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# AgriSolutions® Advantage

August 2009

## Our Tools, Your Success

### At a Glance:

- Understanding Your AgManager® Reports 2
- Personnel Growth 2
- Getting to Know Our Producers 3

### Technical Support Hours

Regular Office Hours

Monday—Friday  
8 am—5 pm CST

OUR OFFICE WILL  
BE CLOSED:

Labor Day,  
September 7

## AgriSolutions Introduces New Credit Sourcing Service

AgriSolutions is pleased to announce a *new Credit Sourcing Service* designed to assist our clients in securing credit in this ever-tightening lending environment.

We designed this new service to assist both our current and prospective clients in securing credit. Over the last year, many clients shared with us that the lending environment, even in agriculture, is in a transition. The type of financial information required as well as the level of loan dollars available is changing rapidly. Some clients are even experiencing a need

for “CPA-reviewed” financials. If this has happened to your operation, please continue to read this article and call us today to discuss solutions to your credit sourcing needs.

If you have experienced challenges communicating with lenders about your financial information or negotiating favorable loan terms, call us. AgriSolutions personnel can help. We have staff in place with years of experience in securing financing and negotiating loan terms for agriculture producers.

In addition, AgriSolutions

has developed several credit sources that may be available to prospective borrowers.

If you would like more information about this unique service, please call us toll free:

1-877-372-3003.



### Our Offices

#### Brighton Corporate

##### Headquarters

31832 Delhi Road  
Brighton, IL 62012  
618.372.3000  
1.877.372.3003

#### Bloomington

211 S. Prospect  
Suite 15A  
Bloomington, IL 61704  
309.663.0591  
309.830.5200

#### Greenville

925 E. Harris  
PO Box 393  
Greenville, IL 62246  
618.664.3311  
618.946.2128

## Understanding Your AgManager Reports

***“Which AgManager reports should I look at?”***

***“What do these reports tell me about my business?”***

If you have ever asked yourself one of these questions, then Understanding Your AgManager® Reports is a class for you!

There are a lot of reports available in AgManager and we want to ensure you utilize the reports most important to your management needs. We teach Producing AgManager Reports and Understanding Your AgManager Reports classes monthly.

The Producing Reports class helps you learn to schedule Financial Reports and how to print reports from AgManager. We explain what type of report output is offered in the different report selections. The class also explains what “Pre-

defined” Reports in AgManager are and helps you setup the scheduling of reports.

The scheduling of Financial Reports assures that selected reports are prepared at specified frequencies for specific recipients and ensures consistent reporting.

After you have learned how to view and print reports from AgManager, the logical next step is to understand more about using the reports for management – this is where Understanding Your AgManager Reports comes in!

This class focuses on the uses of the information for Management at the Entity (whole farm) level. It aids in understand the big picture before drilling to the finer detail. During this training session you will learn what reports provide summary of the information and what reports provide details

that back-up the summary.

The main reports on which we focus in this class are the Cash Basis Operating Profit or Loss Statement, Source and Use of Funds, and the Market Basis Statement of Financial Condition.

You will also gain knowledge of the three main uses of financial information which are:

- **Compliance** – Tax management and preparation
- **Credit** – Loan sourcing and renewals
- **Management** – Using financial information to enhance the financial performance of your business

During changing economic conditions it is good to know that AgManager® can provide you invaluable financial information to assist in making decisions

about the future of your business.

Producing AgManager Reports will be held on September 15 at 10:00 am and October 6 at 2:00 pm. Understanding Your AgManager Reports will be held September 17 at 10:00 am and on October 15 at 2:00 pm (Central Time.)

Sign up now by emailing [asiEducation@agrisolutions.com](mailto:asiEducation@agrisolutions.com)

**AgriSolutions  
Advantage**

For Questions or  
Comments

Please Call:

1-877-372-3003 or

[bdroege@](mailto:bdroege@agrisolutions.com)

[agrisolutions.com](http://agrisolutions.com)

## Personnel Growth



AgriSolutions is pleased to announce the employment of Hayley Becker as a full service Accounting Specialist.

Hayley is a May graduate of Illinois College in Jacksonville earning her Bachelor of Science Degree with a double major in Accounting and

Management/Organizational Leadership. Prior to graduation, Hayley interned at H.D. Smith, in Springfield, assisting with the year-end and internal audit process. She was also Student Work Office Manager for 3.5 years at the college and was employed part-time, since 2002, at the Bank of Kampsville. Hayley brings a bright and energetic attitude to our organization with several outstanding academic awards in her resume.

Hayley was raised in Hardin, IL where her grandparents were

farmers; this is where she gained her knowledge of the agriculture industry.

Currently, Hayley lives in Jerseyville and in her free time she enjoys reading, camping, fishing, and spending time with family and friends.

Hayley processes our full service accounts and service bureau accounts.

Please join us in welcoming Hayley to the AgriSolutions team!

## Getting to Know Our Producers



**Carl and Cheryl Robinson**  
Mechanicsville, IA

"Robinmere Farms" as referred to by Carl and Cheryl, is not an official designation. It is the name Carl's uncle, Gorman Robinson used when he raised purebred angus here.

Continuing in the farming tradition of their grandfathers, the base of operations is on a farm purchased by Gorman Robinson from his uncle in the early 1940's. Located in Eastern Iowa, a little town called Mechanicsville is on Highway 30 about 35 miles east of Cedar Rapids.

Living on the family farm of Carl's uncle, Gorman Robinson, Carl worked as an employee of Gorman's for 6 years and then took over the operation in 1983. Along with his wife, Carl runs the operation which consists of 550 Acres of corn, beans, hay and permanent pasture. They

have a 90 head cow/calf herd and feed out 400 head of feeder cattle per year, some of which are their own calves. Carl also offers some custom baling of large round bales, both hay and corn stalks but his favorite part of the day is working with the Cow/Calf operation and feeder cattle.

Carl and Cheryl have 2 daughters and 5 grandchildren. The older daughter lives in California and is married to a computer programmer. They have 2 sons, the elder of which has come to live with Carl and Cheryl to assist on the farm and the other son will be starting high school in the fall. The younger daughter is married to a local farmer. They have 3 children, a son 11, two daughters 7 and 5.

*(Editorial Note: The following words are directly from the Robinson's and have been reviewed and approved by them. AgriSolutions sincerely appreciates their kind remarks about the value of our services even though those words could be construed as negative comments from the Robinson's about their own operation.)*

Starting with AgriSolutions in 1995 after participating in a "Pork College" class sponsored by their bank, they realized after examining 5 years of their records that they

needed to make some drastic changes and quickly or else they would lose their operation. "We credit our ongoing participation with AgriSolutions accounting and advisory services with saving our farming operation and enabling us to maintain our operation in a profitable manner without outside income to supplement it." They credit the Consulting Services as an invaluable tool which enabled them to look at ways to remain profitable. "By reviewing our records with our advisor before making large purchases we have avoided making decisions that might have devastated our operation as well as making purchases we might have hesitated on but which have improved our profitability. We believe the cost of the AgriSolutions services we use are an investment in the future of our operation, a future we might not have had without these services."

Content with the size of their operation, their concerns are to maintain the operation as long as their health permits and to develop the Long Arm Quilting business they have added to Cheryl's sewing alterations business as a way to supplement their retirement income.

## Birthday Business

**Please join AgriSolutions in celebrating our employees birthdays (left to right).**

Alesha Poe, Accounting Assistant— August 1  
Leona Cox, Director of Operations— June 9  
Sandy Gottlob, Accounting Specialist— July 30

### Not Pictured:

John Holcomb, Internal IT— July 18  
Norm Juers, Lead Systems Developer — August 7



## AgriSolutions Products & Services Overview Video

Watch the following video to find out:

- Why AgriSolutions? Our Mission from Allen Lash.
- How can we help your operation succeed?
- Who are the people providing our services?
- If you have a few minutes, and a high-speed connection, please visit our website at: [www.agrisolutions.com](http://www.agrisolutions.com) or click below on the link to see our people, our facility, and learn about our unique, ag-specific products and services.



[Click here to view the introductory video](#)

### Upcoming AgManager® Classes –September thru October, 2009

All Classes are in Central Time

<b>Accounts Payable</b> (1.5 hours) September 25 at 2:00 pm October 30 at 9:00 am	<b>Month End Activities</b> (1.5 hours) September 3 at 2:00 pm October 1 at 9:00 am
<b>Accounts Receivable</b> (1.5 hours) September 24 at 2:00 pm October 29 at 9:00 am	<b>Payroll</b> (1.5 hours) September 16 at 2:00pm October 7 at 10:00 am
<b>Balance Sheet Maintenance</b> (1.5 hours) September 10 at 2:00 pm October 1 at 1:00 pm	<b>Producing Reports</b> (1 hour) September 1 at 2:00pm September 15 at 10:00 am October 6 at 2:00 pm
<b>Coding - Crop</b> (1 hour) September 9 at 10:00 am September 30 at 2:00 pm October 14 at 2:00 pm October 25 at 2:00 pm October 28 at 10:00 am	<b>Standards Concepts</b> (1.5 hours) September 22 at 2:00pm October 27 at 10:00 am
<b>Coding - Dairy</b> (1 hour) September 2 at 10:00 am	<b>Standards Maintenance</b> (1.5 hours) October 23 at 2:30 pm
<b>Coding - Pork</b> (1 hour) September 16 at 10:00 am	<b>Transaction Entry</b> (2 hours) September 9 at 2:30 pm September 23 at 9:30 am October 14 at 10:00 am October 28 at 2:30 pm
<b>Maintenance</b> (1.5 hours) September 8 at 1:30p m September 22 at 10:00 am October 13 at 10:00 am October 27 at 1:30 pm	<b>Understanding Your Reports</b> (1.5 hours) September 17 at 10:00 am October 15 at 2:00 pm
<b>Managerial Accounting</b> (1.5 hours) October 16 at 1:30 pm	<b>Understanding Production Units</b> (1.5 hours) October 2 at 9:00 am

#### Registration Information:

To sign up for a course, or for more information, please call 1-800-454-4524 or e-mail [asieducation@agrisolutions.com](mailto:asieducation@agrisolutions.com).

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