

Vantage Point

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PRESIDENT/CEO UPDATE Nurture the Team



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President/CEO
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“Hire great people and give them the freedom to be AWESOME.”

This year is the 42nd year of business at AgVantage Software and coincidentally, our team is made up of 42 employees. To some of you, this might seem like a small thing, not worthy of a newsletter or in particular, to my employees, not worthy of a team building assignment. But alas, no, that is not how I think. I feel it's the perfect time for a team building activity. So here we go....



This past Halloween, we had an all staff meeting where we did a blind folded cookie decorating activity, with your partner telling you how to decorate the cookie, and a speed mummy dressing contest with toilet paper. Both activities were hilarious and also, from the team's eyes, probably enough team building. We also had a “scary” food contest where two lucky winners took home the prizes. I could not believe the creativity. Some came dressed up in costumes and just an all-around fun day! But to their surprise, at the end of the meeting, I dropped the assignment on them. And in pure “bring it on” AgVantage employee fashion (after the initial “come on Michelle!!” feelings), they are running with it.



And speaking of running, the idea came to me that morning on my very brisk, very dark jog. Because of the coldness and darkness, I think my brain was firing on all pistons for that 30 minutes. Either that or it was freezing itself to death. But the outcome was the idea of 42 (see first paragraph :). It's such a random number, but to us this year, a GREAT number.



When we look back at our path to get to where we are today, 42 means the world to us. We came from the year 1976 when computers in agriculture were as foreign as, well, team building activities. We fought through the Y2K era, and yes to those who weren't born yet or in the industry, it was a thing – a VERY big thing. We forged through suddenly losing our CEO and almost our company in 2001, but thanks to the loyalty of our customers and employees, we stand strong today with 42 employees compared to 18 back then. We continue to be an employee owned company when most of our competitors have sold their companies to outside funding. We're proud of our next generation of software, service and employees that are second to none in the industry. All of this can only happen if the team, the whole company, works together.



Building a team is a very long, slow process. It's not the magic wand event that only lasts for a short time. It's part of the culture you are building and within that process, keeping it stoked. Continually lighting the fire and nurturing it to burn deep within each person is one of the most important things we as leaders can do for our companies. So how do we celebrate those 42 years? Nurture the Team!!



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Dillon Welter attempted to complete his decorations with Dawn Nemecek's directions!

Their assignment: Each team of 5 was assigned a 5-year range to research. They are to determine what in the world was happening in that time. What was "hot" in agriculture, what was going on in computer technologies, where was each individual on the team, and then compare it all to AgVantage and the world today. Finally, the team will present all of their findings in any manner they choose at the November/December all staff meetings. They get to decide as a team in what way that presentation will be delivered – skit, song, poem, movie, etc. – anything!

I happened to walk in on "Team 1986-1990" the other day while they were meeting over their lunch hour and I wish I could have every one of you experience it – they laugh, brainstorm, get creative, bond with people they don't normally hang out with – it's amazing!

Many may wonder why I do these assignments with my team. Is it to torture them? Is it to make me belly laugh when they are presenting? Or is it to nurture what we have worked so hard to build – a team that works together and to get emotional for a second, really loves their jobs and the environment we have created – together? To be honest, those first two things are the consolation prizes :), but the gold medal is the last thing – a well-oiled, smoothly functioning team.

Have fun at work because it's half of your waking hours each day. Create a team because you want to spend those hours with people you like. Most people want good in life, to love their jobs and have fun, but it takes a lot of change and tenacity to make it happen. However, the drive and desire comes from the future of when we are at the end of our careers and we look back - what are the hindsight things that we'll remember? And what will we be remembered for? I, for one, will remember all of the laughs, fun times and people I've met and have created relationships with forever. I am not looking to be remembered for anything other than I made other people's lives better. The only way I know how to do that is to bring them together as family and friends. To create, build and nurture relationships is what I have found I'm pretty good at, and a surprise within that revelation is that I also found, people (most people) desire good and happy relationships with others.



Jason Schneider directing Brad Belcher on how to frost his cookie.

I want to thank you all for your continued business. Now, in 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.

AgVantage Winter Trade Shows

NGFA Trade Show in St. Louis, MO
December 2-4, 2018, Booth #1123

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



AgVantage Software Holiday Schedule

We will be closed or have reduced hours on the following dates to allow our employees to enjoy the holidays with their families.

Thanksgiving Holiday	Thursday, 11/22	Closed
Day after Thanksgiving	Friday, 11/23	Open 8-3 (CST)
Christmas Eve	Monday, 12/24	Open 8-Noon
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

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



Executive Conference - Washington, D.C. February 17-19, 2019 Registration Is Now Open!

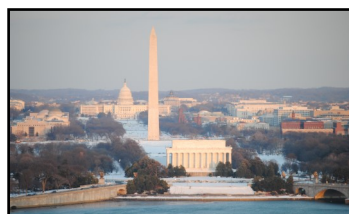


Lori Campbell
Conference Manager
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Registration is now open for our 11th Executive Conference in Washington, D.C. The Executive Conference brochure is on our website at www.agvantage.com, as well as on-line registration, and a hotel link. The following AgVantage customers, staff, and business partners will be speaking at the conference. Please check out the conference brochure for more information either on-line or it will be in your mailbox the last week of November.



The conference opens with a pre-conference event on Sunday, Feb. 17th, for those who want to do some site seeing prior to the conference sessions. Our bus will leave at 9:30 for a tour of area monuments and museums and end with a brunch at The Hamilton Restaurant, which is across the street from our hotel, The Willard InterContinental. Other networking events include a Sunday Evening Welcome Reception and a Monday evening Dinner at "Top of the Town", a unique location in Arlington, VA which has outstanding views of DC.



Top of the Town



If you are interested in spending extra time in Washington D.C., call The Willard InterContinental's reservation line. **1-202-628-910** Our group contract has them honoring our group rate of \$239 three days pre and post-conference, with availability.

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

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Julie Ward



Kevin Owen



Jake Joraanstad

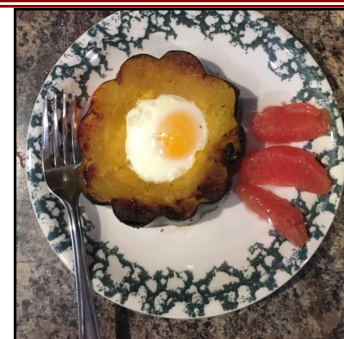


Mary Tangen

**Bayer****2019 Executive Conference Silver Sponsors:****Gardiner Thomsen**
Certified Public Accountants**CliftonLarsonAllen****Baked Egg Framed in Squash**

Valerie Ahlers, Customer Services Representative

- 1 acorn squash
- ½ tsp. chili powder
- ½ tsp. salt
- ¼ tsp. black pepper
- 1 Tbs. olive oil
- 4 eggs



1. Heat oven to 425. Line jelly roll pan (15x 10) with foil. Spray with cooking spray.
2. Wash and dry squash. Make 6 slits in it with a sharp knife. Microwave for 2 ½ minutes. Cool. Cut off both ends and then slice the body of the squash into 4 slices (rings). Remove seeds and stringy tissue. Put the squash rings on the baking sheet.
3. Mix dry ingredients in a small bowl. Brush squash with oil and sprinkle seasoning (saving a small amount for the egg). Bake 25 minutes.
4. Remove from oven and crack an egg into center of each ring. Sprinkle rest of seasoning on egg and bake for another 10-15 minutes, depending on doneness desired.

Updates on New Releases & Software Releases Coming Soon



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Newly Released Software: New Version 8 Releases—

Admin Edge

- Added authority to Customer Authorized Account Users – Edge Only – 439095

Agronomy Edge

- Use Split Group from farm/field on order and print on blend sheet – 440878
- Lengthen the time out on Scheduled Orders Screen – 441065
- Ability to auto assign farm/fields id's – 444175
- Allow view/copy only on applied/invoiced work orders – 444180
- Field Boundary changes – 445504

Accounts Payable

- Positive Pay for JP Morgan – Chase – 438942
- Enhancement to the AP ACH emailed voucher – 443256



Accounts Payable Edge

- CDD18 Edge Bank Rec – add sort options to reconciliation tab – 415614
- Ability to clean up vendor to pay options – 443714
- Bank Recon allow more than 10 bank codes – 444480

Accounts Receivable

- Comma delimited Customer Aging by location to include salesman – 428943
- Flag in Customer Master – Show 'S' records on invoice – 435837
- Have a default Invoice Message from the sales area print on emailed invoice – 443429

Accounts Receivable Edge

- Customer Portal – Authorized Account Users – 428830
- Customer Portal – Tax Exemption Tab – 430830
- Add the Pass Code to Edge balances – 440637
- Flag in the customer master maintenance – show "S" records on invoice – 435837

CRM Edge

- Dash Board Enhancements – Add Customer Phone # to my leads, Reminders ability to complete on Communication, My reminders see daily/weekly/monthly list, add date field on reminder – 438924

Energy

- Save information from the Degree Day journal in the ticket history file – 438597

Energy Edge

- Move a tank, allow more than one move a day – 441078

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

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Feed Edge

- Maintain Truck file – 343722
- Maintain Drivers – 343723
- Maintain Feed Projects – 343730
- Price Ration table function for Edge – 379022
- Feed Rations in Edge – 405661
- Feed Orders in Edge – 405662
- Merge Feed blended inventory – 439193
- Maintain Drug/Additives – 443545
- Print feed project summary by product – 343734
- Import Brill Rations – 343728



General Ledger Edge

- Account Setup option to select multiple locations at once – 419104
- Create and maintain General Ledger Accounts – 434242
- Location Constant File setup – 434322

Grain

- Print Warehouse Receipts – switching to laser – 440575
- Location 'Auto' transfer from PC Grain Scale will hit DPR with inload date – 442433

Grain Edge

- Discount Schedules search – Add crop and schedule description – 378348
- Application Methods – Required field and allow only certain p/c types – 378359
- Buyers Maintenance – Added to the file setup/miscellaneous – 381660
- Maintain EDI Crop Code conversion file maintenance – 381672
- EDI Crop Checkoff Report - 381674
- State Liens Product Master Maintenance – 382675
- Lienholder Maintenance – 381676
- Open Trades Report – 386466
- Gain/Loss on closed table report – 386470

AgVantage[®]
EDGE

Interface

- CFN Driver names showing on the mileage report – 441823
- Bushel Ag Interface – 426330
- Napa pull purchase order number – 439163
- Ecliptic auto fill received date with invoice date – 442098

Inventory

- Summary Inventory report has new Total by Location Y/N flag – 441296

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

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Inventory Edge

- Create Purchase Orders – 362289
- New report AT Transfer item with cost changes – 386910
- Location constants file Maintenance – 441073
- Order Methods setup – 441077
- Received Edit/Merge screen list total number of invoices – 442734



Payroll

- CDD Enhanced stub – show company provided benefits – 338514

PC Invoicing

- Use days past due for discount – 338925
- CDD17 Printing Credit Card Authorization information on invoice – 407048
- Flag when creating contracts to enforce end date – 415988

PC Time

- Print reallocation on time cards – 433228

Reports Edge

- Name/address/phone number added to the Year End Report – 444605
- Now includes payments and discounts in Commodity DPR & Year End – 437224

Seed Edge

- Maintenance screen for the Plan Order Number range – 440441

AgVantage Software Releases Coming Soon

Admin Edge

- Added authority for Edge Inventory (441004)

AR Edge

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

Grain

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

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)

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Happy Thanksgiving!

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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)

Interfaces

- Activant – Change defaults for charge allowed (446734)

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)

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