & EDGE, Print Spool & More! R. Prinsen L. Sick	What Is AgVantage EDGE? Overview & Implementation, Pt. 1 T. Willems & C. Bohanon G. Elliott	Energy Collaboration D. Klingfus J. Schneider K. Birnbaum

11:55-12:50 Lunch Waconia Ballroom, 1-4

12:50 - 1:45	EDGE Grain Operations Pt. 2 ** R. Larsen & K. Tidd & B. Dvorak L. Bilderback	A Day In The Life of an Agronomy Order, Pt. 2 T. Schwarzrock & T. Machutt & J. Sprecher M. Smark	Saving TIME w/Employee Time & Attendance (ETA) & CDD V. Ahlers B. Klingfus B. Fohrman	Simplifying Accounts Payable with Technology Konica Min. AgV. Edge Jeff McWilliams Martin Kirby P. Hawes	Financial Statements & Sales Reporting w/ AgV. Edge K. Ehlen & D. Nemechek M. Blomberg	Intro To AgVantage Accts. Receivable M. Sirosky K. Wendricks L. Sick	What Is AgVantage EDGE? Overview & Implementation, Pt. 2 T. Willems & C. Bohanon Elliott/Welter	Workshop: Conflict Management Michael Garner
--------------	---	---	---	--	---	--	--	--

2:00 - 2:55	NEW Edge Accounts Payable & CDD K. Ehlen V. Ahlers C. Hays B. Fohrman	EDGE Agronomy Customer Info, Mapping & Order Creation T. Machutt & T. Schwarzrock & J. Sprecher	Training Tips on AgV. & Cross Training L. Sick M. Smark	Advanced AgVMenu & EDGE Security Regulating Access Christensen B. Belcher Birnbaum/Johnson	Grain Processes- A Day in the Life of a Kernel of Grain B. Dvorak D. Nemechek L. Bilderback	NEW EDGE Customer Portal K. Wendricks R. Prinsen M. Blomberg	Workshop: Effective Communication in the Workplace M. Garner T. Willems	Inventory Collaboration M. Meyer C. Bohanon P. Badger
-------------	--	---	--	--	---	--	--	---

2:55—3:10 Break

3:10 - 4:05	Query Basics, & Intern. Pt. 1 M. Smark D. Welter B. Johnson	EDGE Agronomy Dispatching & Application J. Sprecher & T. Schwarzrock T. Machutt	What EDGE AP Can Do For You Co-Instructors K. Ehlen & V. Ahlers B. Fohrman	IBM—What's Old and What's New? B. Belcher W. Christensen L. Sick	Daily Grain Activity Solutions K. Tidd B. Dvorak G. Elliott	Actionable Insights and Increased Efficiencies with DTN Mary Tangen L. Bilderback	Cross Selling: Encompassing Total Customer Needs Jessica Smith M. Blomberg	Patronage Collaboration K. Wendricks R. Prinsen C. Bohanon
-------------	---	--	--	--	---	--	---	--

4:20 - 5:15	Query Advanced, Pt. 2 M. Smark D. Welter B. Johnson	EDGE Agronomy Round Table & CDD T. Schwarzrock & J. Sprecher & T. Machutt C. Bohanon	HR—Topics & Networking Lolly Gorze V. Ahlers P. Hawes	IT Day-to-Day Tasks W. Christensen & D. Streiff B. Belcher	Managing Risk Assessment for Your Grain Dept. Dan Uttech R. Larsen G. Elliott	NEW EDGE Item/Invent Portal & CDD ** K. Ehlen & K. Wendricks C. Hays L. Sick	Creating a Collaborative/Team in Your Company M. Blomberg T. Willems	Open Collaboration
-------------	---	---	---	---	---	--	---	---------------------------

6:00 – 9:15 Social Event— Dinner & Live Band—Martin Zellar and the Hardways Please RSVP when registering for the conference. Free event for conference attendees & a guest.
 6:00-7:00 Social & Dinner
 7:00-8:00 1st Set—Martin Zellar and the Hardways
 8:15-9:15 2nd Set

THURSDAY, JUNE 21

6:00-7:00 Fitness Walk w/Rod Larsen & Bonnie Fohrman - meet at the top of the escalators
 7:30 - 8:15 Breakfast - Waconia Ballroom, Sponsor Exhibits
 8:15-9:15 **"The Power of Positivity: Strategies to Build Your Mental Strength"**,
 Cindra Kamphoff Ph.D. Professional Speaker, MN Vikings Sports Psychologist

	Owatonna I & II - Lab	Lecture	Lecture	Lecture	Lecture	Lecture	Lecture	SHAKOPEE Boardroom
9:30-10:25	Intermed. Excel, Pt. 1 T. Bell D. Welter B. Klingfus	Getting Started in Inventory T. Willems & K. Ehlen C. Hays	A Day In The Life of an Energy Call, Pt. 1 D. Klingfus & J. Schneider & MJ Meyer K. Birnbaum M. Smark/L. Sick	Replacing Client Access B. Belcher W. Christensen	Save Time w/ Electronic Delivery - AgV.toPatron & Going Paperless B. Johnson D. Bohanon	EDGE Grain Mgmt. Position Reports R. Larsen & D. Nemechek G. Elliott L. Bilderback	EDGE Seed ** T. Machutt D. Hammond	EDGE Commodity DPR & CDD ** R. Prinsen M. Meyer P. Badger B. Fohrman

10:40 - 11:35	Intermed. Excel, Pt. 2 T. Bell D. Welter B. Johnson	NEW EDGE Item/Invent Portal & CDD ** K. Wendricks & K. Ehlen Hays/Fohrman	A Day In The Life of an Energy Call, Pt. 2 D. Klingfus & J. Schneider & MJ Meyer K. Birnbaum M. Smark/L. Sick	How comp. & their IT Teams work w/ Their Employ. to get AgV. installed, upgraded, informed, etc. Andrew Gladden Doug Yoder M. Blomberg B. Belcher	NEW eAgV Portal for Producer Access CDD Co-instructors T. Willems D. Hammond P. Badger	Email Grain Contracts & Settlements D. Nemechek L. Bilderback G. Elliott	Seed Inventory & Electron. Messaging w/ Seed Manuf. C. Bohanon & T. Machutt	Open Collaboration
---------------	---	--	---	--	---	--	---	---------------------------

11:45-12:30 Share Your Wisdom Roundtables - Waconia Ballroom

12:30-1:30 Lunch—Waconia Ballroom

1:30-2:25	Inventory - Transfers & Physical Adjustments M. Meyer R. Prinsen C. Hays T. Schwarzrock	EDGE Feed K. Wendricks D. Hammond G. Elliott M. Smark V. Ahlers	EDGE Energy-All of the Basics and More D. Klingfus & MJ Meyer & J. Schneider L. Sick K. Birnbaum	Cybercrime & PCI—an Update for Leaders Mark Eich B. Belcher Christensen	eAgVantage AR Statements & Payments via the Web D. Nemechek M. Sirosky P. Badger M. Blomberg	Grain Setup for Adv. Users K. Tidd B. Dvorak L. Bilderback	Seed Roundtable & CDD T. Machutt & C. Bohanon J. Sprecher R. Larsen	EDGE G/L Collaboration & CDD K. Ehlen T. Willems B. Fohrman
-----------	--	---	--	---	---	--	---	---

2:40 - 3:35	AgVPC Grain Scale & CDD T. Machutt D. Welter L. Bilderback	Item Pricing-Global Price Updates & Price Spreadsheets Upload K. Wendricks M. Meyer T. Willems	EDGE Energy Dispatching & Mapping J. Schneider MJ Meyer D. Klingfus Kyle Knutson Hays/Sick K. Birnbaum B. Fohrman	In-Depth Look at IT Security Measures B. Belcher D. Streiff	A/R Statement Formats & Options & CDD M. Sirosky R. Prinsen	Tax Reform's Impact on Agribusiness Rebecca Smith Ahlers / Elliott	Monsanto & AgV Collaborate to Increase Efficiencies—Eliminate Dual Entry Kim Flaughter Julie Bauman S. Rockafellow C. Bohanon	Grain Collaboration B. Dvorak R. Larsen J. Sprecher M. Smark
-------------	--	--	---	--	--	---	--	---

3:35-3:50 Break

3:50-4:45	AgVPC Invoicing K. Wendricks D. Welter B. Klingfus	Inventory Costing & Analysis C. Bohanon M. Meyer C. Hays	Energy Roundtable & CDD MJ Meyer D. Klingfus D. Hammond B. Fohrman	IBM i Access Client Solutions B. Belcher Christensen D. Streiff	Controllers' Roundtable T. Willems R. Prinsen P. Hawes G. Elliott	Grain Roundtable & CDD K. Tidd L. Bilderback R. Larsen Smark/Dvorak	Using EDGE CRM Mgmt. Tools & Cross Selling ** J. Schneider J. Pratt D. Hammond Sick/Badger K. Birnbaum	Agronomy Collaboration T. Schwarzrock T. Machutt J. Sprecher
-----------	--	--	---	---	--	--	--	--

Canterbury Park—Buffet Dinner & Horse Racing— Long Shots Party Room
 5:40 - Load buses, 15 minute ride
 6:00 - Dinner Buffet will end at 7:30
 6:30 - Horse Races Begin
 8:00-10:30 - Stay as long as you like. Continuous trolley service 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
 7:15 - 8:15 Breakfast - Waconia Ballroom
 8:15 - 8:40 **A Day In The Life of AgVantage Collaboration** -Theresa Willems,
 V.P. Customer Services

	Owatonna I & II - Lab	Lecture	Lecture	Lecture	Lecture	Lecture	SHAKOPEE Boardroom
8:50 - 9:45	eAgVantage The Power of the GAP Reporting R. Larsen B. Johnson L. Sick	Workshop: Building Workplace Trust Michael Garner P. Hawes D. Welter	Using EDGE CRM Mgmt. Tools & Cross Selling ** J. Schneider D. Hammond G. Elliott M. Smark	IBM DB2 Web Query for i Overview D. Nemechek K. Wendricks	Credit & Collections, What Are Your Credit Policies? Pt. 1 R. Prinsen D. Klingfus	EDGE Seed Collaboration T. Machutt B. Fohrman	

9:55 - 10:50	EDGE Grain Operations Pt. 1 ** R. Larsen B. Dvorak L. Bilderback M. Smark	Workshop: Team Building Michael Garner K. Wendricks	Tips & Hints, & Organizing Your Paper Trail (Virtual & Physical) V. Ahlers L. Sick	EDGE Seed ** T. Machutt D. Hammond C. Bohanon B. Fohrman	Credit & Collections, Transfers & Merges, Pt. 2 R. Prinsen D. Klingfus	Open Collaboration	
--------------	--	--	---	---	---	---------------------------	--

10:50-11:05

11:05-12:00	EDGE Grain Operations Pt. 2 ** R. Larsen B. Dvorak D. Nemechek L. Bilderback L. Sick M. Smark	Legislation Affecting Agriculture G. Elliott P. Hawes	Inventory Adjustments What files are Used & When M. Meyer K. Ehlen	EDGE Agronomy T. Schwarzrock T. Machutt	EDGE Commodity DPR ** R. Prinsen B. Fohrman P. Badger	Open Collaboration	
-------------	--	--	---	--	---	---------------------------	--

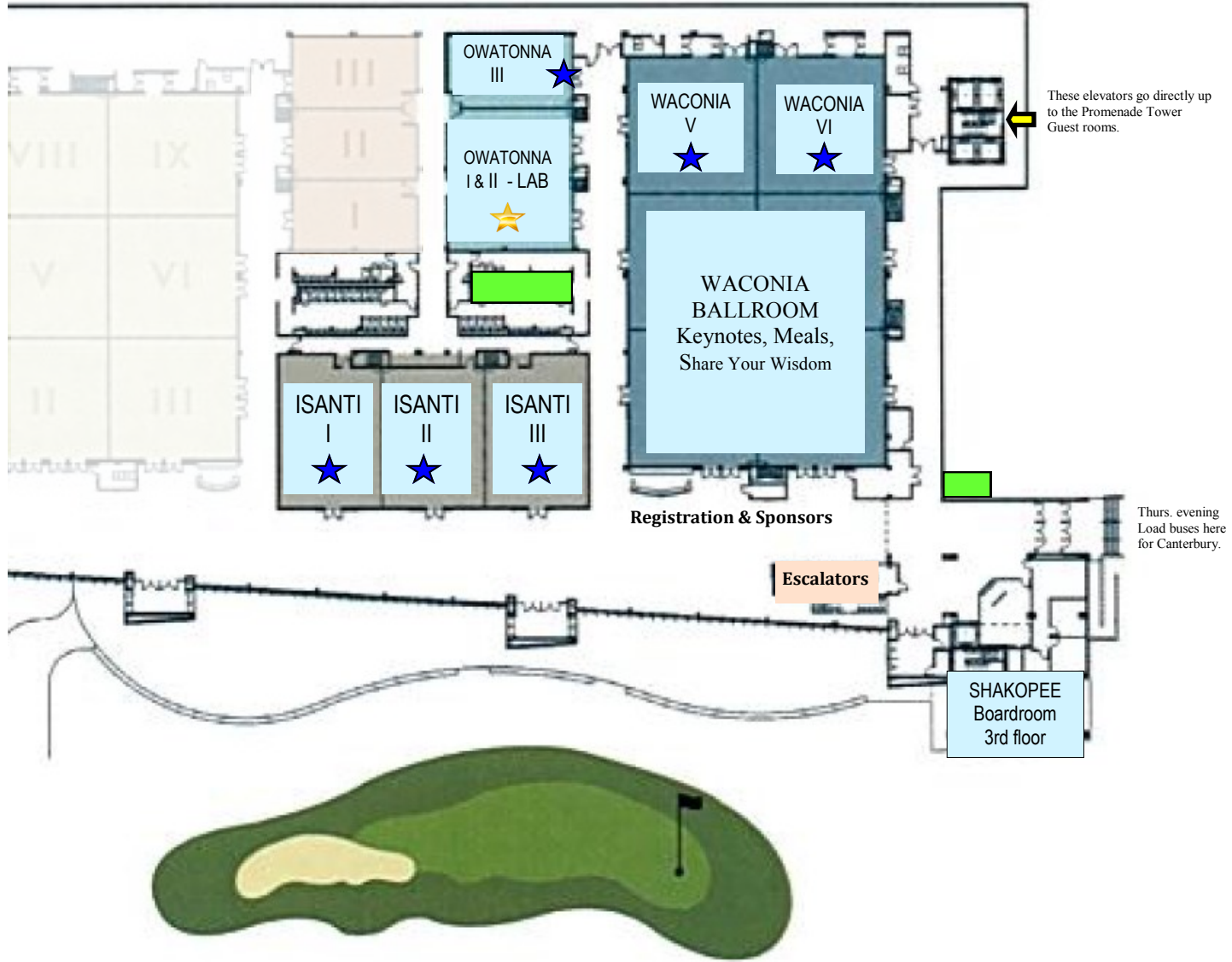
** Indicates session is offered more than once.

Special thanks to our customers who are teaching sessions. Your willingness to assist us is very much appreciated!

Open Collaboration—you may propose a topic and have others join you in the Shakopee boardroom. The topic will be announced on the conference app

CDD—Customer Driven Development—Customer Input Session for future development.

Mystic Lake Center—Meeting Room Layout



- ★ AgVantage Lectures
- ★ Lab
- Restrooms

Note: There is no 2nd floor in the Mystic Lake Center.

Thurs. evening
Load buses here
for Canterbury.