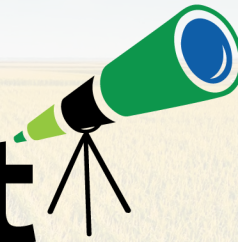


VantagePoint

E-NEWSLETTER



MONTHLY UPDATES FROM AGVANTAGE SOFTWARE - YOUR PARTNER IN AGRIBUSINESS

March 2023

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The Story of My Life

By Paul Hawes, Chief Financial Officer - paulh@agvantage.com

Hello, this is Paul. I want to thank Michelle for “volunteering” me for this opportunity to tell you a little about me and my family. I started in 1979 (yup, almost 44 years ago) as the third Udenberg & Associates (U&A), now AgVantage Software, employee. Chuck started two weeks before me and he still occasionally reminds me of that. Here are a few facts from back then:

- The price of gas was \$.88 (that's after the oil embargo pushed gas over \$1.00 in the early 70's)
- In 1979, a Big Mac cost \$1.60
- The favorite TV show was 60 Minutes (how exciting)
- Jimmy Carter was President
- The Steelers won Super Bowl VIII.

WOW, right.

I'm a guy that loves numbers so here's a few more personal numbers. Rita and I have been married for almost 54 years (a little side note, I went in the military 10 days after we were married). I have two children, Josh and Amy and EIGHT grandchildren (ranging in age from 27 to 15 (five girls, three boys)). Four of the grandkids live in the Rochester area and four in Eden Prairie, MN. I have three granddaughters currently in college and one granddaughter recently graduated and now a Mayo Clinic nurse. (All girls, c'mon guys..). I owned six vehicles (not surprising since I have 8 grandkids) but have gifted most away and now only own two



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“...a lot of changes made and we've really evolved into an amazing company.”

vehicles.

Rita and I live in the country on the 2.5 acres of land we bought in 1977 (although I'm Minneapolis born and raised) and we've done the country thing. We've had chickens, ducks, geese, rabbits, pigs, goats (milked them) and even a pony (long story short, we traded the goats to a guy and got the pony (bad move), then traded the pony quickly for a load of firewood (goodness!)). Oh, and we built our own stick built home. We moved into it when there was no sheet rock on the walls, so it was pretty rough living at first. We've made so many changes and remodels, but Rita still says that I've never finished it. However, I have learned a lot and I love building things.

AgVantage Software is a huge part of my life and I've held a lot of different positions. Back when it was U&A, we didn't own our own computer, so if we needed to program something, we had to go to a customer site. I was hired as a Basic language programmer. We were trying to create an Ag system for the small elevators but eventually the systems (IBM system 34/36/AS400) got small enough and cost effective enough we were able to sell and install our RPG programs. I was in support (everyone was in support), and even did marketing, driving the backroads and cold-calling on prospects, vice president, CEO, and now CFO.

When Don Udenberg passed away in 2000, there were a lot of changes made and we've really evolved into an amazing company. We are employee owned and run, and we have dynamic, futuristic, passionate leaders. I am so proud!! I think more and more about retirement but I love what I'm doing and my teammates. So right now, we'll just wait and see how long they'll keep me around.

Thanks to all of you for helping make AgVantage Software such a GREAT company.





What's New with Chuck

By Chuck Bohanon, Chief Information Officer - chuckb@agvantage.com

Hi, I'm Chuck Bohanon, and I'm new at AgVantage. I have only been here 43 years. (Time flies when you're having fun!)

In the last year, my wife Carol and I sold our home in Pine Island and moved to our lake cabin on Sugar Lake. I am so lucky that I am able to work from home which allowed this move! We live here with our dogs Otto (shih tzu) and Mia (golden retriever). Mia loves to play ball as you can see by the picture! Besides playing ball we enjoy fishing, kayaking, swimming and pontooning!



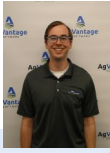
I was able to go to Belize on a diving trip this winter which, besides going to the Blue Hole, we also saw a lot of sharks and rays as well as beautiful fish. We also saw a lot of Blue Footed Boobies (which wasn't the kind I hoped to see)!



I am so excited by the progress that I have seen on Edge at AgVantage in the last year! You can now do most everything you desire on Edge and coming very soon Grain Sales will also be available in Edge!

I look forward to seeing all of you at the AgVantage National Conference this summer at Mystic Lake Casino! Please come and tell me what's new with you and your company!

See you soon!
Chuck



Indiana Regional Conference Recap

By Dillon Welter, Software Solutions Manager - dillonw@agvantage.com

Our last Regional Conference for the year took place in Indiana. This was a 2 day event filled with great discussions and a lot of information. It was a nice time getting to meet with our customers and hear how each one is utilizing our software.

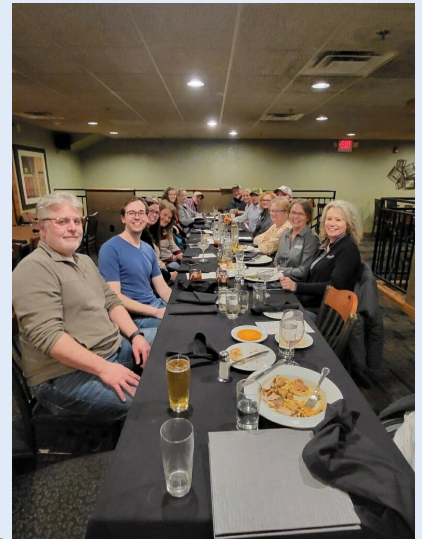
We started off day one with some quick introductions so that everyone could get to know one another. After that, we talked about all the new features we have been working on at AgVantage.

Next up, we had Michelle take the floor to go over some new features we have in our AR package. She showed everyone how easy it is to take many of our reports into Excel including the aging report!

After lunch, we had Terri go through Edge Invoicing and all it has to offer. She went over pulling in work orders, creating prepaids, and taking payments all within a web browser! Edge Invoicing continues to get new features added to it every week.

Next, we had Kristin go through Edge GL and AP to show us some of the new things that Edge has to offer. One amazing feature in Edge GL is the ability to upload a spreadsheet of journal entries.

We finished off the day with Edge Inventory, going over some inventory costing and valuation reports. For the evening we gathered at Stone Creek Dining to relax and have some food and drinks. This was a fun time to get to know our customers on a personal level.



Day two, I started off showing everyone the power of IBM Web Query and how they can get information out of AgVantage and into Excel or build powerful dashboards.

Next, we had Rachel and Dawn take the stage as they showed off our Edge Grain package and some new features like settling by dollars!

After some great discussions in grain we shifted over to Energy and had Mary Jo go through the tank portal and dispatch. For those of you not utilizing our route optimization feature, I encourage you to reach out to support to get more information about that.

Next up, we had Dennis go over Edge Seed and how that seamlessly integrates into Edge Invoicing for easy contracting and billing.

To finish off the conference we had Terri join us again to go over Edge Agronomy and some of the cool features that has to offer.

Thank you to everyone that attended this wonderful event. Getting to meet with our customers is such a great experience and makes these conferences something special. I hope everyone had a great time and learned something new. I hope to see you all at our National User Conference in June!

Thanks,
Dillon Welter



AgVantage June National Conference

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

Save the Date of June 21-23, 2023
AgVantage 2023 National Conference

Fusion is the word of the day! Our 38th Annual National Conference will be combining these forces to create positive energy and an exciting conference!

- People...** you and other outstanding users in our AgVantage family
- Power...** the power of IBM systems, AgVantage software, and the power users of these systems
- Possibilities...** the endless possibilities that occur when these forces merge



Book your hotel room today via www.agvantage.com/national

Plan to arrive **Tuesday June 20th** for the Welcome Reception. Join us anytime from 6:30-8:30 pm to register, enjoy apps, beverages, and reunite with your AgVantage family.

If you are part of **AgVisor Program**, plan to meet from 4-6 pm on Tuesday to discuss future possibilities with AgVantage leaders.

If you are a golfer, attend early or stay late to golf at **The Meadows**. An award-winning public golf course that offers a unique, challenging and scenic golf experience right at Mystic Lake.



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Wednesday starts with our outstanding leader and CEO, **Michelle Blomberg**. Michelle will share with us her amazing energy and what powerful things are happening at AgVantage.



Then our keynote speaker, **Sheila Neidart** will share her passion for teaching, coaching, and mentoring professionals and teams.

Wednesday sessions show the power of AgVantage Edge for beginners and experienced users. You can jump into any of our tracks on Energy, Grain, Agronomy, Accounting, IT, or Management.

Wear your derby hat Wednesday night for an evening at **"Canterbury Park Horse Race Track"**. Bring your money to bet on horse races, enjoy cocktails and a BBQ dinner. Horse races begin at 5:00 pm, we will bus to/from Mystic Lake Event Center.



Thursday morning starts with another fantastic speaker, Tim Gabrielson. Some of you may remember his amazing magic tricks at past conferences, but this time he will share his positive energy with an uplifting "Lemons to Laughs" presentation for everyone to get a great start to the day.

Thursday has numerous possibilities again to join tracks on Energy, Grain, Seed, Feed, Accounting, IT, or Management.

Thursday night will be a fun **"Carnival"** of activities, entertainment, and food to celebrate this fusion of energy. Dress up in Carnival attire if you desire.



Friday will continue until noon with more Accounting sessions, Tips & Tricks, Payroll, Credit & Collections, Excel downloads, employee retention, and coffee with our management team.

Come for the learning, stay for the fun!

Save the date and book your travel and hotel nights now.

Registration will be coming in April to our website.

www.agvantage.com/national



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 4/5

10am—12pm CST
2pm—4pm CST

**Edge Accounts Payable
Booking & Prepay**

Wednesday 4/26

10am—12pm CST
2pm—4pm CST

**Edge Grain Settlements & Transfers
Edge Energy**

Thursday 4/6

10am—12pm CST
2pm—4pm CST

**Edge Feed
AgVantage CRM**

Thursday 4/27

10am—11am CST
2pm—4pm CST

**Edge V8.1 General Ledger
PC Grain Scale Applying Live**

Thursday 4/20

10am—12pm CST
2pm—4pm CST

**Grain Purchases
Edge Invoicing—V8.1 Only**

*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.

Aging

Adjust column width on prepay aging report to accommodate 100 millionth place (590444)

AGRO APP

Remove auto synching feature (588901)

Edge Admin

Users will not be removed from sales area when removing them in Edge (572685)

Edge Agronomy

Customer portal - display COD status description next to customer name (563145)

Plans : Add use, blend & rollup check boxes to plan activity products tab (567353)

Edge Accounts Receivable

Added option to email statement from display balance screen (461473)

ACH update prenotification flag (510092)

Add the beginning date of a contract to the report (565588)

Add more filters to customer export (571572)

Add CSV option to item audit and item location audit (578887)

Add new headings for selection codes (580268)

Edge Feed

Feed Inventory Manager - Feed Order Manager (467310)

Edge General Ledger

GL Account Setup - spelling correction (592435)

Edge Grain

Moving "+" sign for adding an advance (592174)

Edge Patronage

Patronage customer portal - equity inquiry and maintenance (493110)

Patronage equity transfers (493113)

Patron equity reports (493116)

Patronage customer portal add/change preferred stock (493226)

Preferred stock reports (493228)

Common stock reports & voting report (493243)

Patronage customer portal - add/change common stock (493244)

Government reporting create - 1099-DIV Government file (493259)

Government reporting create - 1099-INT Government file (493260)

Process 1099 File for submission to the Government (493261)

Create CSV files of 1099 data (493262)

Government reporting - update U9USTAX with customer information (493264)

Print estate report (493271)

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Edge Seed

Grower license message - add license status, crop type, zone (460837)

With lot tracking off - do not bring over lot from shipment (559576)

Add ship to address to seed shipping documents (561162)

Disable save & process order button if Bayer ID or GLN is missing (583406)

Winfield Orders - Validate when multiple items are in error (587025)

Grain

New hybrid contracts report (562829)

Transfer loads between locations - copy grades (577665)

EOM valuation - unpriced/undelivered - add units to journal entries (588686)

PC Scale

Add flag to restrict user from manually entering a lot (519660)

Enhancements to reduced width ticket (537796)

Flag to not print grade info on sales tickets (538541)

Added additional fields to pit monitor (542446)

Populate transfer location names in pit monitor (546168)

Add split group to create lot screen (548836)

Determine if lots are loaded based on crop (562360)

Patronage

Patronage checks - print lienholders (484431) - V8.1 Only

Patronage check - flag to separate Qual & Non-qual Balances (543797)

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

