

Vantage Point

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BUILDING ON WITH INTEGRITY



Michelle Blomberg
President/CEO
michelleb@agvantage.com

“Build with Integrity and Success will Follow.”

There was once a contractor who built homes in a small town somewhere in Europe. He built most of the homes for the people who lived in the village and was a gifted carpenter. Unfortunately, he was never able to afford a home of his own.

One day, the wealthiest man in town came to the contractor and asked him to build a house. He said, “I want you to build the finest house you are capable of, and I want you to spare no expense. I am going on a journey and when I return, I hope that the house will be completed.”

The contractor agreed to the job and was about to begin when a thought struck him: “This wealthy man already has a few houses. I do not have my own. I will use inferior material, cut a few corners and do a quick job on the house, make it look real nice, and charge him the full amount. That way I can pocket the leftover money and finally afford to build my own house.”

So that’s what he did. When the rich man returned, he went to view the house and was impressed. It looked beautiful from a distance. The wealthy man turned to the crooked contractor and said, “The house

looks wonderful I am so glad that you spared no expense, for I intend to give this home to a dear friend who deserves a house like this one.” With that, he handed the keys over to the contractor and said, “Here is your new home, my friend.”

The contractor graciously received the keys to his new home, but his heart sank as he realized what he had done. What kind of effort and quality of workmanship and materials would the man have put into the home if he had known it would be the place where he and his family would be living?

Integrity is doing
the right thing,
even when no
one is watching.

The moral of the story: Work with integrity, not only when their eyes are upon you, but even when they are not watching.

At AgVantage Software, over this past year, we have been remodeling and building onto our office space. It’s been so amazing to watch our team grow and add such talented people, but unfortunately, most of the new people we hired, or when we had our whole team in from our remote locations, had no place to work or make their home away from home.

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As the gutting of the existing spaces, addition of the new spaces and then rebuilding all of it to fit the new age of employees was happening, right there at the core of the building is integrity. That level of culture and integrity only comes from 44 years of successful, honest business practices.

Besides rebuilding our building, we are in the process of rebranding our whole company. I look forward to announcing that at our summer conference in Minneapolis June 16-19, 2020.

Human-to-human connections are the heart and soul of business. At the end of the day, you're dealing with people – helping solve problems and creating stronger customer experiences. Success is something that happens as a byproduct of human connections and positive customer experiences. Always, ALWAYS, do it with Integrity so at night, you can sleep soundly. :)

Thank you for your continued business. In our 44th 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 Accounting system.

**YOU DON'T
BUILD A BUSINESS
YOU BUILD PEOPLE
AND PEOPLE BUILD THE
BUSINESS.**

AgVantage
Software®



An Employee Owned Company



Chocolate Mint Brownie Dessert

By Valerie Ahlers, Customer Services Rep.

Brownie Mix and ingredients - mix and bake according to directions in 9x13 pan.

Filling

¼ C. butter
4 oz. cream cheese
¼ c. whipping cream
4 C. powdered sugar
½ tsp. peppermint extract
4 drops green food color

Mix and spread over cooled brownies. Refrigerate for 30 minutes.

Chocolate topping

½ c. whipping cream
1 bag semi-sweet chocolate chips
1/3 c. butter

Melt in microwave, stirring often for 1 minute. Stir until all ingredients are melted and blended together in a rich, smooth topping. Spread over the mint layer. Refrigerate to set.

AgVantage Training 2020



Lisa Sick
Vice President—Project Management
lisas@agvantage.com

Ohio Area Training Conference

January 22-23, 2020 our AgVantage Training Team traveled to the beautiful Renaissance Westerville Hotel in Columbus for our **Ohio Area Training Conference**. Over 50 users got hands on training on the newest features of **AgVantage Edge®** Energy, Agronomy, Grain, and Accounting.



This beautiful facility had two nice big training rooms and they provided excellent food and beverages to us throughout the days. It was a great time of sharing information and learning together.

Wednesday evening, we enjoyed TOP GOLF, and that was a lot of fun!

Thank you to all who participated in this event, you made it successful!



Dylan Richards of Sunrise Cooperative is pictured playing a round of TOP GOLF.

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Thank you for your continued support!

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AgVantage 35th Annual National Conference

June 16-19, 2020 is our **AgVantage National Conference** at the Hyatt Regency in Bloomington MN. There is something for everyone at this event. The hotel is close to the Mall of America and right on the Light Rail. They provide “Farm to Table” locally sourced, seasonally inspired cuisine from local farms and their own garden. *Reserve your room today by clicking on the “Hotel Reservation link” on the front page of our website.*

“**Feed the Future**” is the theme of this conference. We will explore how we feed the future of agriculture, technology, farming, people and more. *If you would put together a one-two page powerpoint showing things you do for the future of farming and people in your area, (like the things you do for FFA or 4H programs), email this to me and we will be showing these at the conference.*

The agenda for this event will include the newest features of AgVantage Edge, Edge Invoicing, Seed Dealer Software, CRM, AgVantage Mobile, Business Intelligence, Customer Driven Development and open Q/A sessions. *If there are other topics you want added to the agenda, please email me with that information.*

Stay tuned to our website for more information and our new online registration. *Share this information with all of your team, everyone is invited!*



Updates on New Releases & Software Releases Coming Soon



Dave Hammond
V.P. Programming
daveh@agvantage.com

AgVantage - Version 8 New Releases



Admin Edge

Allow Global/Company Settings (471642)
Add URCI package to Admin and User Prefs for landing page (476048)

Agronomy Edge

Add set menu - Derived from (U6DRVD) (439204)
Incompatible file to File Set Up menu and look at items (444019)
Wind Speed verification notice on Begin Application (461885)
Change Crop selection to suggestion list not drop down (465254)
Change Dispatch Types to suggestion list not drop down (465257)
Needs to be able to attach a load site to map (471105)
Plan : Stage/Phase prints the ID not the description (472331)
Add support for logos to agronomy workorders and farm plans (475937)
Need map in dispatch larger (476097)
Show farm/field on customer portal orders listing (477121)
Add Summary By Field Document in Agronomy Farm Planning (477252)
Converting an Agrn Plan to an open/active Order (478084)

Accounts Payable Edge

Bank Recon needs to include transaction type GT (468833)
Increase U2CKR31 to allow more than 999 records (477694)

Accounts Receivable

EOY now includes multi tender payments & desc for misc GL sales (397310)
Leave blank line between stmt detail and delinquent message (468641)

Accounts Receivable Edge

Email Notifications - Transaction Codes to send description (454020)
Remove Zero Balance Bookings (459773)
Create menu for Auto Batch setup (476251)
Transaction Edit screen to show # of users and if edit printed (477150)
Edge Item Portal Seed Tab Cross Reference change crop to dropdown (481950)

CMS

Move email window to the background (475338)



Fully Integrated
Accounting

AgVantage
EDGE

*Please see our
Message Board
for many product
enhancements continuously
available.*

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CRM Edge

Make Prospects Do Everything Customer Profile Does (415515)
 Add location number to salesman dropdown in user setup area (423944)
 Central file storage (453169)
 Add customer number to CRM customer lookup (471898)
 Communication users (474186)
 Communication updates (474371)

Dispatch Map Edge

Need turn by turn directions with voice (381177)
 Add column to grid with route description. (466827)
 Add K factor & fixed number of days to Edge grid, excel and report (471073)
 Edge Energy Dispatch - add Requested Delivery Date to Dispatch Grid (475421)

eAgVantage

Customer defined link in eAgVantage menu page (461904)

Edge

Edge Logo Management (475497)
 Edge Login - show/hide password (481148)

Energy Edge

Selection codes in Customer Portal, AR Balance button (436634)
 Wants users to have access to only the budget payment field (464427)
 Edge Energy dispatch, Closing all calls, display warning (476633)
 Add customer name to Customer Edit/View portal (477730)

Energy PC

Have the Option to email EOD reports (468772)

ETA

View both change request and employee timesheet screen (478726)
 Show admin manger on employee screen (478734)
 Hours worked report enhancement (478736)

Feed Edge

UFMENU-25 View Discount and Charge Code Table (343737)
 UFMENU-26 List Un-Invoiced Work Orders (343738)
 UFMENU-27 List Salesman/Vendor Orders (343739)

GL

Prohibit FY setup to have same FY for the next fiscal year (475285)



*See our website for more
 information about
 AgVantage Edge!*

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Grain

Sales with no item are no longer described as MISC SALE on EOY Report (402065)

Grain Edge

U5MNEM2-6.1 Priced Undelivered units- Sls Cont @ Curr BOT Prices Rpt (408284)

Grain Data queue Changes in Print Check - php parts (440171)

Grain Management Edge

Show ACH ID number on settlement screen (481709)

Grain Scale PC

Fed Inspector required chgs, calculate Crop US Grade#, print Grade# (245968)

PC GRAIN SCALE - u/m label defaults bushels - should not (468275)

Interfaces

Enable issue - their AP invoices aren't coming over (480621)

Inventory Edge

Edge Inventory add menu option U8MEN6-3 Inv Blends Setup (464600)

Payroll

Total for hours worked on quarterly UI report (471582)

Eliminate report that prints with EOY roll (479128)

Seed Edge

Filter Order Discounts by Seed Type (441651)

Ability to transfer to dealer bucket when item is not in order (449132)

Add Bayer Account ID to Grower Plans (460841)

Farm Manager list (467360)

Show amounts for cost per unit and cost per acre on screen (468462)

Add Company Logo Back to Seed Quote (473122)

Add bayer account ID to the plan, show on plan (473433)

Add \$ signs/Print salesman number after name (473436)

Seed Transfer Adds Missing Items to Stock Plan (474239)

Population on quotes (475117)

Blends to be billed (478856)

Misc Seed Enhancements (479331)



AgVantage Software, Inc.

AgVantage
EDGE

*For pricing info, please
contact Michelle Blomberg
at michelleb@agvantage.com
or 877-282-6353.*

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AgVantage Software Releases Coming Soon:

AgVantage Mobile

PROD PRTL GRAIN add grain loads to the producer portal (447365)

Accounts Receivable

Check COD code in u7lpcalls when exiting customer (481912)

ETA PC

Transition ETA to run on IBM i not MySQL (461320)

Grain Edge

U5MNEM-5.2 Save & Summarize - Grain Bank Activity (408271)

U5MNMG-10 Trades Maintenance (408320)

Seed Edge

GPOS/Product Movement Report (460689)

Build screen to run GPOS Message (483476)

The logo for AgVantage Mobile is displayed on a black rectangular background. The text "AGVANTAGE" is in a large, bold, white sans-serif font, with "MOBILE" in a smaller, bold, white sans-serif font directly below it. To the right of the text is a square orange icon containing a white silhouette of a wheat stalk.