VantagePoint
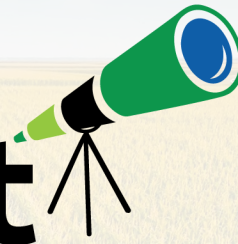## E-NEWSLETTER

MONTHLY UPDATES FROM AGVANTAGE SOFTWARE - YOUR PARTNER IN AGRIBUSINESS

April 2023

Time to Register

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

It's time to register for AgVantage 2023 National Conference
June 21-23, 2023

Visit our website for all the details **www.agvantage.com/national**
Register for the event **by May 19th to qualify for discounts**. Hotel reservations are **required by May 15th**.

Here are a few highlights of Tuesday, June 20:
- **AgVisor Customers** meet from 4:00-5:30 pm with AgVantage leaders; powerful people discussing possibilities.
- **Newbies Orientation** 5:30 pm for first time attendees to an AgVantage National Conference.
- **Welcome Reception** 6:30-8:30 pm to register, enjoy apps, beverages, and reunite with your AgVantage family.

Here are a few highlights of Wednesday, June 21:
- **"AgVantage Fusion"** by Michelle Blomberg, President/CEO; and **"Strategies for Success"** by Sheila Neidert, our keynote speaker.
- **Beginner & Power User** sessions on each topic so you can see the possibilities and Flip the Switch to EDGE.

"...offering discounts on group registration."

- **Energy Driver** Support are experts that provide driver support, which is a key to successful operations. Energy taxes, intro & setup for powerful tank management.
- **Grain** for Beginners, what's new, & flexible purchase contracts.
- **Agronomy** Intro, overview, operations, interfaces & Q/A
- **CRM & POCKT** allows you to see the new features available in these powerful products that keep you connected with your customers.
- **EDGE** Payroll, ETA, Fusing the past highlights to the present features only available in EDGE, and the new Credit Operations Portal.
- **"AgVantage Derby Party"** bus to/from Canterbury Park Horse Track wearing your derby hat. Bring some money for betting on your favorite horse while we eat and drink together. Costs $50 per person, guests are welcome to join us.
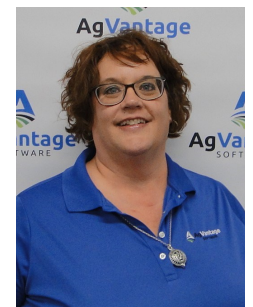
Here are a few highlights of Thursday, June 22:
- **"Lemons to Laughs"** fun with our keynote speaker, Tim Gabrielson.
- **Fusion Function** over lunch where you meet the power users from all topics.
- **Get Onboard EDGE Inventory** will take you from dabbling in EDGE inventory to actually using it.
- **IT Track** of Cyber Security, IBM Power Systems, maintenance, troubleshooting & open Q/A.
- **Energy** Track includes tank management, dispatching, routing, roundtable discussions.
- **Grain** Sales, hauling, balancing, valuations, open Q/A & a special grain session with lots for our PNW family.
- **Feed** orders, pricing, processing, mapping, & dispatching.
- **Seed** experts share their knowledge, plus sessions on setup, sales, inventory management, and order processing.
- **Accounting** Track full of Accounts Payable, General Ledger, Invoicing, Customer & Item Portals, and learn what Artificial Intelligence can do for you.
- **Leadership** Track includes "Applying Emotional Intelligence to your life" by Sheila Neidert, and "Leadership Styles" by Theresa Willems.
- **Connecting AgVantage to Excel** - How to download spool files and reports to Excel.
- **"AgVantage Carnival"** tons of fun and games, food and drinks, music and entertainment. Dress up in carnival attire if you want to experience the full effect! Guests are welcome.

Here are a few highlights of Friday, June 23:
- **Theresa Willems** starts at 8:00 am giving you an inside peak at AgVantage Management Fusion.
- **Increase Employee Retention & Engagement** brings Erin & Kristen of 'People Spark Consulting' to discuss this hot topic.
- **Query Workshop** is for you to bring new or existing queries to discuss with AgVantage employees.
- **Coffee with Management** is a relaxing conversation with AgVantage management.
- **AR Daily & EOM Operations** is a chance to talk through edits, balancing, contracts, ACH, aging reports, finance charges, and statement options. **Tips and Tricks** – One of the most popular sessions that gives you the power to simplify your workload, reduce paper usage, and share tips of your own.

Conference Registration

For those attending **virtually**, purchase a ticket for the days you plan to attend and you are set. No need to choose your classes. Nice and easy!

For those attending **in-person**, purchase a ticket for the days you plan to attend and answer a few questions about the meals and events on those days, then you have a spot reserved! In a few weeks, you will get an email allowing you to designate which classes you choose each day to build your personal agenda.

If you have any questions, just call or email us and we can help you out.

The prices for our 2023 National Conference are as follows:

In-person attendance is:
- $850 per person for the entire event if registered by May 19th ($950 after that)
- $450 per person/day if registered by May 19th ($500 after that)
- Wednesday's Horse Racing event is $50 per person, guests are welcome.
- Tuesday and Thursday evening events are free to you and your guest.

Virtual live broadcast attendance is:
- $600 per person for all three days or $300 per person per day.

We want as many people to attend as possible, so we are offering **discounts on group registration**. The more you spend, the more you save!

$2,500 - $4,999 gets 10% off
$5,000 - $7,499 gets 15% off
$7,500 - $13,999 gets 20% off, and more.

All registration fees and discounts will be billed to your AgVantage account so we can take into consideration your AgVantage Dollars and AgVisor pre-paid registrations.

Be sure to reserve your room at Mystic Lake Casino by Friday, May 15th and
Register for the conference on our website.
www.agvantage.com/national

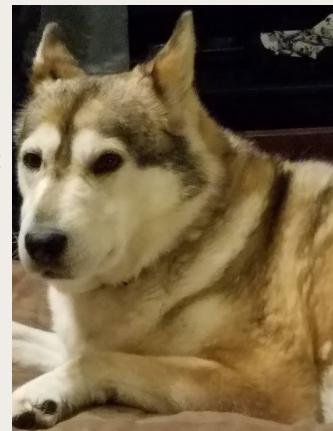We are excited to share this time with you!

Life of a Dispatcher

By Elise Musall, Dispatcher/Receptionist - elisem@agvantage.com

Hi everyone! I am Elise, your friendly neighborhood AgVantage Software Dispatcher. But really, I am a "Jane of All Trades". I started working at AgVantage Software as the Dispatcher back in May of 2015 after working at a local Papa Johns Pizza franchise for almost 8 years. Somehow I was able to avoid answering the phone here at AgVantage with, "Thank you for choosing Papa Johns." It took me longer than I'd like to admit to stop writing "dough" instead of the name, "Doug" when replying to emails, though!

If you have ever needed some help with AgVantage Software, you have more than likely spoken to or exchanged emails with me at one point or another, as all phone calls and emails typically come through me first. In fact, I have been called a "gatekeeper" by one of my peers, because I very rarely let telemarketer calls or spam emails get past me! Unfortunately I can't help with a lot of the problems that come up for our customers, but I do my best to send each support call to the correct people to get you the assistance you need as timely as possible.

I have several other regularly scheduled duties at AgVantage. You may have seen my article in past newsletters about our monthly eTraining classes. I schedule all of those each month.
I also gather the articles, put them together, and email them out for each of these monthly newsletters.
I do a lot of internal work here at AgVantage including putting the schedule together for the support team, ordering office supplies, updating our customer email databases, and any other tasks anyone can drum up for me!

Some of you who have been with us for a while may remember I was out on maternity leave for a while back in January of 2018. My son, Fenix, is now 5 and will be starting kindergarten in the fall. I don't think the phrase "time flies" really sinks in until you have a child grow and learn so quickly and adeptly in front of you. His vocabulary puts mine to shame some days!

Any spare time that I can find to myself after work includes playing with our family's two rescue husky mixes, Dash Away (left) and Tundra (above right); crocheting stuffed animals (and keeping them away from the dogs!); and playing video games with the family.

My husband, Dan; my son, Fenix; and I are also season ticket members with the Minnesota Wild hockey team. Fenix is still a bit too young to really enjoy the games, so we dropped down to going to 11 of the 43 home games. As of writing this, the Wild only have a few games left in the regular season and we are excited to see the boys go to the Stanley Cup Playoffs. Let's see if we can make it past the first round this year :) .

Thanks for taking the time to read a little about me. I might see some of you at this year's June National Conference, so we can say "Hi" in person.

Talk to you next time!
Elise

Meet Dawn and Brandon

By Dawn Klingfus, Customer Services Specialist - dawnk@agvantage.com
Brandon Klingfus, Senior Software Engineer - brandonk@agvantage.com

Hi. I am Dawn Klingfus and will be celebrating my 21st year at AgVantage this year. My main focus is energy and everything related to it. The things we are doing now in EDGE with maps and dispatching are beyond anything I could have dreamed of in our early years. It is so exciting to watch this company and our software grow and evolve over the years. I think I was employee 21 when I started here and now we have grown to over 50. And even though we have doubled in size we have maintained the family atmosphere that Michelle nurtures and grows here.

I am Brandon Klingfus, and I have been here 19 years in December. After the first few years on the IT staff, I was persuaded to follow my dream of coding and moved to the programming department in 2011. I currently program our PC applications and have started working on a lot of the new interfaces that have been added in the last couple years. I can bridge the gap between the software and the system side of things so that has been an exciting addition to my role at AgVantage. Add in conversions and mergers, I am kept pretty busy here.
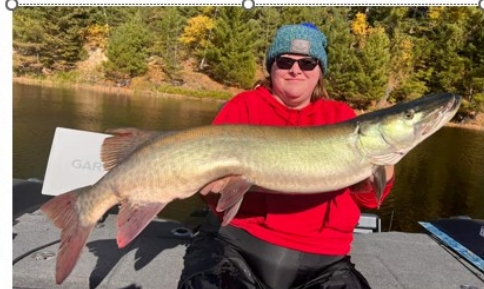
We met at AgVantage after Dawn relocated to Rochester and were married in 2010. In 2014, we moved to Big Lake MN to be closer to our grandkids. We now have 6, Hunter, Mitchell, Evelyn, Nicky, Kinlsee and Mason. Hunter is graduating this year and Mason will be 4, so we have fun in all the things they are involved in, from football to dance. We now live in the county in Zimmerman with our 2 crazy wirehaired girls, Lily and Harley. We enjoy fishing and traveling. Dawn quilts and is crafty. Brandon hunts and makes custom fishing rods.

Dawn's 140 lb halibut, Kodiak AK

Brandon's 42", Dawn's 44" muskies Rainy Lake, Ontario CAN

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 5/10

2pm—4pm CST   **Edge Grain Customer Portal**

Thursday 5/11

10am—12pm CST   **Patronage Distribution**
2pm—4pm CST   **Query 1**

Wednesday 5/24

10am—12pm CST   **Grain End of Month Valuations**
2pm—4pm CST   **Credit & Collections**

Thursday 5/25

10am—11am CST   **Grain Discount Schedules**
2pm—4pm CST   **Query 3**

Wednesday 5/17

10am—12pm CST   **Edge Inventory Costing & Reading Reports**

2pm—4pm CST   **eAgVantage: Commodity DPR**

Thursday 5/18

10am—12pm CST   **eDocuments**
2pm—4pm CST   **Query 2**

*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.

AGRO APP
Add in use check box to remove product in application (597065)

POCKT
Add agronomy farm plans (561492)

Accounts Receivable
New option - change discount on selected items in Legacy (579813)

Edge Customer Relationship Management
Add feed tab to customer profile (557751)

Edge Admin
Allow user to reenable themselves (564091)
Add authorities for farm plan activity/order applications (578941)

Edge Agronomy
Inventory report by workorder order status (567705)
Add option to hold pricing on plan activity to order (580679)

Edge Accounts Payable
Add option to create file for small business (588239)
Validation for 1099 Box (593900)

Edge Accounts Receivable
Print statements for a term (489193) - V8.1 Only
Add move budget balances to current (510080)
Add ability to change due date in option for moving terms (570326)
ACH Constants file (582598)
Add - Send EOM email statements (588526)

Edge Feed
Print services on the feed order from the cost plus screen (585285)
Feed ingredient inventory - display non inventory and transfer items (585531)

Edge Feed Dispatch
Feed dispatch - option for customer pick up vs delivery (592352)

Edge General Ledger
GL Inventory adjustment entry batch search function (573282)

Edge Grain

Add lot production reports (344527)

Add settlements fuel surcharges ability to override (385389)

Maintain deferred liens (408245)

Delete settlement - convert payments to purchase advances (477381)

Proof of Yield Report - ability to run by split group (553360)

Edge Patronage

Government reporting print 1099 PATR/DIV/INT tax report (493252)

Government reporting create 1099-PATR Government file (493258)

Edge Seed

Seed grower license information including license status, crop type, zone (460837)

Seed year end summary report - display dispatches that net to 0 (529775)

Seed reports - Add warehouse report by product (542655)

Select split customer to print on grower plans and year end summary (560236)

Add relative maturity in XML (578725)

Edge Invoicing

Add option to charge credit card fee on a cash sale (478830)

Grain

Add option to email lot production report after split transfer (553362)

Allow up to 40 splits (570470)

Add option to email lot production report after discount by lot (577531)

Advanced Trading - Allow for more contract price adjustments (594197)

New purchase class and final pricing date (594581)

Interfaces

Bushel Interface - remove older contracts on manual send (586345)

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

AGVANTAGE
P·U·L·S·E

AgVantage SOFTWARE   Employee Owned. Customer Focused.   (877) 282-6353   support@agvantage.com   agvantage.com