



AgriSolutions® Advantage

July 2010

Helping Agricultural Producers Be Effective Business Managers

At a Glance:

- Getting The Most From Your Accounting System 2
- AgriSolutions First Retiree 3
- Personnel Growth 3

Technical Support Hours

Regular Office Hours

Monday—Friday

8am—5pm CST

Office Will Be Closed:

Labor Day

Monday, September 6

New & Improved AgManager® Training

More Focus on Training and Education

Recently AgriSolutions made organizational changes that allow our company to put additional focus on training and education. In order to achieve our Mission (*To help agricultural producers be effective business managers*), we provide tools and educational experiences for agricultural producers to expand their knowledge of managing their business effectively and efficiently.

Our Basic/Advanced Individual Training (AIT) class is something that was recently introduced to our clients. This class is a "live" class – meaning that this class is instructor-led and held in our training room at AgriSolutions in Brighton, IL. Basic/AIT Training is broken into two portions. The Basic Training portion of the class (Day 1) focuses on ensuring you understand the ins and outs of AgManager and how to get useful information produced in the form of reports from AgManager. The benefit of the first portion of the training is that you are in the classroom setting (so you can learn from others in the room, as well as the instructor) and you receive education that you need to

move forward in your AgManager data in every facet, as this class covers basic as well as advanced sections of AgManager. We ask that the person(s) responsible for keying information into AgManager attend this portion of the training.

The second half of the training will be focused on the specific entity structure of your operation - this is the Advanced Individualized Training (AIT). This portion of the training should be attended by the person(s) keying the information into AgManager and if possible, the owner/ decision maker of the operation. During this time you will work one-on-one with one of our experienced AgriSolutions staff members. They will show you how to specifically apply the information you learned in the Basic Training to your operation (kind of like on-the-job training). They will also address any concerns you have about your operation in regards to AgManager. You should leave this portion of the training with a more in-depth understanding of your operations managerial structure, how the different entities financially fit together, the financial consolidation issues of combining the financial

data for all entities, and you will also leave with reports scheduled that fit the needs of your operation and its management. We will also spend some time on report analysis - what do the reports mean and how can you apply that information to your operation.

The launch of Basic/AIT Training is just one of the classes we have introduced as we begin focusing further on education. Continue to watch the newsletter and your email for other exciting new training offerings from AgriSolutions!

For further information on AgriSolutions training opportunities or to register for a class – email asieducation@agrisolutions.com or call 1-800-454-4524.

2010 Basic / AIT Training Schedule:
August 9 - 10
September 21 - 22
October 25 - 26
November 16 - 17
December 28 - 29

Getting The Most From Your Accounting System

Today's grain prices and the economy overall means we should take a closer look at what's going on in our businesses. Below are some suggestions to assist you in optimizing the information you're receiving from AgManager for management results.

Structure your system to fit your business.

If not already, we suggest you begin using managerial accounting configured to your business structure. Managerial accounting, with Standards, is specifically designed to provide you with information about commodity performance, manager performance, cost of production by crop, and the performance of each location that you farm. By learning to code managerial centers properly, you will gain value from the management information the reports produce.

AgriSolutions has personnel available to assist you in customizing your system to your exact needs. Call 1-877-372-3003 for more information.

Make AgManager work for you.

- *Keep quantities, production units, inventories and other entries current.*

Current reports have more value. By entering

transactions promptly and recording equipment trades as they occur, you will benefit from accurate AgManager reports.

- *Review your AgManager reports regularly.*

Your service provider can help you identify which reports will provide you with vital information to assist you with managing your operation. In addition, we can set up your reports to be available at the "click of the mouse." Allen Lash, CEO of AgriSolutions, recommends keeping a copy by the chair that you sit in each evening. Take just a few minutes everyday to analyze the reports; you will be surprised at what you see.

AgManager's Forecasting Tool

- *Plan then execute. We've heard that statement many times. It's especially true when it comes to efficient management of finance. There are two key components in this process:*

1. Cash Flow reports help you plan for the future and foresee the anticipated results. The planning process helps you choose the best course of action.

2. Budget-to-Actual reports monitor the plan. Seeing progress and being able to identify problems early, usually provides the opportunity for corrective actions to overcome any challenges.

Training and consultation is the key to getting the most out of your system.

- *AgriSolutions offers regularly scheduled on-line training sessions to familiarize you with the AgManager Software.*
- *Several customized consulting programs are available to assist you with reading and understanding your managerial reports.*
- *Training sessions to understand AgManager reports and learn some unique analysis techniques are held regularly and are designed to assist you in getting the most out of your data.*

Working closely with your service provider will enhance how AgManager works for you. For further information on AgriSolutions training opportunities or to register for a class – email asieducation@agrisolutions.com or call 1-800-454-4524.

Education Fun Facts

Did you Know??

- Farmers and ranchers provide food and habitat for 75% of the nation's wildlife.
- One bushel of corn will sweeten more than 400 cans of soda.
- Like snowflakes, no two cows have exactly the same pattern of spots.

AgriSolutions Advantage

For Questions or Comments

Please Call:

1-877-372-3003 or

bdroege@agrisolutions.com

AgManager Reminder:

Remember to make frequent, multiple backups!

Flash Drives, Jump Drives and CD's are all great tools to use for secured backups.

If you need further assistance or have questions, contact: AgriSolutions Support at 1-888-486-2208 or via e-mail at WebSupport@agrisolutions.com

AgriSolutions First Retiree



Kim Thomas retires after nearly 25 years with AgriSolutions

On June 30th AgriSolutions hosted a retirement reception in honor of Kim Thomas. The celebration was held at the Corporate Headquarters with co-workers, family, and friends attending.

President Allen Lash expressed gratitude to Kim for her invaluable service to ASI and fellow co-workers shared stories from years past.

Kim provided Accounting services to ASI clients for nearly 25 years. She was one of the original employees to serve clients in this area and continued to serve many of the same clients as well as many new ones throughout the years.

In preparation for her retirement, Kim worked closely with Accounting Specialists Judi Boker and

Sandy Gottlob to assure service to clients is uninterrupted during the transition. The entire Accounting Department managed by Jana Weishaupt works hard to assure client satisfaction and will support Judi and Sandy throughout this transition.

Kim plans to spend more time with her husband Roger traveling, golfing, and spending time with family and friends. Please join us in wishing Kim all the best in her retirement years.

AgriSolutions

Our Commitment To You

- Tailored to you and your business operation
- Providing you with the information and tools to help your business
- Dedicated to helping you use your information to improve profitability

Personnel Growth



We are pleased to welcome Alicia Churchman as a Data Analyst/Jr. Consultant.

Alicia is a 2007 graduate of Blackburn College earning her Bachelor of Arts Degree in Accounting, with minors in Business

Administration, Economics, and Leadership. She is currently enrolled in the MBA program at Missouri Baptist University.

Prior to graduation, Alicia interned at Carlinville Tax Service preparing federal and state tax returns, and at The Curry Companies where she worked in Accounts Payable/Receivable. She also worked in the library at Blackburn.

Alicia was employed with U.S. Steel for three years as a Plant Accountant until recently when the company went through downsizing.

While there she gained experience in budgeting, financial analysis, month-end closing, and business planning. She was recognized for improving and implementing a budgeting plan in the Ironmaking & Steelmaking Division to better control costs.

Alicia lives in Hardin, IL with her husband, David, and 1 year old son, Tanner. Alicia's hobbies include spending time with family and friends, bow hunting, and shopping.

Please join us in welcoming Alicia to our AgriSolutions team.

Birthday Business

June 9th

Leona Cox (with new grandbaby)
Director of Operations



July 30th

Sandy Gottlob
Accounting/Tech Specialist



Visit our Website

www.agrisolutions.com

Coming Soon to AgriSolutions Education Department:

AgriSolutions has recently partnered with GeoLearning

AgriSolutions will be implementing a learning management system (utilizing GeoLearning) where we take our current AgManager instructor-led training classes and record them so they are available 24/7 to clients! This will also provide the opportunity for you to take online training on MicroSoft products as well as some other exciting topics. As we implement this new system we will keep you informed through email and upcoming newsletters.

For further information on AgriSolutions training opportunities – email asieducation@agrisolutions.com or call 1-800-454-4524.

Upcoming AgManager® Classes – August and September, 2010

Accounts Payable

(1.5 hours)
August 10 at 10:00 am
September 14 at 2:00 pm

Accounts Receivable

(1.5 hours)
August 11 at 2:00 pm
September 15 at 10:00 am

Balance Sheet Maintenance

(1.5 hours)
September 28 at 2:00 pm

Coding

(1 hour)
August 13 at 10:00 am
September 10 at 2:00 pm

Maintenance

(1.5 hours)
August 3 at 10:00 am
August 17 at 1:30 pm
September 7 at 10:00 am
September 21 at 1:30 pm

Month End Activities

(1.5 hours)
August 5 at 10:00 am
September 2 at 2:00 pm

Payroll

(1.5 hours)
August 12 at 10:00 am
September 9 at 2:00 pm

Producing Reports

(1 hour)
August 19 at 10:00 am
September 16 at 2:00 pm

Transaction Entry

(2 hours)
August 4 at 10:00 am
August 25 at 2:00 pm
September 8 at 10:00 am
September 22 at 2:00 pm

Understanding Your Reports

(1.5 hours)
August 24 at 10:00 am
September 28 at 2:00 pm

Registration Information:

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

Helping Agricultural Producers
Be Effective Business
Managers

AgriSolutions Inc.

31832 Delhi Road
Brighton, IL 62012

Phone: 618-372-3000
Fax: 618-372-4000
www.agrisolutions.com