Vantage Point

NOVEMBER, 2016

AgVantage Software's President/CEO

Love, Kindness, Acceptance, Freedom

Michelle Blomberg
President/CEO
michelleb@agvantage.com

"There are two things over which you have complete dominion, authority and control – your mind and your mouth." - African Proverb

This past month, and really this past 18 months, we have all been engulfed and even submersed in our country's politics. And as painful as it was for most everyone to listen to day after day, it has come to an end and a new president of the great USA has been selected. There are feelings from both sides that were very strong towards this decision, so I decided that in order to "keep the wheels turning" on the AgVantage bus post-election, my team might need a good, old fashioned, feel good, let's all take a deep breath, kind of email. This is the email I sent them last week.

As our great country, land of the free, home of the brave, woke up divided yesterday and some probably feeling wounded today; we as the AgVantage team, stand together. We as a team, as a family, choose to accept each other as we are, we choose to accept each other even though different from ourselves, and we choose to stand as one.

The AgVantage team has come so far in our forty years of business, yet still has so far to go. We will embrace all struggles and all successes and learn from each of them. We will rise to each challenge and give nothing but our best every day, as we make our way toward even a better future together.

You all have taught me so much and I have no doubts that before the end of the day, week, month and year are up, I will learn even more from you. Because of my commitment to you all, I have faced all emotions, I have faced situations that challenge my own beliefs, however I stand up tall for all of you. I accept you all for your strengths and your weaknesses. Know when you walk into our office and you see me or one of your other AgVantage teammates, you see friends, you see acceptance, you see a place where you are free to be yourself.

Be kind. Love. Accept. Learn. Listen. We all have something to gain from listening.

My sincerest respect, honor, humility and gratitude,
Michelle

AgVantage Customers - I'm honored to have each and every one of you as my customer and if there is anything I or anyone else at AgVantage Software can do for you, please let me know. I know you have choices and I am proud you have chosen us.

From me to you, please carry this message with you each day –
"Touch lives in a positive way. People are watching and taking your actions as a reflection of you. Make a difference because life is way too short to spend time being mean, angry and selfish. This month would have been my brother Dave's 55th birthday and each day, I miss him. He carried the best of himself each day, serving our country in the Air Force for half of his life. He had a huge impact on so many lives. Remember to love, hug, smile, listen, be humble and thankful. It will be remembered!"

"To laugh often and much; to win the respect of intelligent people and the affection of children … to leave the world a better place … to know even one life has breathed easier because you have lived. This is to have succeeded." - Ralph Waldo Emerson

For more information about the AgVantage EDGE products, please contact
Michelle at michelleb@agvantage.com.

Pumpkin Spice Cake

Valerie Ahlers, Customer Services Representative

1 Spice Cake mix and ingredients listed (eggs, oil and water)
1 C. canned pumpkin puree
½ C. caramel ice cream topping, divided
8 oz. pkg. cream cheese, softened
2 Tbs. milk
1 C. powdered sugar
8 oz. Cool Whip, divided

Mix the cake according to directions using the amount of eggs, water and oil specified. Add 1 C. pumpkin to the cake batter. Pour into a 9x13 cake pan that has been sprayed with cooking spray. Bake 30-35 minutes, until a toothpick comes out clean. Remove from oven and poke holes in the top of the cake. Pour 1/3 C. caramel topping in the holes. Cool.

Mix softened cream cheese, milk and powdered sugar until smooth and creamy. Fold in about 2 cups of Cool Whip and frost the cooled cake. Drizzle balance of caramel topping over cake. Top with dollop of whipped cream when serving, if desired.

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	*Thursday, 11/24*	*Closed*
Day after Thanksgiving	*Friday, 11/25*	*Open 8-3 (CST)*
Day before Christmas weekend	*Friday, 12/23*	*Open 8-Noon (CST)*
Christmas Holiday	*Monday, 12/26*	*Closed*
Day before New Year's weekend	*Friday, 12/30*	*Open Normal Hours*
Day after New Year's	*Monday, 1/2*	*Open Normal Hours*

Update on Year End Filing
Ohio Payroll Filing ● Electronic W-2 Filing Date Change

Valerie Ahlers
Customer Services Representative
valeriea@agvantage.com

Attention Ohio Payroll Personnel

To avoid confusion when you are filing your taxes for the state of Ohio and local and school tax, please check your **10. Local Tax Information in Payroll Set Up** before the end of the year. Please list the School District number first and then Name followed by SD as room allows. The separate report does give a full description but not everyone gets that report or remembers to use it when filing taxes.

Some schools and towns have the same name so there was confusion in filing and employees got notices about their tax filing. The report is used if employees have multiple locations/work codes that they work in. There will be a PTF by the end of the year to show the description instead of just saying LOC TAX and SCHOOL on the W-2 overlay.

```
 U3LXM0                  MAINTENANCE FOR LOCAL TAX CODES          11/15/16
   (A,C,I,D) . . . C            AgVantage Software Inc V8          12:33:33

 Local Tax Code . . . 46

 Local tax Description . . . . . . 3902 HORTONVILLE SD
 G/L - Local Tax Payable . . . . . 251600
 G/L - Local Tax Location. . . . . 1
 Taxable Base Code . . . . . . . . G
 Local Tax Limit . . . . . . . . . 9999999.99
 Local Tax Percent . . . . . . . .    1.5000
 Inactive Code . . . . . . . . . .
 Direct Deposit Taxes  . . . . . . N    (Y/N)
 Q=Quarterly, M=Monthly Payment. . Q    (Q/M)
```

Attention!!! Date Change!!!

WOW! It is hard to be thinking about Year End already. The last notification that we have seen states the **electronic files for W-2's and 1099's will be due** <u>January 31, 2017</u> instead of March 31st as in the past. Please plan your EOY timing to accommodate new deadlines. There will be e-classes offered in both areas starting in December so be sure to check our website and register for those classes. Also watch Message Board for the latest changes to software and PTF's needed. If any withholding rates do change through this coming year, we will keep you up to date with changes and as always, appreciate any information you pass on.

Our latest Payroll enhancement allows the reprinting of past years W-2's and will now automatically show the year selected and the wage information for that year.

AGVANTAGE EXECUTIVE CONFERENCE UPDATE
MARCH 12-14, 2017
FORT MYERS, FLORIDA

Plans for our 10th Annual Executive Conference are moving along and we are thrilled that we have added quite a few Customer Advocate speakers since last month's newsletter. New additions are: Heather Hall, Assistant Controller, Ursa Farmers Cooperative—EDGE Grain, Randy Fry, Data Processing & I.S. Manager, Ceres Solutions LLP—Seed Software, Ron Harrison, Operations Energy Manager, Sunrise Cooperative—EDGE Energy Dispatching & Mapping, Jamie Pratt, IT Manager, Legacy Farmers Cooperative, AgVantage CRM, and Alicia Streich, Accounting & Finance Manager, United Ag Cooperative—eAgVantage Financials. These customer advocates are all doing a ten minute presentation from a customer's perspective along with each AgVantage presentation. George Secor, CEO of Sunrise Cooperative, will be doing a virtual presentation along with Michelle Blomberg's keynote. We are excited to have so many customers joining us in Fort Myers, Florida.
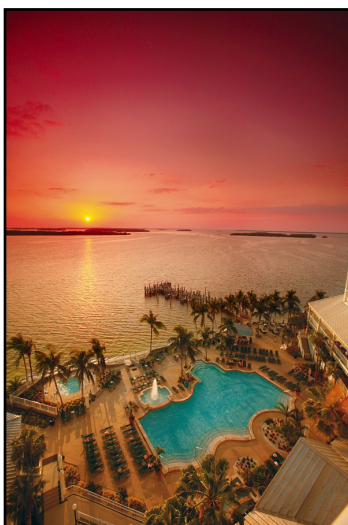
The Executive Conference brochure is now available on our home page, www.agvantage.com
On-line registration will open on Monday, November 28th.
The printed version of the brochure will arrive in your mailboxes either in late November or early December.

Book Your Airline Tickets Soon
Flights to Fort Myers will be busy since our conference is in mid-March. I would recommend booking as early as possible for a couple of reasons: Major League Spring Training Games in Fort Myers and it's also spring break season. We have a Delta Meeting Event Code NMPEE, which you can try if booking a Delta flight. Discounts are up to 10 percent depending upon ticket classification. I just looked up my potential flight today and it saved me about $20, which isn't huge, but every little bit helps!

If you're having trouble finding the price you want flying into Fort Myers on an exact date, there are a few other options you may want to consider, depending upon your schedule. Fort Lauderdale Airport is about a two hour, 20 minutes drive to the hotel. Or Tampa is about a 2.5 hr. drive. Therefore, if you're interested in seeing a bit more of Florida, it's not a bad option.

Sanibel Harbour Marriott Resort & Spa
Hotel reservations can be made from the agvantage home page, or call 800-767-7777.
Our meeting code is AVC for the group rate.

Rental Car Program:
Discounts are 5-40%, depending upon the type of car rented. The Avis Worldwide Discount (AWD) is D019127.
Or call 1-800-331-1600.

An early Happy Thanksgiving to you! I wish you a holiday weekend filled with family, joy, good health, gratitude, and many friends.

AgVantage Software, Inc.
Trade Show Schedule

National Grain & Feed Conference & Trade Show
Chicago Marriott Downtown Magnificent Mile
December 11-13, Booth 509

Minnesota Grain and Feed Trade Show
Hyatt Regency Minneapolis, March 2-4

AgVantage Software ● November, 2016
Update on New Releases &
Software Releases Coming Soon

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

NEW

New Releases—Version 8

See our Message Board for many Product Enhancements continuously available.

Agronomy
- Ability to mark formulations inactive in agronomy (367786)
- CDD—Price Sheet Comments (338172)

Accounts Receivable
- Expired Contract Report to have customer name added (389912)

CRM (Customer Relationship Manager)
- Ability to add a file to a customer and prospect (370902)
- Search button on the customer profile (370904)
- Salesman name to the views/tabs (389718)
- Default salesman to logged in name for a new lead/communication (389719)
- Search button for prospects (390729)
- Ability to restrict the activity report to admin (390877)
- Added ability to search for customers in the customer profile and views (392613)
- Ability to edit CRM User and sort columns (393739)

eAgVantage
- Farm and Field ability to roll up splits to view totals by land owner (382946)

eAgVantage DPR
- Allow locations to be omitted from the purchase contract (394461)

eAgVantage Seed
- Calculate available quantity based on what is on order (373911)

Edge Grain
- Added Purchase controls by location report (344485)
- Added two scroll bars in the customer portal screen (392121)
- Quick Settlements added a second scroll bar (392382)
- Process Settlement Payments add second scroll bar (392383)
- Settlement Advances – drill down into detail (385512)

Feed
- Ability to add ration texture to a feed order (376295)
- CDD— Price sheet Comments (338172)

General Ledger
- On the Journal List added the quantity column (389786)

Grain
- CDD—Grain Balance Statement ability to enter comments like in A/R (293556)
- Emailing of Grain Sales Contracts with online signatures (359738)
- Grain customer information screen F7 – Lots F11– now show all grades (388912)
- Add split group number and description to Lot Production Report (394438)

Interface
- FHO now handles credit cards (393692)

Inventory
- Physical Inventory Edit if no lot number is assigned then displays message (387247)
- Items with no activity—changes them to an inactive item in the Item Master file (391957)
- Added total balance quantity to Inventory Cost File Maintenance Screen (392767)

AgVantage Software continues to release segments of the new Edge programs.

Our current focus has been on these programs:
Grain
Energy
Agronomy

Continued from previous page

AgVantagePC Energy
- Flag added to print serial number on second line for Laser (391672)
- Add a way to use both tax exemption files (392950)
- Add flag to always use the contract price (393804)

AgVantagePC Invoicing
- Ability to key in a flat amount on the fly discount (387597)
- CDD— Automated batches (392728)
- Add customer phone numbers to customer lookup grid (393466)
- Print year requested on W-2 laser overlay (355278)

Payroll
- emailed payroll stubs to go on hold (393898)

Software Releases Coming Soon

eAgVantage Energy
- Do not show the back button after the order has been completed (391372)

Edge Agronomy
- Don't show on the main menu items if the user does not have authority (390727)

Edge Energy
- Track when Delivery Tickets and Listing Printed (339356)
- Add a delivery from one tank to another (368496)
- Allow comment access in tank maintenance and PC Dispatching (383422)
- Tanks that need to be painted (339535)
- Don't show on the main menu items if the user does not have authority (390507)

Edge Grain
- Contract valuations report & Merge (380573)
- Inventory Valuation Report & Merge (380574)
- Unpriced Delivered Grain Report & Merge (380575)
- Print Deferred Contracts (385393)
- Settlement advances drill down into detail (385512)
- Settlements – override hold pay – secure access by user id (392124)
- Grain Locations – make user defined for grain constants file (385470)

Grain
- YTD Grain Payments – selection by date range, not just year (338293)
- Print contract pricing confirmation – use information from record if found (391341)

Feed
- Force a 2000lb ration size (385239)
- Printer for feed order based on user not location (389078)
- Multiple meds in a ration using the combined tag (389368)

Interfaces
- Intecacon Interface Fleet Card (383596)

Patronage
- CDD Void a patronage check (333260)

AgVantagePC Invoicing
- Ability to manually key in the PO # and add PO # to reprint screen (389423)

AgVantagePC Seed
- Longer discount descriptions (371130)
- Added approved status in seed plans (387586)

Seed
- Seed Inventory Dashboard (382952)

For more information about AgVantage EDGE products, please contact Michelle at michelleb@agvantage.com.