

Vantage Point

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18 Months Later..... A New Perspective



Gordy Elliott
Customer Relations Manager
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I have been employed by AgVantage for a year and half, so now Michelle thought it would be good for me to share my insights. As many of you know, in my past, I have been a general manager or CEO of local coops. I've been involved with many meetings with board of directors and ag industry experts. I also worked with FCStone as a broker for 26 years to help clients manage commodity risk and profit. I can say I have walked the walk and talked the talk. Today, I am very happy to be the Customer Relations Manager at AgVantage Software.

AgVantage focuses their software efforts mostly in the agriculture space throughout the U.S. Although we service many states, AgVantage remains an employee owned, service driven operation with leading "Edge" software applications focused on agriculture – an industry near and dear to my heart.

AgVantage employees are a very intelligent and talented group. They are involved in so many interests for the job and outside of work that it's a pleasure to work with each of them. I often tell interested parties – This is the best job I ever had – I visit my many friends and colleagues, have coffee, and get paid for it. I also say, "I flunked out of retirement!" :)

There has been so much change in this company. I remember when Don Udenberg started writing software by himself. Now, 42 years later, AgVantage has grown from that 1 employee to 42 employees and very financially solid. All the owners (who are also employees) strive to do a great job for you, the clients. Service, today compared to several years ago, has improved immensely. We have constant meetings to make sure the products and services stay connected to the customers. When I visit the AgVantage customers, I hear minimal negative comments. Most people just want more service and training to create software efficiency.

Communication between software developers, the service group, and management is awesome. Management works hard to provide many mixer activities and not let isolation set in. Just attend an AgVantage user conference and you will see first-hand. It's certainly not boring!

Better, this employee group is striving to provide an improved software product to you every day. Your input is clearly an advantage to this development process. The push toward Edge products is clearly a look to the future with web-based applications.

The development of new software applications and the sharing of information is huge. Having dispatching and mapping throughout Agronomy and Energy, implementing Business Intelligence to create deeper efficiencies and sales opportunities, and continuing to take the software mobile are some of the examples of the new developments. Every month, our newsletter includes new features and software changes. The newsletter is a great read for those of you who work with AgVantage Software. The biggest move is the development of Edge software products! Click and go!

In conclusion, working for AgVantage has been very enlightening to me with the development of new software, and the dramatically improved service that AgVantage represents today. I am very proud of what the AgVantage employees have developed and feel honored to represent them to so many of my friends and colleagues. I hope you are as proud to be a part of this team as I am!

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Gordy Elliott, Customer Relations Manager and Proud Employee of AgVantage

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2019 Executive Conference Platinum Sponsors



2019 Executive Conference Silver Sponsors:



Join us in Washington, D.C.!

AgVantage Software Holiday Schedule



We wish all AgVantage customers a safe and happy Holiday Season! Our office will be closed or have reduced hours on the following dates to allow our employees to enjoy the holidays with their families.

| | | |
|--------------------|----------------|-------------------|
| Christmas Eve | Monday, 12/24 | Open 8-Noon (CST) |
| Christmas Holiday | Tuesday, 12/25 | Closed |
| New Year's Eve | Monday, 12/31 | Open 8-3 (CST) |
| New Year's Holiday | Tuesday, 1/1 | Closed |

AgVantage Winter Trade Show

Minnesota Grain & Feed Show
 Doubletree Hotel, Minneapolis, MN
 March 5-6, 2019

*We hope to see you
 At the MGFA Trade Show!*

**Executive Conference - Washington, D.C.
February 17-19, 2019
"Top of the Town" Entertainment Announced**



Lori Campbell
Conference Manager
loric@agvantage.com

Registration is open for our 11th Executive Conference. It will be held in Washington, D.C., February 17-19, 2019. The Executive Conference brochure is on our website at www.agvantage.com, as well as on-line registration, and a hotel link. Brochures were mailed to all customers the week after Thanksgiving. AgVantage Dollars may be used to pay the registration fee. Please send me an email or give me a call if you have any questions.

New Addition - We recently hired the entertainment for our Monday night "Top of the Town" event, Brian the Mentalist. Brian will be circulating through the groups of attendees during the Social Hour and then will follow with a 15-20 minute show either before or during dessert, depending upon timing.

ENTERTAIN....



Brian the Mentalist / Magician

Ever wonder at first hand what it's like to see a mentalist at work, or how about having a magician play mind games with you?! Are you ready to be amazed and stunned all at once? This won't be just another cocktail hour as it will have an element of surprise and mystery.



Imagine being told to create a drawing and at the very same time your masterpiece is coming to life, someone is drawing the same exact thing without being able to see what you've actually drawn! Not only is Mentalist Brian mesmerizing, he's funny and witty with a side of sarcasm and really leaves your mind blown!



*Executive Conference
Willard Intercontinental Hotel
Washington, D.C.
Fly into DCA for easiest access.*

Bacon Sauerkraut Buns

Valerie Ahlers, Customer Services Representative

- 1 pkg. Rhodes frozen buns (36 pack)
- 1 15 oz. can sauerkraut, well-drained
- 1 Lb. package bacon, cut-up, fried and NOT drained

Place buns on a cookie sheet to begin rising, according to package directions.

While buns are rising, fry the bacon and let cool in the bacon drippings. Then mix in the sauerkraut.

After the buns have risen, flatten each one slightly and place a half spoonful of sauerkraut and bacon with some of the drippings in the middle and then close the bun around it. Place pinched side down on a sprayed baking sheet. Bake according to the directions on the bun package.



Cheesy Brat Dip

Valerie Ahlers, Customer Services Representative

- 8 oz. Brat sausage meat
- 1 small onion, chopped fine
- 1 C. chopped mixed sweet peppers (red /yellow)
- 1 C. sauerkraut, well-drained and chopped
- 2 Tbs. spicy mustard
- 8 oz. pale beer
- 12 oz. Velveeta cheese, cut up

Brown sausage and onion in a skillet. Mix in the rest of the ingredients and heat everything in a slow cooker on high until cheese is melted, then switch to low for serving at a party.

Serve with scoops or other tortilla chips.



*We hope to see you
At the NGFA and/or MGFA
Trade Shows!*

End of Year Updates for Payroll, Accounts Payable, Grain & Patronage



Karen Tidd & Valerie Ahlers
Customer Services Representatives
karent@agvantage.com, valeriea@agvantage.com

Payroll End of Year

W-2 information is CHECK DATE DRIVEN—the date on your paycheck will determine what year the wages are reported to the SSA so be sure to look ahead on your calendar to plan your last Payroll (PR) for the year. Doing a test run using Accuwage is highly recommended. In previous years, Business Services Online offered a version that you could upload your file and run on their website or download the version to your computer. Many did the testing on BSO website and was very successful-saves you time and hassle.

In 2016, we made a change to the laser overlay to automatically change the YEAR on the W-2 to match the YEAR you are running the W-2 for. Please test one (your own) W-2 to verify. Be certain to watch the message board for the latest in procedures and PTF's. Even though you do not generate the W-2's until after you have saved off the files after the last PR for 2018, usually these PTF's need to be applied previously. Also, watch for **e-trainings** on the End of Year procedures as an update or review of procedures.

We will have the new Federal Withholding tables on the Message Board after we find out what it is, but it is your responsibility for your state and local tax tables. The government is still discussing changes to the tax laws so watch carefully- if you are notified of changes or see information on them, please let us know so we can pass them on. If you have questions, fax (507-288-7525) or email them to support@agvantage.com and we will help you with them. This also applies to local and school tax information.

As changes happen, PTF's may get updated so be sure to watch because there may be multiple messages on the Message Board and the list of PTF's may get updated. There will also be a checklist for the EOY procedures posted. Be sure if you have to "add" things in PR, such as reporting personal use of company vehicle, that you get that as part of the PR for 2018, before you do a 2019 PR.

REMINDER: W2's need to be mailed to employees and electronically filed by Jan 31, 2019.

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1099 MISC

Important Due Dates:

Recipients Copy **Jan. 31, 2019**
Electronic Filing: **Jan. 31, 2019**

Formats:

F = Forms

G = Govt.

Mailed to IRS and shows full SS no.

R = Regular printer

L = Laser printer

Mailed to recipient and masks SS no.

L = Letter

Masks SS number

Tips:

The limit remains at \$600 so check your constant file to see if it contains that amount. Also check that your company phone number is there. This comes from the constant file.

Check through your list of vendors to see who is marked to receive 1099's. Be sure you have their Fed. ID or SSN. **You can do this now.**

- 1099's are determined by the CHECK DATE, not the date you merge or the invoice date so be sure you have all checks printed you want to be part of 1099's.
- We have added an IRS Name field in the Vendor Master to be populated IF the name on the Vendor account is different than the Federal ID or SSN. Companies have been getting notices from the IRS stating the name on the 1099 does not match the name on the SSN or Federal ID. *You may know the business as Tom's Lawn Care but the Name that is associated with the SSN is Tom Jones- then put that name on the IRS line.*
- When you run your 1099 report, the \$\$ will update the vendor master. If you need to make a correction, go to the vendor master and then enter the amount, however, do not run the report again.
- You can run test 1099's on plain paper to verify information and then rerun on the forms. There is also a letter format available now that can be run on company letterhead. Preprinted forms are still available in these formats -**Type G is government and has SSN listed** and **Type L is laser for the vendor and has masked SSN**. R is for pin-fed forms.

Watch the Message Board for program updates (PTF's)

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1099 PATR, INT & DIV

Important Due Dates:

Recipients Copy: Jan. 31, 2019

Electronic Filing: Mar. 31, 2019

IMPORTANT - New 1099 Info:

Combined Federal/State Filing program has removed the state of Vermont (50). If your state participates in this program, the state file used for reporting will need to reflect these changes by running from the AR menu, Option 9. File setup and Option 40. Refresh Data Functions and Indexes

Customer information changes such as name, address or SSN for 1099's should be made using

1. Add/Change PATR/DIV/INT Tax Information in the Patronage Government/Patron Reporting Menu. This will not affect the information in the Customer File.

Customer information changes such as name, address or SSN for the next tax year should be made with

2. Customer Information Maintenance. These changes will not affect the names on the current year 1099's.

Other Info:

FORM 4419 is available to apply for a Transmitter Control Code if you are a first-time filer. This allows your 1099 information to be sent electronically to the IRS.

For states participating in the Combined Federal/State Filing program a test file is only required for the first year, however it is highly recommended for the following years.

The Customer file contains an IRS name field which is used **ONLY** if the account name is different than the Social Security number or Federal ID used to file your taxes.

Example: Account name - Joe and Mary Smith
Tax ID: 123-56-6789 (Joe Smith's Social Security Number)
IRS Name – Smith Joe

Grain End of Year

Check the Message Board to attend e-Training Classes on Deferred Grain Checks. Beat the rush and learn how to print the checks BEFORE the end of the year!

**If you have not ordered your End of Year forms, please contact
Kari Apenhorst at karia@agvantage.com**

*We hope to see you
At the Executive Conference
In Washington, D.C., Feb. 17-19.*

Updates on New Releases & Software Releases Coming Soon



Bonnie Fohrman
V.P. Programming
bonnief@agvantage.com

Newly Released Software: New Version 8 Releases—

Accounts Receivable

- Added option to show charging customer to Restricted Sales Report (447269)
- Now allows batch 0 in correct errors in a batch and change a batch number (447342)

Accounts Receivable Edge

- Customer Lookup – Ability to show inactive customers (446573)

eAgVantage Gap

- Gap report and year end now include trans code 3 and discounts (437224)

eAgVantage Grain

- Ability to use DPR group (442085)

Dispatch Map Edge

- Use time field for unique control number (444455)



Energy

- Add protocol to nightly update to close any calls in dispatch (446842)

Feed

- Updated feed tags for VFD Regulations (400536)

Feed Edge

- Maintain Truck file (343722)
- Maintain Drivers (343723)
- Maintain Grain Bank Project Cross Reference (343731)
- Maintain Mixer Product Cross Reference (343732)
- Added customer name to ration list (434181)
- Maintain Drug/Additives (443545)
- Enhancement for attaching files to the ration (444616)

Grain

- WI Indemnity Fee – Auto override at settlement by Purchase Class (429567)
- WI Indemnity Fee – Rate changes effective 9/1/18 (441385)

Grain Edge

- Document Numbers added (381665)
- Open Trades Report (386470)
- Grain/Loss on Closed Trades Report (441814)
- Crops Maintenance – Changed description of 'Grade Required?' (443823)
- Constants Maintenance – Not resetting error on sales tax code (445025)

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

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Interfaces

- Activant - Change defaults for charge allowed (446734)
- Passport - Added card number length field to PPCARDSU (440992)

Inventory

- Physical Inventory report - increased description field size (443991)

Inventory Edge

- Validate last month/year summarized (443797)

Payroll

- Enhanced email text for payroll ACH email (445608)

AgVantagePC Energy

- Now allows note back to LPCALLS file (388306)

AgVantagePC Invoicing

- New ability to see Pick Number when selecting an order (417634)
- Split customers to different terms (419730)
- Added Customer budget payment amount when loading customer balances (445147)

Seed Edge

- Seed Grower Plans – Seed Ordering Phase 2 (443566)
- Print prompt displays now when saving plan (446705)

AgVantage Software Releases Coming Soon

Admin Edge

- Added authority for Edge Inventory (441004)

Agronomy Edge

- Show total acres when running spray applications (433942)
- List lat/long of field on Spray Application report (439156)

Accounts Receivable Edge

- Edge Balances, add check number and the paid off date (437328)
- Customer Portal – Activity lookup by customer (439524)

Grain

- Grain Hauling – create G/L entries for company trucks and not customer pay (407163)
- Transfer Loads to different control numbers (343192)

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

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Grain Edge

- Transfer Loads to a different control numbers (343192)
- CDD Activate the purchase adjustment amount field (405239)
- Print Sales Contract Document (380277)
- Lot Maintenance (381671)
- Maintain Crop Conversion File (381672)
- Today's loads by load number & customer name (393828)
- Advances Maintenance for Sales (344512)
- Document Numbers (381665)
- Laser Shipment Invoice Setup (381659)
- Generate Settlement Check Listing by check date (444834)
- Grain Constants File (447713)



Feed Edge

- Import Brill Rations (343728)

Grain

- Grain Hauling – create G/L entries for company trucks and not customer pay (407163)

Grain Edge

- Document Numbers added (381665)
- Open Trades Report (386466)

HR Edge

- Job classification file set up (438114)
- Employee Performance Review (438511)
- Employee History (438557)
- Pension Type Setup File (438325)
- HR Work Comp Info (438537)

Invoicing Edge

- Transfers and Miscellaneous Adjustments (440557)

Payroll Edge

- Constant Master Maintenance (438632)
- Federal Tax Maintenance (439033)
- State Tax Maintenance (439132)
- GL look up drop down offers choice of GL number (441188)
- Maintenance for Payroll deductions (438872)
- Payroll work code maintenance (438902)
- Federal Tax Code lookup and drop down (444316)

Reports Edge

- Commodity DPR Hedging (400346)

AgVantagePC Feed Scale

- Weight Variance from Feed constant file warning (413722)

Happy Holidays!