

VantagePoint

E-NEWSLETTER



MONTHLY UPDATES FROM AGVANTAGE SOFTWARE - YOUR PARTNER IN AGRIBUSINESS

May 2023

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The Fork in the Road

By Michelle Blomberg, President/CEO - michelleb@agvantage.com

Over these past few months, a topic I have been “pounding” into the (very smart) brains of the AgVantage team as been related to “Forks in the Road” throughout our 47 years of business. For starters, discussions around failures over those years and how they were not dead ends, but rather refining moments that helped prepare us for the next fork in the road. Those discussions led to questions of “What if we had taken the Other Path?” and where would that path have led us.



The backbone of the AgVantage Culture, which has been built on the foundation of the strengths of the employees, has grown into one of amazing success. However, this success did not come without each of them making sacrifices, taking risks, LOTS of hard work and even, some failures. Oh, and many, MANY skits, one of which will be highlighted this year at the AgVantage National Conference where you’ll get to meet “Corny – the AgVantage Helpful Assistant.” :)

“As time goes on and ‘paths’ are chosen, the experience of that allows us, in essence, to see into the future.”

As we continue to grow and nurture our “team rooted culture”, one message that I try to send home to each of them is that, no matter what you possess for strengths as an individual, you can’t fully succeed without learning to use those skills within the team. Each of us arrived at the spot we are today using the gifts we were born with, but life grows into one of happiness and fulfillment by allowing others into the web of your life and letting them help us become even better. The team teaches the team.

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Each day we are presented with choices, forks in the road, and those choices are what define us. As time goes on and “paths” are chosen, the experience of that allows us to, in essence, see into the future. Maybe the decision we make today is one of greater good because of a failure or a mishap in an earlier time, a past fork in the road.

We can rely on our choices to bring us to the next place in our lives. I can appreciate that every one of the employees at AgVantage made a choice, they were at a fork in the road of their lives, when they came to AgVantage. When I asked them to write that moment on the wooden fork provided at our annual meeting, some of them had to scratch their heads quite a long time as it was over 40 years ago. Some wrote, “I just needed a job to provide for my family”, or “I wanted a change in career that challenged me in different ways”, or “I wanted to finish up my career in a place that cares about me”. Others, didn’t have enough room on their fork to write the full story.



If you’re interested in seeing a video I created in honor of the AgVantage employees, click this link <https://youtu.be/D2qeMDCKdM8> or within YouTube, search for “AgVantage Employee Baby Pics”. I requested a baby or youth picture from each of them and then put it together as a tribute to them as who they have become from where they started. I’m so honored they chose AgVantage as one of the decisions, forks, in their lives. They are Unstoppable!



A “Fork in the Road” decision you have to make is should you or others from your company attend the AgVantage Software National Conference coming up June 20-23 at Mystic Lake Casino? Of course, the “me” in this story is going to ask “Why wouldn’t you?”, but I know there are many reasons—life demands, maybe even financial shortages or inability to take time away from the office. However, if at all possible, this is one you won’t want to miss! For starters, the venue and the agenda are both amazing, and besides a learning opportunity, it will be a lot of fun and fulfilling! This is a time to get your own teams to a place where you can bond, grow and learn from each other and all the other AgVantage customers. It only happens once a year and (now I’m going to brag), it’s the BEST event you can attend in the Ag-Industry! See

Lisa’s article below for more details, but if you haven’t already signed up, there is time. We already have record-breaking attendance, but we can always find room for more. :) And if you are already signed up, THANK YOU!! Having you there is what makes it GREAT!

Finally, as your day goes by today, think of me and this story because as you choose each fork in the road, remember even if it fails, you can learn from it and grow to become better and stronger. Your choices are who make you the amazing person you are today. Embrace that person and become the BEST you can be! May the Fork be with You!

In our 47th year of business, I realize you have many choices for software providers. I will do my best, each and every day, to assure your happiness in your choice of AgVantage® Software as your Agri-Business System Solutions.



AgVantage 2023 National Conference

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



June 21-23, 2023

Last month, I highlighted the features of each day at the 2023 National Conference. That article pointed out the number and variety of fantastic sessions available for you to choose from when attending in-person or via the live-stream. There is truly something for everyone and we do encourage you to take advantage of this opportunity in some way. **Knowledge is power!**

Registration. Thank you to all who have registered, we are going to have a great time together! You can still register and get a room for this event, so please join us. We have a record number of attendees, and I feel like that shows how people are ready to get out and be together. I, for one, have had a long winter and am so very much looking forward to getting together with you and others from our AgVantage family at this event!

Travel. As you make travel plans to 2400 Mystic Lake Blvd. in Prior Lake, MN a few tips:

- Pack your Derby hat & attire for Wednesday night at Canterbury Park
- Pack your Vintage Carnival costume for Thursday night Carnival.
- Plan to stay Friday until noon for the great discussions and Query workshops that are being offered.
- If you need a ride from the airport to the hotel, Uber, Lyft, and taxis are all good options, but we may be able to pick you up, so let me know if you need a ride.



- You will not need a vehicle once you arrive at Mystic. We will bus you to/from Canterbury Park Wednesday night, and Thursday's Carnival is right at the Casino.
- Parking at Mystic is free for those driving. The ramp by the hotel entrance is convenient, or the parking lot by the north entrance gets you right to the event center.



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Thursday Night Carnival. We are transforming the ballroom at Mystic Lake into a vintage carnival with games and food and fun for all. Dress up for this event to win the costume contest. Be creative with your costume, here are some fun ideas: clowns, carnival workers, magician, magician's assistant, animals, strong man, mime, palm reader, tattoo artist, and so many more. Have fun with this theme party.

For those attending virtually, you can still purchase a ticket for the days you plan to attend, you do not need to choose your classes. The landing page will be available on Tuesday of conference week for you to test it out and make sure you have access to all the good sessions happening. We encourage you to participate with questions and comments. As you click into the different sessions, we can see that happening, so you get CPE Credits and we gather that data for future session analytics.

We hope these sessions generate good discussions with other people in your office to bring new possibilities to power your business!

For those attending in-person, just get here safely and we will take care of you. There will be so many great discussions to be part of in the sessions, but you also have the advantage of networking opportunities throughout the conference.

- You can bring the ticket provided with registration, or we can register you for the conference manually when you arrive.
- Download the app to see the agenda and room locations and to set up your personal schedule if you have not done so already. At registration, we will have a map and agenda for you to use.
- Your badge will have the QR code needed to check-in to each session for CPE credits and for our data analytics, so that is provided for you.

Payment. All registration fees and discounts will be billed to your AgVantage account after the conference so we can take into consideration your AgVantage Dollars, volume discounts, or AgVisor pre-paid registrations. If you have questions about available AgVantage Dollars, just let us know.

You can still register for the conference and get a room at Mystic Lake Casino by calling them directly. Register for the conference on our website.

www.agvantage.com/national

This event is our favorite time to get to know you and your business, so we can serve you even better. We are excited to see you soon!





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.

Accounts Receivable

Text change to 'Invoice Total' on prepay invoice (594861)
Changes to the contract protocol. Add type, UOM, rearrange item section (597446)

Zero UPR booking not showing in customer information balance and activity lookup (597504)

Customer Relationship Management

Added ability to merge a prospect with a customer (557735)

Edge Accounts Payable

Deactivate send button if user selects NO to checks printing OK (585650)

Add vendor quick look up in invoice lookup menu - vendor option (590349)

Edge Accounts Receivable

Add remove zero balance prepay menu option—V8.1 Only (459761)

All aged balance buckets to auto update COD program (510404)

Show member status on customer balance and invoice screen (585509)

Add CSV option to summarized list of booking contracts (588264)

Add totals and filter headings to customer PDF year end report (591947)

Remove zero balance bookings (596776)

Edge Crop Protection

Show cost on shipments screen (594709)

Edge Inventory

Order by purchase order number and order by vendor number options (561362)

Edge Seed

Returning seed function to update year end summary (569099)

Add sort by salesman to plan balance report (586705)

Grain

Lot production report - summarize by day (535578)

Lot production report - print buyer signature overlay (569492)

Separate grower trades for hybrid contracts on position (596927)

Interfaces

Add grain settlements and deferred payments to REST API (563337)

Brechbuhler integration - automatically apply scale tickets (583735)

Add interruption of service data points to P3 integration (585932)

Add COD to customers endpoint (588386)

Create a completed contracts endpoint (597429)

Payroll

Add totals to payroll vacation and sick time report (594578)

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

