



Nationally-known consultant **Dick Wittman** will open the FBS 2018 **Ag Software Success Summit** on August 22nd with an in-depth management accounting workshop, entitled,

“Using Management Accounting to Link Financial Performance Analysis and Strategic Thinking.”

Few farmers understand cost structures and the strategic decisions that differentiate successful farms from those struggling financially. This presentation is a primer course that showcases new initiatives in the farm management arena to implement professional managerial accounting systems.

Participants attending this seminar will:

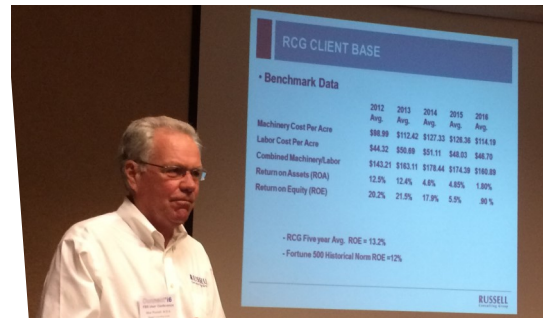
- Become familiar with new initiatives and guidelines being developed by the Farm Financial Standards Council to implement professional managerial accounting systems in farm business operations.
- Gain an improved understanding of the linkage between financial analysis and strategic decision making.
- Learn how to use ratio analysis and the Dupont Model to evaluate whole farm business performance and the impact of alternative strategic shifts to improve operational efficiency, capital asset management, and use of debt leverage.
- Become familiar with a broad range of technical issues and concepts that must be understood before managerial accounting can be successfully implemented.
- Gain hands-on access to training and implementation strategies necessary to lead clients through the process of adopting managerial accounting practices.

Regardless of which stage you are in implementing management accounting in your operation you'll find Dick's 4-hour, interactive presentation thought-provoking and practical.

How you'll benefit from the Software Success Summit



This year's **Software Success Summit** will help you achieve greater insight, effectiveness, and execution through the power of management accounting guided by world-class experts, encouraged by your peers and augmented through technology integration.



Compare your crop and pork production cost benchmarks with elite ag producers from across North America.



Network and relax with other top production and financial professionals at lunch, breaks and the Mississippi dinner cruise.

Summit Agenda

Wednesday, August 22nd

- 7:30 am Registration.
- 8:00 am Introductions and Innovative Idea Exchange.
- 9:00 am Using Management Accounting to Link Financial Performance Analysis and Strategic Thinking. Dick Wittman
- 12:00 pm Lunch.
- 1:00 pm Using Management Accounting (continued) Dick Wittman
- 2:00 pm Management Accounting In the Real World. Producer Panel
- 3:00 pm Scaling the Management Accounting Mountain Together Consultant Panel
- 3:45 pm Descent to the Bottom (of Costs). 2017 Corn-Soybean Cost Benchmarks. John McNutt and Bill Haupts
- 4:15 pm FBS NextGen Software. FBS Staff and Partners
- 6:00 pm Mississippi River Dinner Cruise.

Thursday, August 23rd

- 8:00 am Breakout Training Sessions.
- Track 1: Mastering FBS**
 - Understanding Accounting and Center Setup.
 - The When, Why and How of Accounting Entries.
 - Essential Accounting Reports.
 - Accounting “Bells and Whistles.”
- Track 2: Management Accounting**
 - How Professional Services Can Support FBS.
 - Controller’s Corner Panel.
 - The Trees and Forest of FBS Management Accounting.
 - Integrating ABC with the IoT (Internet of Things).
- 12:00 pm Lunch.
- 1:00 pm Breakouts Continue.
- Track 1: Livestock**
 - 2017 Pork Production Cost Benchmarks. John McNutt
- Track 2: Crops and General Topics**
 - Importing Livestock Data.
 - Basic Crop Input and Reports.
 - Importing Crop Data.
 - Software Visioning.
- 4:00 pm Adjourn.

What Past Years' Attendees Say:

- “Very beneficial for new users.”
- “Awesome—very interactive—highly recommended!”
- “Very well organized. Informative topics.”
- “A great place to exchange ideas and receive new information that can be implemented on the farm.”
- “Very good—great variety of topics—something for everyone.”
- “Great to meet the staff and ask specific questions.”



To reserve your room at the **Stoney Creek Inn** call 800.659.2220 and request the FBS room block. **Hotel reservations must be made by July 20th to ensure availability and rates.**

Two day registration: \$395, \$195 2nd person
After July 20: \$495, \$295 2nd person
One day registration: \$295, \$145 2nd person
After July 20: \$395, \$245 2nd person

Call: FBS @ 800.437.7638 / Ext. 2
E-mail: sales@fbssystem.com, visit fbssystem.com/FBS-Farm-Computer-User-Conference-1-1 or scan the QR code on the left to register through your mobile device. Save by registering by July 13th.



Scan to register through your mobile device.

Featured Speakers

Dick Wittman

Wittman manages a 19,000-acre dry land crop, range cattle and timber operation in northern Idaho in partnership with three other family partners. He also provides **workshops and private consulting to farm, ranch and agricultural support businesses.**



He is past president of the **Farm Financial Standards Council**, contributing editor for **Farm Futures** magazine, has served on the faculty for the **TEPAP Ag Executive Program** in Austin, Texas, and is an adjunct faculty member of **Texas A&M University**. He is also a founding member of **familybusiness.ag**, a peer group of consulting professionals promoting excellence and integrity and empowering continuity in the agricultural family business consulting profession.

Casey Westphalen, MBA

Director of Business Solutions/ CFO at NutriQuest, Casey helps livestock producers establish financial planning, monitoring and benchmarking tools that are grounded in the key production aspects of the business.



Jennifer Brown, CPA

Prior to joining **NutriQuest**, Jennifer served as **CFO and Controller** for a company with multi-state operations in grain farming, livestock production and timber management.



John McNutt, MBA

Past president of the **National Pork Producers Council**, John is a business analyst and consultant with **LattaHarris, LLP.**



Bob Krogmeier, CPA

Bob specializes in corporate, partnership, and personal tax preparation; business analytics; managerial accounting; budgeting; internal auditing at **LattaHarris LLP.**



Kent Mogler

After 33 years in corporate manufacturing, financing and IT, Kent is innovating in his Iowa family livestock and grain operation and providing guidance to FBS clients.



Brian Metzger

For the past 6 years, Brian has served as Controller of Pig Hill Company, a multi-generational farming operation which produces hogs, cattle, and crops in Northwest Iowa.



Bernard Peterson

Farm Journal's 2015 Top Producer was an early adopter of management accounting in his Kentucky family-owned 16,000 acres operation.



Lance Fulton, CPA

After 25 years of accounting experience, Lance is working with select members of the ag industry to refine systems and technologies that will present a financial picture of the operation in as real time as possible.



Scan this code to register through your mobile device.

FBS
SYSTEMS INC.
1855 55th Avenue
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Announcing the 2018 FBS Software Success Summit
August 22-23



Dick Wittman
Guest Speaker

Date: 8.22-23.18

River's Bend Conference Center
Moline, Illinois

Sponsored by:

