An Update from Our President...
What Would You Buy?

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"If you had enough money to buy a super bowl ticket, what would you buy?"
Question asked of you, by Me!

We were always told as kids that as you get older, you get wiser. We were also told lots of other things from those "older and wiser" people that I'm sure we all absorbed and took to heart as all kids do today. :) "If your friend were to jump off a cliff, would you follow?" Which meant "Be Yourself!". "Do as I say, not as I do" meant "I'm going to drink and swear, but you can't". "Clean your room or you won't get any supper" meant "Clean your room or you won't get any supper." Or in my case, even if I did clean my room, I still didn't get any meatballs with my spaghetti because I still had seven brothers!

This past month, the Super Bowl came to Minnesota and brought with it many people that crowded into our great state of 10,000 lakes, Minnesota Nice, Swedish Lutefisk, the Mall of America, Hockey, the Mayo Clinic, and of course, the Minnesota Vikings, who unfortunately were not playing in the big game. And many of us "Bold North" humans were nervous because of the slanderous way our fans were treated when we cheered for the Vikings in Philadelphia, the city of "brotherly love". We're not used to having a 99-year-old lady portrayed next to the "F" word or kids getting things thrown at them. We're not used to people assaulting us just because of the shirt on our backs. That might sound like a "whiner" to some people, but that, my friends, is actually the message I want to deliver.

As I've gotten older and in my opinion, wiser, one thing I've learned is that human beings only have one life to live. We only get one chance. And how we treat everyone else on this planet is the biggest and greatest footprint we will leave. Treating people with swear words, slander, anger and violence is not how we should live. That shows we've learned nothing from our parents and their parents, and so on. My parents today would say "This life is all you have. Lead with your heart and make sure when it's over, you are proud of yourself."

At AgVantage Software, leading this amazing company makes me proud. The people that work here are remarkable, loving people. The agriculture industry is chock-full of good-hearted people, who for the most part, are very humble and kind. Two weeks ago in the middle of Kansas, while my team was over working with the employees of an ag-business, I wandered out to find the General Manager. On my adventure through the grain elevator, the store, and finally the feed mill, I found him watching four older farmers playing dominos in the back of the store. I couldn't leave. I watched and learned for the next 30 minutes. It was awesome! Like I said, humble and kind.

So back to my original question, if you had enough money to buy a super bowl ticket, what would you buy? I'd buy one more hour with my

parents. I'd love to ask them things about life that I still don't know. I'd love to know how in the heck they raised 10 kids without going insane. I'd like to know, when life presents you a choice between a risk of change or staying the same, how do you know? Now, I'm sure there isn't a God who would take $3000 - $10,000 to let me do that because that's kind of the point, right? That hour with my parents is actually already inside of me, somewhere in my heart. I just have to live in a way that lets it come out.

That said, I hope all of you love and live your life in the way that makes you proud of yourself. I hope you find that at AgVantage Software, we treat you in the way that makes us proud. Each day, choose to be positive and affect lives for the better. Surround yourself with incredible people. We always have a choice.

P.S. I know all the people in Philadelphia are not to blame or are even close to the types of people shown doing the abuse, so to those who are good and loving people in that city, see if you can, one at a time, change that behavior. It really is only a sport, and from someone who has played sports my whole life, the sport is about the teamwork and sportsmanship, not winning. Winning is awesome, but not the message those that have gone before us want us to cherish. Love, friendship, family, faith, kindness, humility – that's the footprint we should leave.

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.

KEYNOTE SPEAKER ANNOUNCED
33rd National Conference & User Exchange
June 20-22, Minneapolis

Lori Campbell
Conference Manager
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We are happy to announce Roger Seip as one of our professional speakers who will give a keynote address at our June, 2018 National Conference! We recently hired Roger, an inspirational speaker from Wisconsin after seeing him perform at a Speaker's Showcase in Minneapolis. He will be presenting a fun and enlightening presentation on **The Proper Care and Feeding Of Your Attitude.** This is one of Roger's most popular and fun keynote programs. The session will teach participants the critical importance of mindset, what "attitude" really is, and the main tools we all have for maintaining an attitude that really works.

Roger Seip's knowledge comes from an authentic place - more than 40,000 sales calls and having built several multimillion dollar companies gives him real-world experience. He has presented over 2,500 keynotes and training sessions combined with 8 years of Professional Stand-up Comedy. Roger is also the bestselling author of the book Train Your Brain For Success. When not speaking or building his company, Roger enjoys being with his family, staying in great shape and catching humongous fish.

We will announce our second keynote speaker in March as we are waiting to find out about potential scheduling conflicts.

Also, a big thank you to everyone who completed the pre-conference survey I recently sent out via email. We have plans to send out the 2018 National Conference brochures the first week of April.

"Roger has delivered programs at our National Convention for the past 8 years. The reason we keep bringing him back is quite simple - his sessions are consistently the best attended and highest rated programs at our entire conference.
Because of his unique blend of great insight into Personal Development and hilarious, high-energy delivery, our people love him. Thousands of our members have given Roger the 'big thumbs up' and had their lives improved by his work. I highly recommend him."

Roz Kriener, National Association of Realtors

AgVantage Software's next Executive Conference will be held in Washington DC, February 17-19, 2019 at the historic Willard Intercontinental Hotel.

Since 1850, the Willard has epitomized Washington luxury hotels and remains a destination for the world's power brokers and visitors drawn to the nation's capital. The hotel is charming and sophisticated, situated in a coveted location: just two blocks from the White House and National Mall and just an eight minute drive to the Department of Agriculture.
Agenda details will be available later this year.

Crockpot Taco Chicken Chili
by Valerie Ahlers, Customer Services Representative

      1 tsp. dried onion
      15 oz. can black beans, drained
      15 oz. can chili beans, use liquid
      8 oz. can tomato sauce
      10 oz. frozen corn
      2-10 oz. cans diced tomatoes with chilis
      4 oz. chopped green chilis
      1 packet taco seasoning mix
      1 tsp. cumin
      1 Tbs. chili powder
      3 chicken breasts

Easy to make. Just dump all the ingredients other than the chicken into crock pot and mix well. Add chicken breast and press down into other mixture. Cook on low for 8-10 hours or high for 4 to 6 hours. A half hour before the finish, take out the chicken breast, shred it and add back to chili mixture.

Serving suggestions: over rice, with whole-grain chips, topped with sour cream or shredded cheese. My daughter also likes to add quinoa to this chili.

Valerie Ahlers' February, 2018 Payroll Updates:

The Federal government is developing a NEW W-4 for 2018, but they do not have it ready yet. It is fine to use the 2017 form, but when the 2018 version is out, you are required to use that one for any NEW employees from that time forward. They are hoping to have them available by March. Please check the IRS website for status of the form.

In addition, the 2018 Federal Withholding Tables are available on the AgVantage Message Board website and you should change the tables for your company right away. Not all state tables have posted changes yet, so be sure to watch for them and let us know if you need any help.

AgVantage Software, Inc.
2018 Trade Show Schedule

MN Grain & Feed 111th Annual Convention & Trade Show
Mystic Lake Center, March 7-8
Minneapolis/Prior Lake, MN

AgVantage
Software

IBM.
Silver
Business Partner

Updates on New Releases &
Software Releases Coming Soon

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

AgVantage - Version 8
New Releases

EDGE Accounts Payable
- Added Option to select multiple receivers (407946)
- Added capability to lookup by invoice (410221)
- Added user ID/workstation to invoice lookup (413816)
- Vendor To Pay - added the option to sort by headings (416949)
- Added a flag for Require Hauler Y/N (425085)

EDGE CRM
- Now displays salesman customers to dashboard (421243)

EDGE Grain
- New Applied Unsettled Shipments report (344531)
- New Sales Advances Report (380593)
- Added Sales Unpriced Contracts by Pricing Date (380596)
- Added Control Balances with Shipment Detail Report (344532)
- New Comparison of Grains Report (344533)
- New Contract/Control Balances Report for Sales (344535)
- New Contracts by Delivery Date Report for Sales (344536)
- New Sales Contract Pricing Report (380592)

EDGE Energy
- Added filter group to tank map (413213)
- Added filter group maintenance to Edge (413218)
- Added the calculate average burn option to Edge (413219)
- Added assign batches in Edge to Set Up Menu (413222)
- New limits put on degree day, date and defaults to prevent pulling too much (419203)
- New Compartment file for Fuel Trucks U7TRKCMPT (422681)

EDGE Inventory
- Added drop down to selection when merging physical inventory (424515)

Accounts Receivable
- Does not allow lot tracking on items that are a transfer item or non-inventory items (353415)
- Does not allow user to delete a customer 0 print flag record (412399)
- New ability to view a purchase order number on the invoice with printing (420915)
- Tier discounts now uses days past due for making payments (421108)
- Does not allow the customer master to be inactivated if they have unsettled grain (422545)
- Updated how surcharges look on combined statements (423273)
- Company address information on invoices now prints full address (422495)

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

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Energy
- New ability to start an Accounts Receivable merge at a certain tank (375255)

General Ledger
- When Printing Financial Reports – Suppress zero line, change the default to Yes (422341)

Interfaces
- Ecliptic Interface to AgVantage Accounts Payable (405899)

Inventory
- Can now enter Physical Inventory using scanner – does not allow count of non-inventory items (389851)
- Inventory Receiving requires hauler, driver, truck information (423927)

AgVantagePC Energy
- Added flag for Metered Product Y/N (422928)
- New ability to substitute products on the truck and roll up into one inventory (402158)
- Tax codes in PC Energy are now passed to crossover (406765)

AgVantagePC Feed Scale
- Shows ship to name along with bill to name (409279)

AgVantagePC Invoicing
- Printed work order now says invoice in upper right corner if printing work order (421151)

Employee Time and Attendance (ETA)
- CDD – Lock out after time cards are pulled – toggle (386475)

Patronage -
- U9USTAX Tax File – Unencrypt social security number with replication like Accounts Receivable (400983)

AgVantage Software Releases Coming Soon:

EDGE Accounts Payable
- Trades Maintenance (400348)

EDGE Accounts Receivable
- Customer Portal Phase 1 (399920)
- Update Prices all Prices at one time (405871)

EDGE Agronomy
- Load default values when adding a formula to a work order (424517)

EDGE Energy
- Ticket Information (394853)

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

AgVantage® EDGE

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EDGE Grain
- Change Loads (344456)
- Delete Loads (344463)
- Create Data file for Grain Inspector (381673)
- EDI Crop Checkout Report (381674)
- CDD Grain Balance Statements – show price adjustment (402856)
- Table of Contents -Sales Commands (423862)

EDGE Reports
- 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)
- Show account detail when printing PDF in Edge Financial Statements (412814)

EDGE Seed
- Edit Seed plans and order to manufacturer (370873)

Accounts Receivable
- Allow contract type as a parameter for Prepay and Booking reports (385288)

Grain
- Enable Lot Tracking by Crop (367055)
- Report for printing split group per grower (416855)
- Ability to turn on lot tracking by crop (367055)
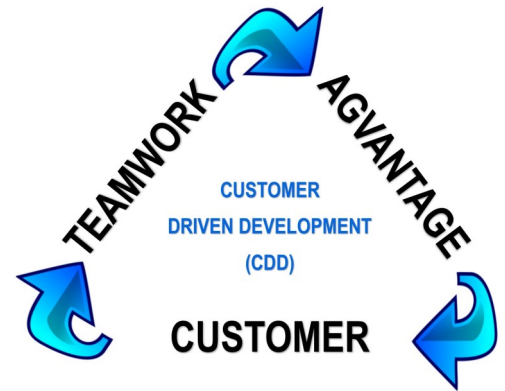
Patronage
- New option to update the customer information in the tax file from the customer file (425291)

AgVantagePC Grain Scale
- Show Ship To Name along with Bill To Name (409279)

AgVantagePC Invoicing
- Process Grain "Live: coming from PC Invoicing (227181)
- Grain Bank Balances on the invoice (339147)
- Grain Bank Contract Chooser – show location (421702)

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