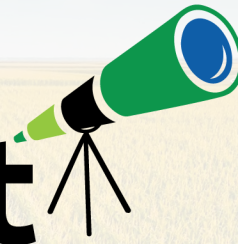# VantagePoint
E-NEWSLETTER

MONTHLY UPDATES FROM AGVANTAGE SOFTWARE - YOUR PARTNER IN AGRIBUSINESS

September 2023

AgVantage Events… The Topping on the Cake

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

Valerie (before she retired) used to make us each our favorite birthday cake on our special day to enjoy with our teammates. My favorite was "Better than Robert Redford" cake, where she would bake a rich chocolate cake in a solid 9 x 13 pan and pole holes in it to drizzle caramel inside. She would spread whipped cream over all of that, then, to top it off, she added crushed Heath candy bars to give it the crunchy texture along with the creamy goodness that made it "Better than RR". Deliciousness!

We know that AgVantage provides **superior software** in every division of agri business, and the fact that those components are integrated on one solid **IBM platform** makes it a cohesive software solution without needing to piece parts together. Like a rich chocolate cake in a solid 9 x 13 pan.

Combine **Customer Service Excellence** made from a mixture of agri industry seasoned experts and fresh recruits, this makes the perfect recipe of happy people learning from each other—like the caramel drizzled in the cake.

Add a **healthy culture** of teamwork and helpfulness, we have the whipped cream on top of it all.

To top it off, AgVantage has **amazing events** sprinkled throughout the year to give our family of customers a chance to:
- renew your skills
- meet amazing people
- acquire new recipes for success
- have fun working together

> "AgVantage has amazing events sprinkled throughout the year…"

AgVantage
SOFTWARE

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AgVantage events bring people together to meet and talk about what matters to them. If you have not been to one of our events, you should plan now to attend. They are a wonderful mixture of "edutainment" and deliciousness. Here is what is coming up:

AgVantage 2023 PNW Regional Conference
November 8-9, 2023 Northern Quest Resort & Casino Spokane, WA

This is a special event for our PNW Customers to get together to discuss how you handle grain and commodities in your area. The agenda is built by these customers covering topics like Edge Accounts Payable, Inventory, Invoicing, Credit and Collections, Patronage, and CRM on day one. On day two there is Grain Operations, DPR, Long/Short, POCKT and the BuyPad product on the agenda; followed by Agronomy, Seed, and open discussions throughout. Registration includes lunch.

Please register using the link on our website or email **lisas@agvantage.com**. Book your hotel room by October 6 by calling 1-877-871-6772 and ask for the AgVantage Group Rate of $149.

AgVantage 2024 Executive Conference
March 6-8, 2024 Savannah Georgia

The President/CEO and Management/Leaders of your company should plan to attend the 2024 Executive Conference in Savannah GA.
The agenda is full of fantastic discussions you won't want to miss.

The theme of this event is **The Champions Compass – Navigating Your Team's Playbook**. This was chosen because of the fantastic line-up of champions that will share their successful playbook with you. You will be motivated with ideas and tips so you can learn from them and navigate your team's playbook. Let's take a look at some of the special guests you will meet:

Michelle Blomberg — The CEO of AgVantage Software in Rochester, MN. She will kick things off on Thursday morning talking about the amazing team culture and leadership at AgVantage Software.

Ross Bernstein — The award winning business speaker who will share "The Champion's Code: Building Relationships Through Life Lessons of Integrity and Accountability from the Sports World to the Business World".

Theresa Willems — The COO of AgVantage Software. She and the **AgVantage Leadership Team** will show you the Top 10 Tools of new technology covering all the bases of AgVantage Software. They will also have a Chalk Talk showing you how to utilize the tech tools you have for your leaders, staff, customers, and board of directors.

"Game changing" **CEO Interviews** with these champions, sharing their experience of company culture and growth, to provide tips for implementing top leadership strategies.

- Keith Devoe, CEO of Roggen Farmers Elevator in Colorado
- Tom Boland, CEO of Skagit Farmers Supply in Washington
- Lisa Doan, CEO of AgBest in Indiana
- Rob Larson, CEO of ProVision Partners Coop in Wisconsin
- Tim Clemens, retiring CEO of ProVision Partners Coop in Wisconsin
- Heath Barnes, CEO of Mercer Landmark in Ohio

Sonny Perdue — The former United States Secretary of Agriculture and Governor of Georgia will share "Sonny's Life Journey – a veteran's view on the future, based on the past."

David Anderson — A Cyber Security Expert from Clifton, Larson, Allen LLP of Wisconsin will share his experience with Cyber Security.

Jared Orton — The President of the Savannah Bananas baseball team will walk through the bases he covered building his dream team.

Networking Opportunities:

- Wednesday, March 6th 6:30-8:30 pm (EST) **Welcome Reception "Warm Up"** and Low Country Boil at Marriott's Electric Moon Skytop Bar
- Thursday, March 7th 7:00-9:00 pm (EST) **"On Deck" Dinner Cruise** on the Georgia Queen Savannah Riverboat
- Friday, March 8th the meeting ends at noon. The JW Marriott on the Savannah River is the perfect location for you to invite your spouse or guest and stay the weekend to explore the warm south.

Visit agvantage.com/executive
for more information and registration

AgVantage 2024 National Conference
June 18-21, 2024 Radisson Blu at Mall of America

Every division of your company should have multiple staff attend this 2024 National Conference at the Mall of America in MN. We have our keynote speaker and some special activities already planned. If you have a hot topics that you want us to discuss, please let me know.

Add this to your calendar!

Life's Journey is about the people you meet along the way.
Join us for these amazing events.

Matthew Gilbertson

I was born here in Rochester, MN. I spent most of my life living in the small nearby town of Byron with my Mother and twin sister, Amanda. She currently resides in Virginia, where she lives with her husband and three children. In Byron, I also met and became friends with (now coworker) Wes. We've been friends since grade school.

I went to school at the Minnesota School for the Deaf/Hard of Hearing, after which I went to college in Rochester to study Information Technology. I got my first job in IT in 2007 and have been working in it since.

I have dabbled in different hobbies over the years, such as Amateur Radio, Locksport, and target shooting. Though mostly I enjoy both offline and online pc gaming. In my off-time, I also tend to spend time learning more about the various technologies out there to further my understanding of what is available.

My wife, Allison, and I have been married for 13 years. We have 2 cats, both of which are spoiled rotten.

Jeanne Finger

I have worn multiple hats in Information Technology for over 40 years. The majority of that time has been spent on an IBM platform where I started out as a data entry clerk/systems operator and programmer for a distribution company. I then moved to two manufacturing companies where I did development and business analysis. My most recent and longest gig was as a developer at a software company that sells ERP software.

I currently live on a farm in south central Wisconsin with my husband, Rick, where we raise beef cattle and our own hay on 100+ acres. We also have chickens for eggs and a herd of horses for pleasure. Watching over it all is our dog, Bear, the 95 pound Anatolian Shepherd lap dog.

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.

Wednesday 10/11

| 10am—12pm CST | **Edge Payroll** |
| 2pm—4pm CST | **Query 1** |

Thursday 10/12

10am—12pm CST	**eAgVantage: Commodity DPR**
2pm—4pm CST	**Edge Seed—Contracting**
	Grower Plans and Ordering

Wednesday 10/18

| 10am—12pm CST | **Edge Grain Management Reports** |
| 2pm—4pm CST | **Query 2** |

Thursday 10/19

| 10am—12am CST | **Edge Accounts Payable** |
| 2pm—4pm CST | **Edge Energy** |

Wednesday 10/25

| 10am—12pm CST | **Processing Web Payments** |
| 2pm—4pm CST | **Query 3** |

*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.

AGRIMINE

Create command to rebuild merge header file for invoices with multi header records (610572)

EDGE CREDIT

Add authorities to menu options (609515)

CUSTOMER RELATIONSHIP MANAGEMENT

Require departments for communications (605722)

EDGE ADMIN

Show both printer name and description - user settings (595734)

EDGE AGRONOMY

Add Liquid/Dry filter to custom application report (530006)
Update work order to operator and machine when reassigning an order to a different operator (567703)

EDGE ACCOUNTS PAYABLE

Use Tax Report (602774)

EDGE ACCOUNTS RECEIVABLE

Default salesman number in sales area (459705)
Add salesman to customer setup menu (510072)
Global salesman change (510074)
Add the beginning date of contract to the prepay and booking reports (565588)
Add search customer in EI/EdgeAR by address or phone number (590103)
12 month aging - add COD (601461)
Do not mark accounts with a balance inactive (603021)
Add fields in item master to item audit ab of item portal (605972)
Auto populate date customer is setup in customer portal (606400)
Add drill down to options on sales by salesperson report (609239)
Allow blank term in ACH account setup (610003)

EDGE GENERAL LEDGER

Add active/inactive column and sort option (588996)

EDGE GRAIN

Add position date to settlements (598211)
Ability to send purchase control reports to excel (598568)

EDGE PAYROLL

Enhanced Labor Reports (276770)

Payroll operations - generate payroll (456565)

Print payroll checks, merge to general ledge and create ACH file (565331)

Print tax checks and merge to general ledger (573890)

Washington quarterly unemployment report w/SOC code (583862)

Filter for active employees only in employee portal (606112)

EDGE PATRONAGE

Government Reporting - update 1099-PATR with grain payments (493251)

EDGE SEED

Seed plans/orders - update user when creating or updating (549919)

Export active seed items to Excel/PDF from seed cross reference (589932)

Order number over 7 characters for payment on plan errors (606061)

GRAIN

Archiving purchases - improve the efficiency of the process (519867)

Delete settlements in Legacy-allow choice like Edge (600942)

Iowa grain indemnity fund (601790)

MN indemnity - box required on basis contract (608475)

INTERFACES

Rest API - improve performance on requesting farm plans (598200)

Create deleted settlement endpoint (602996)

Create deleted deferred payment endpoint (603018)

PC ENERGY

Allow surcharge on credit cards (576695)

PC GRAIN SCALE

Calculate discount table based on schedule (545118)

Determine which grades are required by crop (555325)

PC INVOICING

Add UPCs to the auto synch of items (595644)

POCKT

E-Sign PDFs in Message Center (561498)

PAYROLL

WA State requiring SOC codes for UI quarterly reports (568102)

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