

Vantage Point

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A MESSAGE FROM OUR COMPANY PRESIDENT AN EVENT YOU WON'T WANT TO MISS



Michelle Blomberg
President/CEO
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"The only reason we exist is our clients."

Ginni Rometty, CEO of IBM

When I was a little girl around 10 years old, a guy from a company called IBM came to our small town looking for programmers for this new thing called a computer. My dad decided to take the test this guy was pushing to see if he had what it takes to be a computer programmer. Dad didn't know what it was and Mom, home with 10 kids, was wondering what the heck my dad was thinking and how risky this was for our family. However, he took the test and they told him he scored higher than anyone they had given the test to, so far. Now granted, it was back when computers were first starting, so it may have been only one other person, but I took it as my dad's a genius. :) Off he went to a school in Chicago for 2 weeks and then another one in Minneapolis for another 2 weeks and voila, he was a programmer. (I know the women reading this are still thinking about my mom at home with 10 kids while he's off getting educated.... Men!! :)

His job was writing software for the local coop and the first program he wrote was accounts payable. After he got it written, he went to train the woman, who was very resistant on what was happening, and if you know how software was written back then, it was on cards and the cards had to remain in the right order. They were inserted into the computer in the order and that's how they got the software to work. Well, that woman, being resistant to change, dropped the cards and they fell in disarray all over the floor. Dad thought she did it on purpose, but regardless, he gathered them, got them back in order, and the first agriculture accounts payable system for this coop was created.

That was the start to his new business called Be-Rich Computers. And this is the company that I purchased 25 years ago and is a part of what we do today at AgVantage Software.



This next month, June 20-22, will be the 33rd AgVantage National Conference and I just wanted to take this newsletter to write a little about what's happening in our world leading up to this event. Agriculture is complicated and writing computer software to accommodate all the entities of the industry is constantly moving and changing. What makes AgVantage such a great company in this industry is that we too can move and change quickly. In 2000, when our CEO passed away, the company was struggling, but today, after 18 years of working hard with our loyal customers, the software and company we have built is amazing.

Today, our teams here are developing and releasing our newest products called "Edge" and it's taking the entire system over to web-based. While we are writing this new face, we're also redesigning the functionality of the system to be more interactive and user friendly. In addition, we are making sure your data is protected and the system is replicated for worst case situations.

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If you haven't already signed up, you'll want to get signed up for this upcoming conference. If for no other reason, just come to see these game-changing software solutions, but ultimately, the collaboration and connections you'll make will be your favorite takeaway.

I want to thank you all for your continued business. Heading into our 42nd 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.



An Employee Owned Company

Chicken-Broccoli Empanadas

By Valerie Ahlers, Customer Services Rep.

2 large chicken breasts, cut in bite-size pieces
 ½ C. chopped broccoli
 1/3 C. sliced mushrooms
 ½ tsp. minced garlic
 ¼ tsp. salt
 Dash pepper
 ½ tsp. Italian seasoning
 ¾ C. shredded cheese (I used cojack & mozzarella)
 1 can Pillsbury Grand biscuits (8 in a can)
 1 egg, divided



Brown chicken pieces, broccoli, mushrooms, and garlic in 1 tsp. butter. Add seasonings and cheese. Heat a couple minutes. Separate egg. Flatten each biscuit into a "round" on a non-stick or sprayed jelly roll pan. Spread beaten egg white on the biscuit. Add a large spoonful of meat mix on half of biscuit. Fold over other half and seal the seam, making a crescent. Beat egg yolk and lightly brush over the top of the biscuit. Bake in a preheated 400 degree oven for 12-15 min.

This also can be made with a hamburger mixture, or ham and cheese—be creative!

**33RD NATIONAL CONFERENCE
REGISTRATIONS ARE ARRIVING!
June 20-22, Minneapolis
Mystic Lake Center, Minneapolis, MN**



Lori Campbell
Conference Manager
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We are excitedly expecting a large turnout for our 2018 conference! Some of our labs are nearing capacity, so register soon. There is still time to get the **\$100 discount off of the registration fee if you register and pay the fee by this coming Tuesday, May 22nd!** If you are on Annual Support, you may have AgVantage Dollars that may be applied to pay your Early Bird registration fee.

Our staff has been busy preparing for their sessions. We have a new focus this year that involves more team teaching and more live demonstrations in the sessions. AgVantage will have 35+ staff members at the conference on Wednesday and Thursday, so take advantage and make a connection with as many as possible.

There are still two spots remaining in the Tuesday, June 19th pre-conference, 1-5pm [IBM DB2 Web Query Lab](#). The fee is \$195, and AgVantage Dollars may be used to pay the lab fee.

You Won't Want To Miss These Keynotes!



The Proper Care and Feeding of Your Attitude
Wed. Morning, June 20th
Roger Seip
Motivational Speaker/Comedian



*The Power of Positivity:
Strategies to Build Your Mental Strength*
Thurs. Morning, June 21st
Dr. Cindra Kamphoff
Speaker, Entrepreneur, & High Performance Coach for Professional Athletes

We are again using a conference app to promote networking among attendees. Via the app, you will get "live" updates, view the conference sponsors, create your own schedule, view session handouts, and more. The app is free for attendees and the easiest way to search for it via the Android or Apple app store is by doing a search for **agvantage 33**



Attendify has added extra security to the app. Therefore, AgVantage is required to have your email on file for you to access app, which we will periodically upload. If you are having any issues with the app, Jason Schneider may be contacted at jasons@agvantage.com

Sign up for our evening events is also very strong. We have a large group both Wednesday for the dinner and Martin Zeller performance and Thursday night, which is the Canterbury Park event with a special appearance by a former jockey.

Don't forget that you have the option to enter the [Costume Contest](#) at the Social Event on Wednesday night! Dress up as your favorite musical artist or band. \$300 for 1st place, \$150 for 2nd place, and \$50 for 3rd place. Judging will take place during intermission between Martin Zellar and the Hardways' two sets that evening.

The hotel still has plenty of rooms since they now have two guest room towers. The Promenade Tower is getting full, but there are still rooms with two queen beds in Promenade. There are also lots of beautiful smoking and non-smoking guest rooms in the Lobby Tower, which is closer to the casino part of the complex. It is about a 3 minute walk from the Lobby Tower to the Promenade Tower and Mystic Lake Center, which is the conference section of the complex.

On the next page, you'll see the corporate logos for all of our conference sponsors! They help keep our conference registration fees as low as possible. All of us at AgVantage appreciate their support.

If you have any questions, please give me a call at 877-282-6353, ext. 117. I'd love to hear from you and talk about the conference!

**1-800-262-7799 for
Mystic Lake Hotel Reservations
or at www.agvantage.com**

Meet our 2018 Conference Sponsors! Diamond, Platinum, Gold, and Silver Sponsors will all be exhibiting at the conference on Wednesday & Thursday, June 20-21 at Mystic Lake Center in Minneapolis.

Diamond Sponsor

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Platinum Sponsors



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*Save the date...
Feb. 17-19, 2019
Executive Conference
Willard Intercontinental Hotel
Washington, D.C.*

Michelle Bloomberg Exerts from April/May, '18 Issue of Feed & Grain

The full article may be viewed online at <http://www.feedandgrain.com/magazine/software-solutions-accounting>

FOCUS ON TECHNOLOGY

Software Solutions – Accounting



Specialized accounting software for the industry boosts efficacy.

By Jennifer Bradley

Feed and grain facilities boast a complicated accounting system. They buy from the farmer, then sell back to the farmer. It's a cycle that revolves continuously but branches off in a variety of specialized business areas. This is where software advances have made a huge impact on streamlining and simplifying things.

Michelle Bloomberg, president and chief executive officer at AgVantage Software Inc., Rochester, MN, says when her business began 40 years ago, basic accounting was the norm. Financial statements, payroll and accounts payable/receivable was it.

"Soon after, the need for grain accounting systems came along, which are completely unique to normal accounting standards and procedures," Bloomberg explains. "This is almost like the opposite of accounting. Your customer is bringing you the product, but on the flip side, you're selling them agronomy."

Bloomberg explains that this synchronization of data is what allows efficiencies to be found in many areas of a feed or grain business.

"Million and even billion-dollar co-ops are able to run software on every single facet — fuel trucks, applicators in the field, trucks driving across a scale and systems for

farmers to look up their information are now parts of the accounting system," she explains.

Keeping all of that straight, along with seed, fuel, feed, etc., is no easy task. There are software solutions available today, however, that make this not just possible, but integrate and streamline the data for all departments.

■ Mobile apps are providing that opportunity to customers by providing information immediately! ■

www.feedandgrain.com

Bloomberg offers the example of their fuel accounting software, which runs through a mobile application in the laptop of a truck, connected to a meter. Then, she says, the person spreading fertilizer can also track their tickets and deliveries via a tablet inside the applicator, and even still, RFID technology to scan a truck at a scale site.



"By the time the truck is pulled on the scale, the message board can populate all the necessary information we already know about them and confirm that with the driver, all without anyone getting in or out of their truck," Bloomberg says.



training out to the people and make sure they are learning."

Secure systems

"As companies grow wider, and deeper, they need to have secure systems," Terning says, adding it's not unusual for his customers to receive threats regularly from third parties trying to access services and data. "IT managers need to be very savvy with anti-phishing and anti-virus technologies."

Having back-up, secured servers is essential.

"We used to know every single person using the software because they were always in the back office," she says. "Today, with the sizes of ag businesses, we don't know everyone using the system, and they don't know us. We rely on the business itself to push the

"If our server went down, that's about 10,000 people without a system, so we must make sure it doesn't," Bloomberg adds.

Another facet of this is protecting data for customers, falling into another system that wants their data for other purposes.

"It's become such a hot topic over these past few years," Bloomberg says.

"In the past we were a software company known for accounting. Now part of our job is to make sure their data is safe and secure, and following compliance rules throughout the system."

While securing systems is a challenge, it's the way things are today. Fraud and theft are real threats, and accounting software providers are stepping up to the task, confidently.

It's a trend that is building each year as more advancements continue to be made in software, interoperability, integration of data and mobile applications.

The basic need of financial records, through accounting software, is still balancing books and providing reports, but now it can do so much more. ■

AgVantage® Software

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AgVantage Software, Inc.
An Employee Owned Company

Updates on New Releases & Software Releases Coming Soon



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AgVantage - Version 8 New Releases



Accounts Payable EDGE

- Validates active vs inactive contracts in AP Edge Invoicing

Accounts Receivable

- Added the customer number range selection to the Missed Budget Payment Report (428606)
- Added a product type to the Price Level file (432093)
- If the Item Dealer Price = 0, Counter = No Unit Price Set then use Retail Price (429576)
- Hold the item description for a booking when moved to prepay (429586)

Accounts Receivable EDGE

- Customer Portal Phase 1 includes the customer master and ship to maintenance (399920)
- Added Customer Portal Statement Tab (419622)
- Filters discounts by location (420861)
- Added Button to AR Statements in eAgVantage (428203)
- Ability to export inventory view to Excel (428220)
- Customer Portal Ship to Tab (428821)
- Customer Portal Authority (430198)



Agronomy

- Added the operator filter to the blends to be billed report (428115)
- Inactive Operator, populate as inactive in both operator files (430018)

Agronomy EDGE

- Added Edge Agronomy Authorities (424650)
- Created a machine type file (429751)
- Farm buttons work more efficiently, changed drop down buttons, shows one delete button (429908)
- Lists total acres on order tab based on specified filters, filter orders by staged date (430507)
- Sort machine drop will show and sort on description, in dispatch allow to sort by oldest on top (430507)
- Added missing action button if using IPAD in horizontal layout (430663)
- Added crop and previous crop to detail section of the Field Application Screen (430663)
- After save of partial, brings back the last application for information in a third tab on screen (430663)
- Applicator/machine passing back and forth between scheduled orders and order application (403663)
- Stage Orders option (430797)
- Added option to show all items (or not) in work order and order application (431384)
- New Order Application Report (431980)
- Orders no longer require a farm and field in EDGE (432088)

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

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Energy Dispatch Mapping EDGE

- Tank search enhancements (413216)

Energy EDGE

- Now hides Edge Dispatch on Energy Menu if there is no license (408070)
- Added the lease fee by gallons option to the lease option (413223)
- By opening the fields in the tank map, user may change route or driver (429028)
- Added option to save map position button to the tank map (429422)

AgVantagePC Energy

- Added a show delivered calls button, allows them to mark as undelivered (388303)
- Download tanks, calls and appliances now connected to the tanks that download (430918)

Grain

- Storage and handling detail reports – prints report when there are no records (431668)

Grain EDGE

- CDD—Ticket/load disposition document (401980)
- Purchase reports button as action item on Customer Portal (425347)

Interfaces

- CFN – Added driver name to the Vehicle Report (413704)

Patronage

- Ability to transfer patron's equity (291228)
- Prints the customer number on the 1099-PATR letters (423800)
- Added the F12 cancel capability on the Equity Retirement by Percent of Equity (429963)
- Added member status field to the patronage transfer listing program (430302)

Payroll

- Constant file now has a bank code for tax checks paid as Draft (422547)

Seed

- Updates Seed discount screen to show location (429767)

Seed EDGE

- Displays the customer GLN in Seed Edge (429772)
- Removed unused fields from the Seed Constant file maintenance (429872)
- Added delete option when adding items to the existing plan (429885)

eAgVantage

- The invoice has an EDGE like appearance.

For pricing
info, please contact
Michelle Bloomberg at
michelleb@agvantage.com

AgVantage[®]
EDGE

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AgVantage Software Releases Coming Soon:

AgVantagePC Agronomy

- Add dispatch type (423203)

AgVantagePC Invoicing

- Grain Bank Balances on the invoice (339147)

Energy PC

- Add a new call to the driver grid in a different color (392596)
- Add a field for check number for cash sales and Return on Account (397508)
- Change location range to selection like tank type (419775)
- Pass price level through to AR from PC Energy (426420)
- Add AR memo to the invoicing screen (430672)

Feed EDGE

- Feed Rations in Edge (405661)

Grain

- Wisconsin Indemnity Fees – enhance settled check off report (431964)

Grain EDGE

- Transfer Loads to a different control number (343192)
- Create Data File for a Grain Inspector (381673)

Inventory EDGE

- Merge Inventory Received (399447)
- Added Detail Summary Report to Edge (399997)

Inventory EDGE

- Ability to Enter Inventory Received in Edge (399424)

Reports EDGE

- CDD Farm and Field enhancements, adding mapping to farm and field, add work order details ability to select Multiple fine line codes at one time, grain yields, A/R expense table to details (363121)
- Commodity DPR Hedging (400346)

*Have you checked
out AgVantage
Software's new EDGE products?
For a demo, please contact
michelleb@agvantage.com*