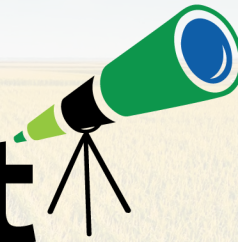


# VantagePoint

E-NEWSLETTER



MONTHLY UPDATES FROM AGVANTAGE SOFTWARE - YOUR PARTNER IN AGRIBUSINESS

August 2023

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## The Motto of the Story

By Michelle Blomberg, President/CEO - [michelleb@agvantage.com](mailto:michelleb@agvantage.com)

Looking over this past year's monthly AgVantage newsletters, you have gotten to see snapshots into some of the employees lives through the "spotlight" features, updates from our AWESOME Chief Operating Officer (COO), Theresa Willems, on the ins and outs of AgVantage daily, updates each month from the VP of Development, Tim Underwood, with new beautiful software we are producing and implementing each month, information and updates related to our events from Lisa Sick and then all the other pieces of our AgVantage puzzle that we work hard to keep you informed. The newsletter is something we continue to utilize to keep you in the "know" of life at AgVantage Software. Many companies have gotten away from newsletters, but we pride ourselves in continuing the tradition, along with working to keep it fresh and interesting.

Then, there's me. What do you get from the quarterly Michelle articles? Good question! :) I hope what you gain is a peek into the human side of our company and really, of life, and that my articles tickle something in you that makes you think about all the people in your lives – family, friends and work colleagues. It's a part of the AgVantage culture every month when we get together for our all-staff meetings and I believe, because everything is about the people, that you enjoy this perspective from me.

Have you noticed that many states have started to come up with new mottos to help get more tourism and attract people? For whatever reason, these have intrigued me and some of them, even make me laugh! I wanted to share some of those, and within that, pull you into some of the adventures I've been on this past month.

When my giant family (getting even bigger as the years go by) are together, we often give funny gifts to each other. My sisters live in Nebraska and Kansas and one gave me a beer glass from Kansas that says, "Kansas – it's not that bad". From Nebraska's, I got a golf towel with their new motto of "Nebraska - honestly, it's not for everyone." My family finds those two mottos as hilarious! My niece lived in New Hampshire and brought me a shot glass with "New Hampshire - Live free or die" - that one made us all cringe a little and also,



**"What short 'motto' would you like to be remembered for?"**

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debate what the heck it means. Here in Minnesota, we're "Star of the North", which is fine but seems like we don't have a sense of humor. We just think we're awesome like a star! : )



I was traveling through Ohio this past week and noticed their motto of "Ohio - The Heart of it All". I like this one a lot because it seems like it fits several things about their state. One of the reasons for my trip out there was to participate in a group meeting with some farmers/growers using our new POCKET app to get their feedback. I also wanted to see some new technology we are partnering with on automation at a grain site for Legacy Farmers Coop (LFC). Both were so good for me to get to be in the "heart of it all" and that's why the motto hit me perfectly.

When at LFC's customer appreciation event, I begged to go on top of their silos, which they said yes. I haven't done that since I was a kid and my dad took me on top of the grain silo called "Fat Albert" in my home town of Albert City. I love going up there and seeing as far as my eyes could, and this trip on top of the silos at LFC was the same. It was amazing and again, let me see why they say "The Heart of it All" for the state of Ohio.

As a side note and question, I also met the new GM at Countyline Cooperative, Kyle Lahna. And it got a little awkward because I kept staring at him. See why? OK, let's have a contest – who do you think he looks like? I said Ron Howard, also known as Opie from Mayberry. Theresa thinks Ted Nugent. Who do you think?



Kyle Lahna, GM at Countyline Coop

Opie



I was asked to speak at the [AgTech conference](#) in Des Moines this past month. They wanted a 10-minute presentation around technology in agriculture. I decided to relate my 10 minutes to 3 things – mobile technology, security of data and systems, and finally, my favorite, the importance of people, culture, and team to make it all work together. Click on this link (<https://vimeo.com/user187238592/michelleattechtalks?share=copy>) if you'd like to view my Tech Talks presentation. The challenge of compacting what I think is important about AgVantage Software and encapsulating all of it into such a small amount of time, got me thinking. Can you do the same with a person's life? A "Human Motto" if you will.

My friends gave me a shirt that they believe is my motto. It says, "Michelle - Stop trying to make everyone happy. You're not Beer!" : ) I'd like my life motto to be "Michelle – How come she hugs so much?" or "Michelle – Can anyone really smile all the time?" I hope I affect each life I touch in a positive way and when I can tell the other person is not a hugger or even in the mood to be happy, I try not to let it affect my day.



What's yours? **What short "motto" would you like to be remembered for?** Write me!

I'd like to end with a huge shout out to Elise for always pulling this newsletter together for us and producing something that makes us all proud to be a part of this company. The months go by so quickly and as soon as the previous one is out, she's already asking about the next one. Without her, this newsletter is one of those things that could probably have been dropped by the side of the road and forgotten, so I love that she doesn't let that happen. We hope you do too!

**In our 47<sup>th</sup> 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.**



## 2024 Executive Conference

By Lisa Sick, VP Marketing & Conferences - [lisas@agvantage.com](mailto:lisas@agvantage.com)

Mark your calendar!!

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

Invite your executives and leaders to this (in-person only) event! We have a fantastic agenda planned that you will not want to miss!!

**The Location JW Marriott in Savannah Plant Riverside District** is one of the most gorgeous buildings in Savannah. Located in the heart of historic Savannah on the riverfront, with countless activities a short walk away. The JW Marriott is a perfect blend of the historic and modern day designs seen around Savannah and wholly unique to the world. Explore the downtown Savannah shopping district, browse a nearby art gallery, eat at one of the hotel's restaurants, visit our riverside Savannah bars, or embark on one of the city's various walking tours. Once a power plant, Plant Riverside District represents the beauty of progress.



**The Agenda** is packed with relaxing conversations with successful CEOs that you don't often get to hear. This event is in-person only because great connections are made and networking happens when we get together face to face.



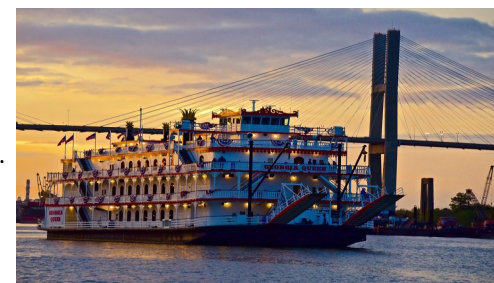
- Thursday starts with **Michelle Blomberg**, CEO of AgVantage who will update us on what is happening at AgVantage Software.
- **Ross Bernstein** is our special guest speaker who will share his fantastic message about "The Champion's Code".
- **CEO Connections** will be informative conversations with other CEOs.
- Other sessions include: Utilizing Technology, Cyber Security, and Providing Power Tools to your team.

**The Networking** goes on throughout this event.

- Plan to arrive Wednesday, March 6th for a Welcome Reception and **Low Country Boil** at the Marriott's Electric Moon Skytop Bar starting at 6:00 pm (EST).
- Thursday night features a dinner cruise on the **Georgia Queen Savannah Riverboat**.
- Friday we will share a **southern hospitality lunch** before we head out on our own adventures.

The meeting ends after lunch on Friday, but the **fun and networking** continues!

- Friday afternoon offers several options for Golf, relaxing at the pool, Haunted Savannah Trolley Tour, or exploring the highlights of Savannah via the city's Historic Hop-on, Hop-off Trolley Tour.



**Keep the Date!** Invite your staff and AgVantage Software users to the **AgVantage 2024 National Conference on July 18-21, 2024** at the Radisson Blu at the Mall of America.

Email me if you have any requests or suggestions.

Enjoy the rest of summer 2023!

Lisa

The screenshot displays the EDGE Credit Operations Portal interface. At the top, it shows the user's name 'PULSE', navigation options like 'New Tab', 'Print Spool', and 'Logout', and a search bar. Below the header, there's a 'CUSTOMER NAME DISPLAYS HERE' section. The main content area is divided into several panels: 'Customer Information' (Member Status: N - Non-Producer, Address: 107 WoodLake Dr SE, Rochester, MN 55904), 'COD Status' (Credit Limit: \$20000, Credit Application on File), 'AR Balances' (Previous Balance: 4,326.69, Current Balance: 17,274.28), 'Payment History' (Table with Date and Amount columns), 'Additional Contacts' (Table with Description, Name, Email, Phone Number, and Options), 'Active Account Flags' (Listed as DEMO TEST and TEST FLAG), 'Patronage Balance' (\$18,979.02), and a 'Salesmen' table. At the bottom, there's a 'Balances and Payments For The Last 6 Months' bar chart and a 'TEXT BOX'.

## The all new Credit Operations Portal has arrived in EDGE!



### Features Include:



#### Customer Snapshot

A complete overview of your customer's account all in one place! Credit limit, account balances & payment history, contact information, asset info, and more all readily available on the Customer Snapshot!



#### Calendar

Add customer specific events & reminders to an all-new calendar that lives in EDGE!



#### Credit Communication Center

Conversations between a Credit Manager & a customer should be kept private. And now, thanks to the Credit Communication Center, they can be!



#### Customizable Account Flags

Create an unlimited number of Account Flags and then apply those flags to individual customers. Slow payer, history of NSF's? This feature allows the user to create a flag and flag an account! In two simple steps.

and so much more!

Contact your EDGE Admin to unlock the Portal today



## Upcoming eTraining Class Schedule

By Elise Musall, Customer Services Specialist - [elisem@agvantage.com](mailto: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](https://www.supersaas.com/schedule/agvantage/AgVantage_E-Training_Schedule)

Please email [elisem@agvantage.com](mailto:elisem@agvantage.com) or [support@agvantage.com](mailto:support@agvantage.com) for any questions or concerns about eTraining.

<p><b><u>Thursday 9/7</u></b> 2pm—4pm CST</p>	<p><b>Edge Payroll</b></p>	<p><b><u>Tuesday 9/19</u></b> 2pm—4pm CST</p>	<p><b>Edge Grain Management Reports</b></p>
<p><b><u>Tuesday 9/12</u></b> 2pm—4pm CST</p>	<p><b>Edge Feed</b></p>	<p><b><u>Wednesday 9/20</u></b> 10am—12pm CST 2pm—4pm CST</p>	<p><b>Grain Hauling &amp; How It Works</b> <b>Edge Energy Dispatching &amp; Mapping</b></p>
<p><b><u>Wednesday 9/13</u></b> 10am—12pm CST 2pm—4pm CST</p>	<p><b>Edge Invoicing—V8.1 Only</b> <b>Grain Purchases</b></p>	<p><b><u>Thursday 9/21</u></b> 10am—12am CST 2pm—4pm CST</p>	<p><b>Edge Inventory Costing &amp; Reports</b> <b>Edge Agronomy</b></p>
<p><b><u>Thursday 9/14</u></b> 10am—12pm CST 2pm—4pm CST</p>	<p><b>Patronage Distribution</b> <b>AgVantage CRM</b></p>	<p><b><u>Tuesday 9/26</u></b> 2pm—4pm CST</p>	<p><b>Edge Grain Customer Portal</b></p>
		<p><b><u>Wednesday 9/27</u></b> 10am—12pm CST</p>	<p><b>Edge Payroll</b></p>

\*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](mailto: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 Credit

- Add calendar (577034)
- Customer profile snapshot (578249)
- Add communications tab (578259)
- Credit file creation (578703)
- Add credit operations portal to main menu (582572)
- Account flags within customer profile (585705)
- Add grain and patronage tab on customer profile page (587675)
- Credit letters user interface (591650)
- File creation EDGECR account flags (591652)
- Link the calendar as a menu option on the credit operations portal main menu (597449)

### Customer Relationship Manager

- Add grain account details (584973)
- Add lead status to the customer profile and activity report (595063)

### Edge Admin

- Enable/disable users and assign printers (453010)

### Edge Agronomy

- Plans - add guaranteed analysis and total plant food to activity detail report (559462)
- Update work order to operator and machine when set during the application (567703)
- Plans - include average unit price on summary by product report (572651)
- Add authority to save and assign in customer portal/new order (595011)
- Shipping document needs to display 'X' not '\*' (606294)

### Edge Accounts Payable

- Add unit of measure in AP invoice entry (604792)
- Add inactive location field in constants file (606186)

### Edge Accounts Receivable

- Detail sales analysis report (441959)
- Sales by salesperson (591139)
- Sales by manufacture (591140)
- Item portal - add remember location flag to multi-select (594094)
- Add check number and CSV button to payment history section (596534)
- Link new year end statement to customer portal (598261)
- Add more fields to the Item portal location audit tracking (601433)

### Edge Crop Protection

- Add prompt when removing cross reference to mark item inactive (595691)
- Change heading from manufacturer reference ID to manufacturer distributor ID (602581)
- Show both Winfield and AgVantage item descriptions (602583)

### Edge Feed

- Feed dispatch - allow user to choose customer pick up vs delivery (592352)

### Edge General Ledger

- Add drill down to journal entries GL detail & inquiry (578485)

*(continued on page 7)*

## Edge Grain

- Lots add unsettled data (544671)
- Add CSV option to EOM inventory valuation report (587601)
- Add CSV option to EOM shipments in-transit valuation report (587635)
- Add CSV option for handling detail report (588715)
- Add CSV option for priced not paid report (588717)

## Edge Patronage

- Prior year distribution - assign tally numbers to checks (493279)

## Edge Seed

- Seed warehouse report - add start/end date (577653)
- Bayer corn seed returns API and soybean haul back (578773)
- Add location and customer number to preview plan ordering screen (579620)
- Add remember selection flag to seed shipments (582577)
- Seed cross reference - when user selects manufacturer, crop filter packages (585699)
- Cancelling plan with payment (587898)
- Seed warehouse by product PDF header (596268)

## PC Grain Scale

- Calculate discount table based on schedule (545118)

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

