VantagePoint
E-NEWSLETTER

MONTHLY UPDATES FROM AGVANTAGE SOFTWARE - YOUR PARTNER IN AGRIBUSINESS

January 2021

Leadership—What do YOU think?

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

To kick off the new year, I decided to shake it up a bit and write a newsletter article from YOUR perspective. I asked several customers a few questions. One was related to this past year and how it affected them personally and professionally. I loved getting to read stories that my business partners, some of who I would define as friends, wrote to me of their lives and how one single year had such an impact. Many stories included loss of loved ones and others on how it brought their family even closer together. Some wrote of looking forward to a time when what we've learned from this past year will morph together with our "old" ways to become even more innovative.

I also asked them to rank "Building Business Relationships" from one to ten and got some very in-depth answers to that one. Of course, most put it up at a 9 or 10. One customer said, "My whole career, I have felt the majority of my success has come from partnering with the right businesses that link me to markets that are much bigger than I could get to alone. And then hire the best people I can find and train them to do nothing but add value to every customer we have. I have always tried to set the culture of 100% customer focused and then traveled wherever I needed to build relationships so someday, I can hand the "keys" to company over to someone I trust."

I asked them what their favorite part of AgVantage is, but I'm going to save that for next month's newsletter, as it's really my favorite question – to hear what you think of our company.

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So, for today's article, the other question I asked was, *"If given only one word, which one would you chose when defining 'Leadership'?"* This is the same question I asked of the AgVantage team a couple years ago and have some of those answers to share too. I hope you enjoy this as much as I did and thank you to those that sent me your responses.

I speak to everyone in the same way, whether he is the garbage man or the president of the university.
~Albert Einstein
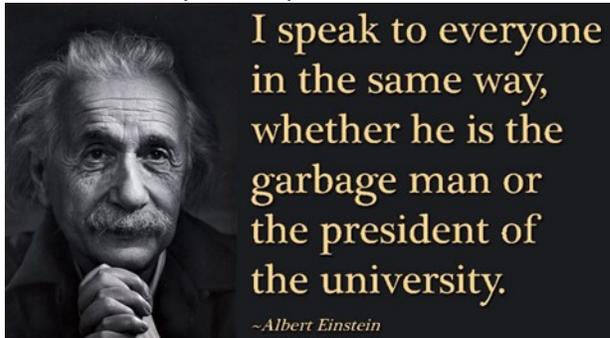
Roger, CEO Ursa Farmers Coop: *Empathy*

Matt, CEO of New Vision Coop: *Expectations*

Kim, Controller of United Quality: *Respect*

Merlyn, CEO of Central Farm Services Coop: *Stewardship*

Tammy, VP of Member & Corporate Relations of Sunrise Coop: *Accountability*

Jeff Brandenburg, CPA of Clifton, Larson, Allen and Gary Anderson, Controller of Skagit Farmers Supply: *Trust*

Jolie, IT Manager of Premier Companies: *Compassion* (without compassion leadership is just a boss doing what he/she believes to be best for himself/herself).

Mark, CEO of Legacy Farmers Coop: *Influence*

Scott, CEO of Hanley Falls Farmers Coop: *Care*

Jamie, IT Systems Manager of Legacy Coop: *Patience*

Claudia, Finance Manager of Envision Coop: *Guidance* – our leaders are the ones that help give us guidance and direction. They help the team know what "the plan" is for moving forward.

"Earn your leadership every day."
-Michael Jordan

George, CEO of Sunrise Coop: *Communication*
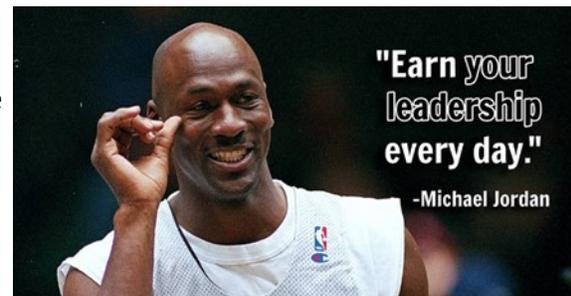
I love this question because each of us, especially in today's climate of such diversity amongst people and the opinions of so many topics, we tend to think people are going to answer the same. That we're all the same. But it never is the same. In this case, 13 people answered this question and only 2 answered the same. And even in our own lives, our answer may change, depending on what's going on in our lives around us. For example, if one day, you had an experience working with a leader who lacked empathy, you may be affected so much by that loss that it now becomes your top definition. Or you may have a time when someone you're working with is a great communicator and it makes you realize how important that is to your success. Whatever your latest experience may lead to your answer to the question.

What one word pops into your mind when you hear the word "Leader"?

- Jerome – Honest
- Theresa – Strong
- Dave S – Visionary
- Lori – Brave
- Tim – Communication
- Dave H – Responsibility
- Kristin - Trust
- Lisa - Integrity
- Paul - Charismatic
- Theresa - Stability
- Chuck - Team
- Kristi - Confident
- Jason – Courage
- Michelle B - Humble

Great Culture creates Great Success
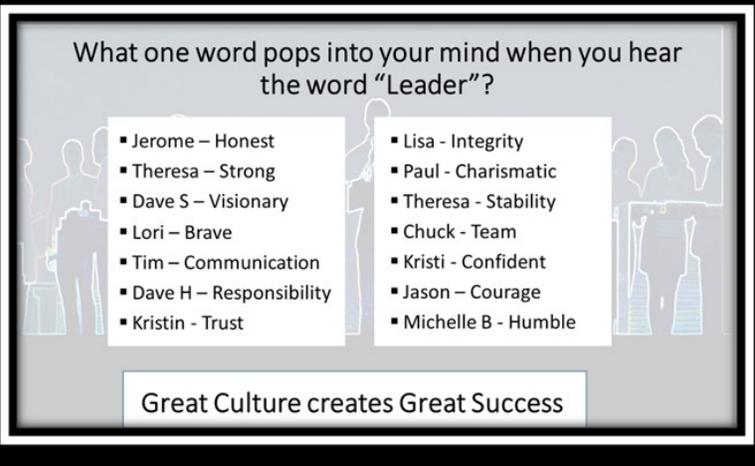
A couple years ago, I asked this same question to the AgVantage team, and I got very few answers that matched. Each one of their answers may have been influenced by their latest experiences, or they may have had that answer their entire life.

When I was a child or young adult, I don't think I spent much time thinking about leadership. However now, as a new year kicks off, I'd like to put in my own two cents worth on the question and with that, I can't help but go right to my brother Dave. My single word that defines leadership is *Humble*.

My brother, 2 years my senior, who passed away at the age of 53 coming up on 5 years this March, will always be my model of leadership. He joined the Air Force at the age of 18 and spent the next 35 years learning to fly jets, getting his master's in engineering, leading squadrons of pilots, or assisting Air Force generals with technologies. And every single person I met that knew my brother, had so much respect for him and considered him their favorite leader. When I'd ask them why, they'd all say simply, "**because he treated me like I was the only person in the world and was the humblest human I've ever met**".

Truthfulness
Honesty
Integrity
Unselfishness

HIGH MORAL AND ETHICAL STANDARDS ARE ESSENTIAL, AND THEY DON'T CHANGE FROM ONE JOB TO ANOTHER, OR FROM ONE LEVEL OF AUTHORITY TO ANOTHER. HONESTY, TRUTHFULNESS, INTEGRITY, UNSELFISHNESS-THESE ARE ALWAYS THERE. AND WHENEVER A LEADER VIOLATES THESE BASIC PRINCIPLES, THROUGH ARROGANCE OR THROUGH IGNORANCE, THERE'S A DEROGATION OF DUTY.

Now, in a leadership position myself, I have Dave as my role model, along with my parents, many of my colleagues and friends, and several people I don't even know but like what they represent.
I consider the people at AgVantage all leaders, because even if their titles do not indicate a leadership role, every single one of them possesses the qualities that make up a great leader. They make me so proud.

Thank you for reading and also to those that sent me your responses. Stay tuned next month for an article related to the responses I received to the question, *"What's your favorite part of your relationship with AgVantage?".*

Thank you for your continued business. Kicking off our 45th 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.

Save the Date for our 2021 National Conference!

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

Save the Date: June 16-18, 2021

We are planning to "Shake it Up" at our 2021 National Conference at the Mystic Lake Casino in Prior Lake MN on June 16-18, 2021. This is a hybrid event so you can attend in person or remotely via our live feed. We would love to have you back with us in-person as we know the importance of human interaction and the value of face-to-face discussions. We also offer live video feed for more of your team to attend remotely.   We want everyone to participate one way or another.

There is so much to share, plan now to attend!

If there are specific topics you would like to see on the agenda, and if you would be willing to join us on a topic as a Customer Resource, please email that information to me at lisas@agvantage.com

Safety first. Mystic Lake Casino Hotel has done a great job following enhanced sanitizing protocol throughout the facility. Once you arrive, you can stay right on this property for eating, entertainment, golf, spa, and lodging, no need to leave. They are taking additional measures to ensure the health and safety of guests and team members. The hotel is following these enhanced cleaning techniques in guestrooms, meeting rooms, hallways, and the casino:

- Using high-grade disinfectants to sanitize touchpoints such as tables, chairs, doors, handles, knobs, countertops, faucets, sinks, TV remotes, tablets, thermostats, light switches, hangers, etc. They regularly disinfect high-touch areas in the guestroom corridors as well.

- Games, restrooms, lobbies, and other high traffic areas are disinfected frequently.
All blackjack chips are sanitized with **PermaSafe**, a treatment that kills 99.999% of bacteria and viruses and provides continuous long-term antimicrobial protection.

- Face mask usage is required for all guests and team members.

- Sanitizing stations are available upon entry and spread throughout the property.

We have hired two outstanding keynote speakers for the opening sessions on Wednesday and Thursday. We are planning an awesome boat cruise for Thursday night.

I will share more exciting news on these events next month.

Save the Date! 6/16-6/18

Above: Favorite Farm Animal Day—Pat (chicken) & Karen (Sheep)

Right: Holiday Spirit—Dawn

Below: Comfy Day—Fenix (Elise's son)

Above: Ugly Sweater—Dylan & Bridget

Below: Favorite Movie Character—Mary Jo from Grumpy Old Men

Happy 2021 From the whole AgVantage Team!

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Update on New Software Releases

By Dave Hammond, VP Programming - daveh@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.

Agronomy Edge

Add checkbox to workorder to denote special instructions/comments (497462)

Add customer contact information to new workorder screen (499231)

Add print (blank) Application WO to Staged Orders (500520) – *8.1 Only*

Carry over split group from Plan to Work Order (501981) – *8.1 Only*

Populate State/County on work order from Farm/Field Selection (512764)

AGV Mobile (Beta)

Display below the grades Customer Names and Split percentage (420023)

Change login screen to say Account ID (503097)

Accounts Payable

New Electronic file specs for 1099-NEC and 1099-MISC (506412)

Changes to 1099-NEC/MISC letter and laser forms (510159)

1099 electronic 1099 changes v8.1 (513683)

Accounts Payable Edge

Add AGV tables to split invoices option for easy search (442827)

Auto pull G/L balances into bank rec V8 & V8.1 (465250)

Hold the last VNO & due date when in AP invoice entry (475989) – *8.1 Only*

Add menu option U2MEn4-10 Save 1099 Misc. Info (486525)

Allow user to define column sort on Vendor to Pay and C (494980) – *8.1 Only*

New field for 1099-NEC for Edge AP (497217)

Accounts Receivable

Change Prepay or booking contract dates menu options (504474)

Add J25 to merge rerun command (511886)

Update entry # assignment in edge bank reconciliation (497645)

Accounts Receivable Edge

Customer Portal - Card File (428827) – *8.1 Only*

Show audit tracking of changed fields - Customer (435955) - *CDD*

Show audit tracking of changed fields - Item File (435957)

Show clear dates on Budget Transactions (436299)

Edge Price Update show Cost (455077)

Multiple Items on a Contract (469136)

Convert Seed Plan to a Contract (484343)

Batch Header - Add Grain Live Flag and Due Date (485153)

Import Agronomy Workorder - with Restricted Item (485183)

Validate item created in U4ITMMR/U4ITMBL simultaneously (494313)

Merge lock released upon completion of merge (511488)

Container Tracking Edge

Add Container Types file maintenance in EdgeAg (504379) – *8.1 Only*

Container tracking - add new/edit container (504389) – *8.1 Only*

New IBMi file for v8.1 Container Tracking - activity status (504465)

Container Activity to Edge (505283)

Container History report to Edge (506974)

Container report to Edge (508345)

Containers Needing inspection report to Edge (508602)

Conversion 8.1

Conversion program changes (512324)

CRM Edge

Converting a prospect to a customer (484718)

Edge General

Add Container Tracking under Authorities - Agronomy (505255)

Energy

PTF updated programs & files (512020) – *8.1 Only*

Energy Edge

Add a menu option for them to change a route or a driver number (503825)

Route Groups-Legacy changes-Both v8 and V8.1 (505081)

Edge parts of New Route Group-As soon as you can v8 and v8.1 (506489)

Ability to change driver by Route or Driver (511745)

ETA PC

Ability to adjust hours for time off for special days (450115) - *CDD*

Create company PW for mobile app (492836)

Add the option to be able to use a scanner for ETA Kiosk (506054)

Feed Edge

Edge Feed Dispatching (437751) - CDD

Change a delivery date on a open/mixed feed order -not closed (448569)

Name on License Tab of Order (453951)

Bill Separate Items on a ration setup (463306)

Printing a ration - add the blend id to the report (464603)

Selecting Multiple Lots (473871)

General Ledger Edge

Add Menu Option GLSM70-2 Roll Balances to Next Fiscal Year (483945)

Create Report to be Ran for Chart of Acct Listing (490578)

Upload journal entry from CSV (490599) – 8.1 Only

Add option to delete batch of GL Inv Adj. (500629)

Detail Inquiry change periods from drop down (502386)

Grain

USDA Coronavirus Food Assistance Program (CFAP) - criteria (492301)

Capture Files - 13 period accounting (511524) – *8.1 Only*

Grain Scale PC

Replace Bullzip Printer with Microsoft to PDF (500216)

Interfaces

Add Contracting into Voyager Interface (465940)

DTN - Change user to the library owner not AGVANTAG (490056) – *8.1 Only*

Advance Trading - Change to run with user other than AGVANTAG (490568) – *8.1 Only*

Not Rocket Science - Change to run with user other than AGVANTAG (490608) – *8.1 Only*

AgStudio Interface - Get State and County (502767)

Coming together is a **beginning**, staying together is **progress**, and working together is **success**.

- Henry Ford
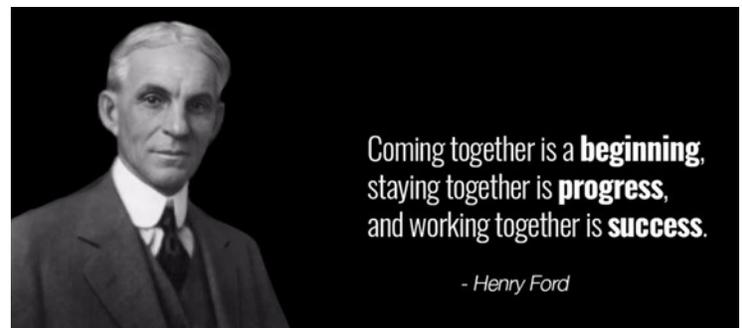
Invoicing Edge

Do not allow delete of tran code 8 or 5 when customer number changes (455329)

Pricing - Promo and Quantity Breaks (485167)

Agronomy – Inventory Blend billing S/T Records (485171)

Do not generate Haz Mat Ship Doc on Tran 8 or 5 (485173)

Lot Tracking FIFO (485174)

Print Loading Slip (485177)

Add Ship to on the fly (485190)

Use Minimum Charge on items with this populated (489060)

Require Check Number on Payment Type 2 (492131)

Import Agronomy/Seed need ability to change customer # (495248)

Show Original Qty and Billable Qty when Importing Blend Order (497406)

Add check box on Pricing tab to hold prices in Ed (502859)

Split bill with a Prepay/retail split, retail not getting S record (513361)

Invoicing PC

Inventory lookup – do not display inactive items (491054)

Farms/Field information not getting written to U4TRND (503163)

Patronage

1099 PATR Letter Changes for 2020 per IRS (508230)

Patronage Edge

Add/Change Division Information (493088)

Add/Change Category Heading Information (493090)

File Setup Add/Change Patronage G/L Number (493091)

Add/Change Patronage Transfers (493094)

Add/Change Monthly Gas Tax Rates (493095)

Add/Change Union Dues Information (493099)

Payroll Edge

Add U3MEN4 Option 4 - Create PR ACH file (510932)

Printer

Add description of documents in Print Spool (486763)

Seed Edge

Would like to filter plans/orders by multiple statuses (439941)

Create Custom Messages to Print on Seed Quotes (473434) – *8.1 Only*

Needs lookup option for Product Availability (474626)

Auto add items when running retail order summary (486733)

When Ordering Errors, change plan status to Error (492286)

Setup default seed population for a company (492307) – 8.1 Only

Seed Crossref- Restrict item from being inactive if has on hand balance (493365) – 8.1 Only

Add FPOS Pay type when creating Grower Plan (496951)

Change where we store ordering flag (500239)

Add salesman filter to seed sales report (500462)

Plan will now save if product is zeroed out with payments on plan (510765)

RFID

Added column to show came off contract (502217)