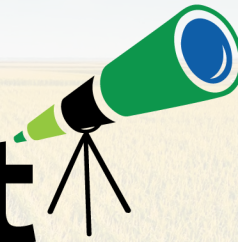


VantagePoint

E-NEWSLETTER



MONTHLY UPDATES FROM AGVANTAGE SOFTWARE - YOUR PARTNER IN AGRIBUSINESS

March 2024

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2024 Executive Conference Recap

By Lisa Sick, VP Marketing & Conferences - lisas@agvantage.com

We have a special news report about the successful AgVantage 2024 Executive Conference held March 6-8th at the beautiful JW Marriott on the Savannah, GA Riverwalk.



JW Marriott Savannah Plant Riverside District

Thank y'all who traveled to Savannah, GA for some fun southern hospitality. AgVantage sure "hit it out of the park" with this one!

"Wednesday warmup" started with a fun networking welcome reception on The Moon

Deck rooftop bar of the Marriott. Some guests slid down the slide to get there!

Trading your own personal baseball cards was a fun way to get to know each other on a deeper level.



JW Marriott Moon Deck Rooftop Bar



Michelle Blomberg "The Champion's Compass"

Michelle Blomberg lead the lineup of edutainment on Thursday with "The Champion's Compass", a peek at her playbook and how AgVantage Software has navigated their successful culture and leadership team.

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Ross Bernstein was at bat next in the lineup with his fantastic talk about the “The Champion’s Code: Building Relationships Through Life Lessons of Integrity and Accountability from the Sports World to the Business World”. Ross has met many great coaches and leaders throughout his travels and brings those stories to us with his passion and energy, we could have listened to him longer! Luckily, Ross will be attending the AgVantage 2024 National Conference, so you can hear more from him then!



Lisa Sick, Ross Bernstein, Michelle Blomberg

The Top 10 Plays from the AgVantage team, PULSE, ASK, the Inventory Review discussions, and more, accomplished the goal of sharing the latest technology in all aspects of AgVantage software, services, and interfaces. You will see more of this at the National Conference also.

The “Game-changer CEO Interviews” really dug into the dirt to see how these successful leaders navigate their teams’ playbooks. Getting to hear these open conversations about company culture, growth, and leadership styles are priceless.

Lunch at the Myrtle & Rose Rooftop Bar got us outside to enjoy the beautiful 70 degree day with a warm breeze, outstanding food, and a rooftop view of the Savannah River.

Having Sonny Perdue visit the AgVantage Executive Conference was a real treat! He sat down with Michelle for southern teatime and a look at “Sonny’s Life Journey – a veteran’s view of the future, based on the past”

Defense Win's was a scary conversation about Security with David Anderson of Clifton Larson Allen LLP. David shared impactful defensive strategies to prepare your team and your critical infrastructure for the unexpected.

Having fun together is something we enjoy the most. The Georgia Queen Riverboat dinner cruise turned out to be a beautiful night. We even followed a barge traveling south.



Ross Bernstein “The Champion’s Code”



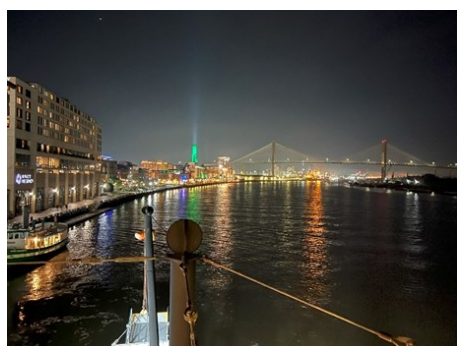
Tom Boland—Skagit, WA, Michelle Blomberg, Keith DeVoe—Roggen, CO



Michelle Blomberg and Sonny Perdue



David Anderson, CLA “Let’s Talk Security”



The Georgia Queen Riverboat Dinner Cruise

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The fun continued Friday morning with “Game Changing CEO Interviews”.

Tim Clemens of Allied Coop in WI shared tips and game plans for successful mergers and how to bring teams together.

Heath Barnes of Mercer Landmark in OH shared great insight into implementing top leadership strategies.

The “Chalk Talk” session on Friday was an eye-opener as coops from across the country evaluated themselves on utilization of technology available through AgVantage. Additional training and follow-up meetings will ensue based on these results.



Heath Barnes—Mercer Landmark, OH and Michelle Blomberg

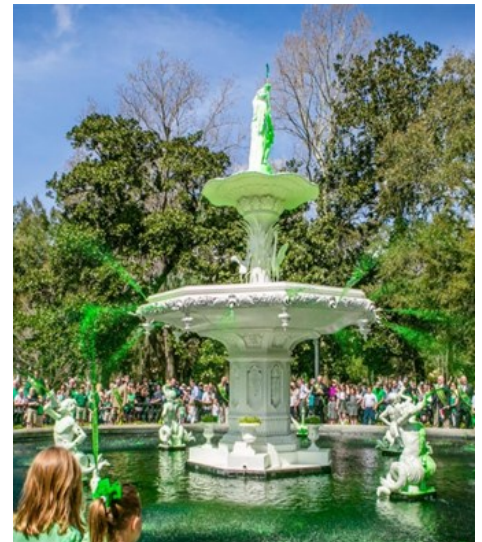
Chuck Bohanon, Tim Clemens—Allied Coop, WI, and Theresa Willems



Rounding out the lineup were more informative discussions about AgVantage EDGE 2.0, PULSE, ASK, and new technologies for your business.

We must also mention the fun hop on-off trolley that provided guided tours so we could enjoy the amazing history and culture of Savannah. Some people enjoyed golfing, museums, and ghost tours. Savannah is a great place to visit.

Tim Machutt, Dennis Boccardi, Jason Schneider, Kristi Wendricks, Dillon Welter, and Theresa Willems of AgVantage Software Management Team



Above: Forsyth Fountain in Johnson Square, dyed green for St. Patrick's Day just before we left.

Far left: The lanterns and Southern Live Oak Trees heavy with Spanish moss.

Left: The Red Doors of Savannah.



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Thank you to the exclusive sponsors of this event.



We hope everyone came away from this conference with more information and connections than expected and had fun in the process! We sincerely appreciate your participation; we received excellent feedback for the next Executive Conference! Our entire team gathered many great suggestions and information from you, and we will be following up with you in the coming weeks as we process that information.

See you in June at the National Conference. That registration will be coming out in April.

NOTICE!

AgVantage Software will soon be discontinuing our fax line. Please email any previously faxed documents to support@agvantage.com for support.

Save the Date!

AgVantage National Conference

June 18-21, 2024

Radisson Blu in the Mall of America



More details and registration will be available in April.



Family Time for Kristin

By Kristin Ehlen, Corporate Controller - kristine@agvantage.com

Hi! My name is Kristin Ehlen, and I just completed my 17th year at AgVantage Software. I have worked in customer service for the first 15 years and have recently begun a new role as our Corporate Controller. I have not completely taken off my support hat and I still very much enjoy talking with you, our customers. One of my favorite parts of my job is assisting you to get the most out of our software. Seeing people's faces when we roll out new enhancements at our June User Conference is always a highlight.

My husband Dan and I will be married for 22 years in June and have two children. Kaleb is a Freshman and Josie is in 7th grade. As a family we enjoy golfing, although truth be told the kids are far better than both Dan and me. We also go out to the archery range to watch Kaleb, and what sometimes seems like unlimited softball games following Josie around. We also enjoy a good old fashion family road trip. The past two summers we have been lucky enough to travel out to Maryland with a couple day trips into Washington DC and this past summer to The Great Smoky Mountains.

Hope to see you all at our June Conference!



Getting Outdoors with Pat

By Pat Badger, Software Engineer - patb@agvantage.com

My name is Pat Badger and I started with AgVantage 14 years ago. For many years I was the programmer for eAgvantage but in recent years I have also been involved in AR, invoicing, as well as POCKT. My favorite part of the job is being involved with creating new things for our users and I am very excited about our latest changes to POCKT especially in regard to our POA (Payment on Account) interface.

I have been married to my best friend, Layton, for 34 years this August. We have three kids who are mostly on their own. Samantha, teaches in elementary and special education, and twins Megan and Grant. Megan is in banking and Grant is in his second year of medical school and is engaged to be married in the fall of 2025.



Outside of work, gosh, I have so many interests and it seems I am always trying something new. I love to cook and garden but mostly I like to travel and I love to be outdoors. Hiking, camping and exploring trails in our side by side are the things that bring me peace. I have golfed a bit before having kids and hope to find time to get back to that now that we have been empty nesters for a bit.

We also have a cabin on a lake in the NW part of MN. It's not a fancy place but it is on the land my great grandparents settled on when they came over from Finland in the early 1900's, so I feel a deep connection to family up there and it is so peaceful. This is my happy place and I REALLY love to spend time there with family and friends on the pontoon or around the bonfire.



Upcoming eTraining Class Schedule

By Elise Musall, Customer Services Specialist - elisem@agvantage.com

Hello everyone!

Here is an overview of our upcoming month’s eTraining class schedule **. Please take a moment to view our eTraining calendar via the link below and follow directions to register for any of our eTraining classes*.

https://www.supersaas.com/schedule/agvantage/AgVantage_E-Training_Schedule

Please email elisem@agvantage.com or support@agvantage.com for any questions or concerns about eTraining.

Thursday 4/4

10am—12pm CST

Booking & Prepay

2pm—4pm CST

Edge Feed

Wednesday 4/17

10am—12pm CST

Edge Invoicing—V8.1 Only

2pm—4pm CST

Edge Energy

Thursday 4/18

10am—12pm CST

Edge Accounts Payable

2pm—4pm CST

AgVantage CRM

Tuesday 4/9

2pm—4pm CST

Edge Credit & Collections

Wednesday 4/10

10am—12pm CST

PC Grain Scale Applying Live

2pm—4pm CST

Grain Purchases

Wednesday 4/24

10am—11am CST

Edge V8.1 General Ledger

Thursday 4/25

10am—12pm CST

Edge Grain Settlements & Transfers

2pm—4pm CST

Edge & eAgVantage Admin

*eTraining fees may apply. Please see the Training section via the link below for single class rates or to sign up for company wide monthly/annual subscription options.

<https://www.agvantage.com/Services.html>

**Classes are subject to time and date changes. Anyone already registered for a class will be notified on a time or date change.



Update on New Software Releases

By Tim Underwood, VP Development - timu@agvantage.com

AgVantage strives to meet your agribusiness needs by updating our software platforms on a regular basis. The following is a list of the various AgVantage software platforms and the many new software releases.

Edge Agronomy

Farm plan activity report - Add salesman range filter (581746)

Add - Work order activity report (581751)

Change title from stage to Phase - Agronomy plans (626997)

Edge Accounts Receivable

Add - Item monthly sales Report (613766)

Add - List unsent ACH detail (615304)

Enhancements to detailed sales analysis report (616428)

Prepay item list in contract sequence - add total to quantity (617226)

Export to PDF or CSV invoice history from balances and invoices (619966)

Add - Total quantity and CSV by item - summarized list of prepay contracts (621003)

Edge Credit Operations Portal

Create a payment history report (596535)

Create credit notes report (606408)

Create charges by COD report (606417)

Add - Current Balance to account flag report (616418)

Include current date in account flag report (616470)

Payment history report - Add invoice number drill down (621680)

Credit COD report on screen - Add hyper link to open invoices (623913)

Edge General Ledger

Inquiry - Updated back button to maintain position on the bottom (624814)

Edge Patronage

Common stock reports and voting report (493243)

Edge Seed

Add - Tax code to seed fine line code file (615295)

Grain

Add - Ability to run a deferred payment report for single customer (609561)

Interfaces

Inventory Blend Setup - Endpoint (616727)

Purchase Orders - Endpoint (616730)

POCKT

Add - Menu option in CRM to change user passwords and activate/inactivate user (617121)

Remember to check your PULSE for more details on these Edge product enhancements.

