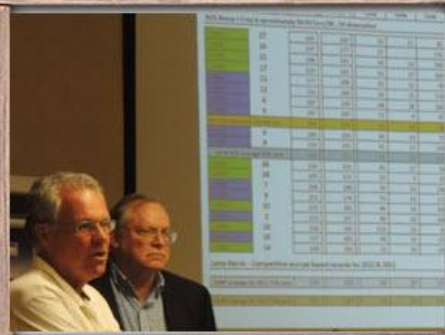


WINDOWS OF



OPPORTUNITY

**AG SOFTWARE USER CONFERENCE
AUGUST 22-23, MOLINE, ILLINOIS**

<http://www.fbssystems.com/archives/presentations/2017-fbs-user-conference>

[PollEv.com/normanbrown642](https://www.poll-ev.com/normanbrown642)

NORMANBROWN642 to 22333

Farm/Trust Manager Workshop

Monday, August 21 9:00 AM

1. Setup tips

- a. Farm setup
- b. Sweep control
- c. Interest spread
- d. Management fees
- e. Bank and ledger accounts
- f. Enterprises

2. Operation procedures

- a. Routine transactions
- b. How management fees accrue and are relieved
- c. Asset register
- d. Best cash management practices
- e. What accounts payable/receivable add

3. Reports

- a. Unformatted client reports
- b. Template reports
- c. Internal financial reports
- e. Automated client reporting

4. Budgets

5. Crop production and inventories

7. Contracts

8. Scanner interface

9. ManagerView database and REIT

FBS Data Mining Workshop

Monday, August 21 1:00 PM

- 1. Financial statements**--report level, template and column options
- 2. Crop and Feeding Cost Analysis**--templates and column options
- 3. Consolidated Cost Analysis**--mastering the "monster"
- 4. Smart Feeder User-Defined Reports**
- 5. Adding graphs** to FBS reports
- 6. TransActon Plus User-Defined Report**
 - a. Utilizing the "audit trail" data fields
 - b. Creating "pivot tables" in UD Reports
- 7. Exporting to Excel**
- 8. Accessing through Access**
- 9. Unlocking the power of Report Generator**
- 10. Automated Batch Reporting**

FBS 2017 User Conference Agenda

Tuesday, August 22

- 9:00-9:30 a.m... **General Registration.** (Salon A)
- 9:30 a.m. **Introductions and Innovative Idea Exchange.** Norm Brown
- 10:30 a.m..... **Software Survey Results and Opportunities.**
- 10:45 a.m..... **“The Farmers of Our Future.”** Jeanne Bernick
- 12:00 p.m. **Lunch** (Salon B)
- 1:00 p.m. **“Assessing Tech: Five Top Trends to Watch for in 2018 and Beyond”**
Willie Vogt
- 1:45 p.m. **“How Low Can You Grow?”** John McNutt
(2016 corn-soybean production costs benchmarks) Moe Russell
- 2:30 p.m..... **Integration Partners Panel.**
Jack Makowski, **Conservis**
Brian Watkins, **Cropzilla**
Andy McGarry, **Granular**
Erik Nankivil, **Maximus**
Doug Applegate, **Praxidyn**
- 3:30 p.m. **“Pop-up” Roundtables.**
- 4:30 p.m..... **“New Opportunities in Software.”** Martin Travolia
Mike Boggs
- 5:00 p.m. **Adjourn.**
- 6:00 p.m. **Prime Rib Dinner Cruise** sponsored by  **CONSERVIS** (Celebration Belle)

Wednesday, August 23

Concurrent Breakout Training Sessions

Time	John Deere Room	Salon A
8:00 am	<p>“Basic Data Entry”</p> <p>(Checks, deposits, journal entries, payables, receivables and reports that support them.)</p> <p>– Sarah Dixon</p>	<p>“Work in Process (WIP) Fundamentals”</p> <p>(What WIP tells you about your business and how it works.)</p> <p>– Mike Boggs</p>
9:00 am	<p>“Reports: What, When and How?”</p> <p>(Income Statement, Balance Sheet, Trial Balance, Check Reconciliation, A/P Cash Requirements and Aging, 1099s.)</p> <p>– Sarah Dixon</p>	<p>“Controller’s Corner”</p> <p>(Accounting case studies and virtual controller experiences.)</p> <p>– Mike Boggs</p>
10:00 am	<p>“Going Beyond TransAction Plus”</p> <p>(Adding crops and livestock to your accounting)</p> <p>– Sarah Dixon</p>	<p>“Multiple Companies and Accounting Systems”</p> <p>(How to track and report multiple entities and interface with other accounting systems.)</p> <p>– Mike Boggs & Norm Brown</p>
11:00 am	<p>“Productivity Tools and Tips”</p> <p>(Importing/Export, Scanner, ACH, Macros, Inter-company AP/AR.)</p> <p>– Sarah Dixon</p>	<p>“Accounting for Your Marketing Results”</p> <p>(Analyze your purchasing, marketing and risk management by crop year and production flow.)</p> <p>– Norm Brown</p>
12:00 pm	Lunch in Salon B	
1:00 pm	<p>“CropZilla Scenario Analysis”</p> <p>(See the financial impact and effect on your schedule from land and machinery changes.)</p> <p>– Brian Watkins</p>	<p>“Pork Cost of Production Benchmarks”</p> <p>(Get an in-depth look at the LattaHarris 2016 phase-by-phase pork production costs.)</p> <p>– John McNutt</p>
2:00 pm	<p>“New Field Integration Opportunities”</p> <p>(Learn how to integrate and monitor your budgets with your FBS accounting, crop and livestock records.)</p> <p>– Sarah Dixon</p>	<p>“High Performing Livestock Facilities”</p> <p>(Watch a live demonstration of system for remotely and safely managing poultry, hog and dairy facilities.)</p> <p>– Erik Nankivil</p>
3:00 pm	<p>“Idea Exchange Solutions”</p> <p>(Wrap up the conference with solutions you can take home with you.)</p> <p>– Sarah Dixon & FBS Team</p>	<p>“A Concise, Complete and Current Cloud Management Platform”</p> <p>(Pork Profit Center dashboard and database.)</p> <p>– Norm Brown</p>
4:00 pm	Adjourn	

Speakers



Jeanne Bernick

A consultant with accounting and consulting firm **K-Coe Isom** Jeanne matches the needs of large producers with K-Coe's talent and tools. She's also one of the top editors in ag media, growing **Top Producer** magazine into a leading brand.



Willie Vogt

As Executive Director of Penton Ag Willie oversees an editorial business that includes 24 magazines (including **Farm Futures** and **Farm Industry News**) and more than 29 websites where he covers the "hardware and software" of agriculture.



Moe Russell, M.B.A.

President of Russell Consulting Group, Moe specializes in risk management, H.R. management, business planning and feasibility analysis.



John McNutt, M.B.A.

Past president of the National Pork Producers Council, John is a business analyst and consultant with the CPA firm **Latta, Harris, Hanon & Penningroth, LLP**.



Doug Applegate

A farmer and entrepreneur from southwest Iowa, Doug's interest in engineering and mechatronics is shared with his sons and has led to their new company, **Praxidyn**.



Jack Makowski, M.B.A.

Marketing Segment Manager at **Conservis** which provides enterprise ag management solutions that connect people, resources and systems.



Andy McGarry

Director of Customer Support for **Granular**, Andy has worked with Granular since it launched in the summer of 2014 and leads the team that supports farmers and designs new processes to ensure the ease of use for Granular.



Erik Nankivil

Regional Sales Manager for **Maximum Ag Technologies**, Erik has 36 years of management and marketing experience in the swine industry.



Brian Watkins, MBA

CEO of **CropZilla** decision support software, Brian has also been a partner at Watkins Farms for over 30 years farming nearly 8,000 acres of corn, soy and wheat in central Ohio.



Mike Boggs

FBS's Director of Professional Services, Mike provides accounting training and support as well as "virtual controller" services to FBS clients.



Sarah Dixon

As **FBS's Sales and Support Coordinator**, Sarah helps FBS clients achieve success through one-on-one training and webinars.



Martin Traviolia, Ph.D.

The **FBS Director of Development** brings 20 years of software engineering and management experience from the corporate world to the FBS "skunkworks" to your farming operation.