

# VantagePoint

E-NEWSLETTER



MONTHLY UPDATES FROM AGVANTAGE SOFTWARE - YOUR PARTNER IN AGRIBUSINESS

January 2022

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## AgVantage's New Year's 'Revolution'

By Theresa Willems, Chief Operating Officer - [theresaw@agvantage.com](mailto:theresaw@agvantage.com)

The beginning of a New Year often brings those resolutions to lose weight, eat less and walk more, read more – those things that we really should be doing anyways but somehow, the stroke of midnight to a new year magically makes all those things happen!

AgVantage Software has made our own New Year's resolution – or rather Revolution - in 2022. For quite some time, our goal has been to begin to shift the leadership of AgVantage to employees who have expressed interest in taking on more and to those we feel will be the future leaders of AgVantage in the years ahead. Michelle and I have been talking, meeting, and tossing out a lot of ideas to see what felt right for this 'new look' AgVantage. Quite honestly, a few times I felt like giving up trying to figure out what this 'Revolution' should look like. I created spreadsheets, had drawings on my desk with stick figures and groups of people in what we referred to as 'silos' – and while some changes were easy to come by and reconcile in our heads, several took weeks and months to become obvious. I probably hit the Undo button on my spreadsheet 100 or more times – full well knowing that where we started this change might not be where we end up, but knowing I wanted this to have as smooth as a start as possible.

Today, I'm happy to announce the following changes to the corporate structure of AgVantage starting January 1<sup>st</sup>, 2022.

**“...build the future of AgVantage as the next generation of AgVantage leaders begin to take the stage...”**

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We welcome Tim Underwood to the AgVantage Team – now as the Vice President of Development. Some of you may know Tim from his time as a General Manager of a customer of ours – who just happened to reach out to us looking for a change at the exact right time. We are very fortunate that Dave Hammond who was managing our development team is staying with us – Dave felt, and we finally said Yes – that he would better serve AgVantage if he migrated back to his original role in programming so this really is a Win/Win for AgVantage.



I am also excited to announce the following changes to the AgVantage Support Department!



Kristi Wendricks is now the Installation and Project Manager at AgVantage – and has a staff of 7 that direct reports to her. Kristi has done an exceptional job of leading install projects these last several years, so this was a logical fit as we worked to fill this role. Kristi will now also be a part of the Evaluation Team as she continues to take support calls as well and manage installations and projects.

Dillon Welter is now our Software and Solutions Manager and currently has a staff of 8 that reports to him. Since Day 1 when Dillon was hired, he was always the one asking Why or What If – to ensure we were looking at new solutions and thinking outside the proverbial box that we lived in. Dillon is a great fit for this role and as a new member of our Evaluation team, Dillon will bring that same solution focused attitude to our entire company as he does to support calls every single day.



Dennis Bocardi is now our Customer Services Manager with a staff of 7 that direct reports to him. Dennis has been with AgVantage for several years, primarily leading the Bayer Seed Team, so his role has now expanded to add others to his team as we begin the process of integrating the Seed Support Team in with the rest of the support team. Dennis will continue to lead a now even larger team with the same customer focused style and attitude that he has always held.

Jason Schneider fills another new role at AgVantage as the Customer Communication Specialist. Beyond the work Jason already does with our Conference App and Website, Jason will be adding further duties to his task list. We have some really exciting changes on the horizon that will help us communicate software enhancements, company announcements and software documentation in a much better, more efficient way. Jason will be working with the rest of the support team to deliver these communications to you and your team while keeping some of his current support call duties.



While this is not a new change, but rather a somewhat recent one, Ben Johnson is now the Information Technology Manager at AgVantage which over sees not only the day to day IT related support calls but the systems, network, and security areas of AgVantage day in and day out. Ben has a big job and a growing team to help him accomplish all the goals this team has set forth.

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Finally, with all these other changes, my role too has changed. I am in the process of migrating most of my Vice President of Customer Services duties to these newly created positions – and am now the Chief Operating Officer at AgVantage. These first few weeks have been super busy as this group climbs out of the clouds towards a cruising altitude, but we are getting there and every time we meet and discuss the list of things on our agendas and in our futures, the more excited and satisfying these changes feel. My change of role certainly does not diminish my commitment to our backbone of exceptional Customer Service – and I will still appreciate any calls or emails with concerns or support related questions you may have. I am now maybe a ½ step removed from the day-to-day support world – always keeping a finger on the pulse, but not directly tied in all the time as my areas of focus shift.

These are exciting times at AgVantage as we truly look to build the future of AgVantage as the next generation of AgVantage leaders begin to take the stage and bring new and exciting changes with them.

Cheers to the Revolution of 2022 and beyond!

Theresa



## 1099-NEC and 1099-MISC Electronic File

By Valerie Ahlers, Customer Services Representative

There are some changes to the electronic filing of the 1099's for AP that will be loaded on the ASP's by the end of the week. For those that have their own system, make sure you check to see if you have the PTF's before creating the file. The printed forms also made changes this year for NEC- going from 2 on a page to 3 on a page. We highly recommend you consider doing the letter format next year and then electronically file (requires getting a TCC number from the IRS for their FIRE system). Because of the variances of printers alignment is very challenging with the pre-printed forms.



## Payroll W-4 & Tax Table Changes

By Cheryl Simpson, Customer Services Representative

The new year often brings new tax or other deductions for payroll. Here are a few things we've been working on, have heard about, or want to make you aware of.

The federal W-4 form changed in 2020, and whether for the better or not, it appears the new format is here to stay. In version 8.1 we have added additional fields to the Employee Master to allow for entry of information from the new W-4, and additional tax tables for the software to calculate Federal withholding based on the new W-4. There are two e-trainings scheduled for January 27<sup>th</sup> and February 22<sup>nd</sup> that will explain the set-up of the additional Federal tables and show the new fields in Employee Master. The new tables are also posted on the message board. If you'd like to talk to someone about converting to 8.1, please let support know.

Those of you already on version 8.1 may have noticed an updated look to the State Tax table format. So far, North Dakota is the only state we've heard of that is using the Federal W-4 for their state withholding tax, however, we've made the adjustments in the state tax file for all states to prepare for this potential future change.

Wisconsin changed the formula they use to calculate state withholding. Programming handled re-writing the calculation, but please make sure you have entered the new Wisconsin tax tables. The PTF for the calculation change was applied to all customers who are on AgVantage hosted systems or who ask AgVantage to handle PTF application. If you apply PTFs to your own system you will need 8UB8591 for version 8 and earlier, or 81A5319 for version 8.1.

Check the message board for new federal and state tax table changes for 2022. The board postings for state tables have two files, one for version 8.1 users and one for version 8 or earlier. The Federal tables are posted separately for version 8.1 or version 8 and earlier. If you don't have a username and password for the message board please contact support to get one set up or visit [updates.agvantage.com](http://updates.agvantage.com).

Some information for those of you who have employees in Washington. There are changes to the Washington Family & Medical Leave premiums. You will need to make changes in your deduction code maintenance and either employee standard time or deduction codes. The Washington Cares – Long Term Care was set to begin in 2022. The governor has put a hold on reporting until after the new legislative session, but the employer still may want to collect premiums. Premiums are paid by employees only, but employers need to collect and submit them. You will need to create a new deduction code and set up employees for this deduction. There is also a new field in employee master if an employee has given you notice that they are exempt from Washington Cares. Again, see the message board for set-up of Washington Cares and changes needed for the Family & Medical Leave.

As always, please reach out if you have any questions or would like help setting up the new items or making changes.





## Executive Conference Excitement

By Lisa Sick, VP Marketing & Conferences - [lisas@agvantage.com](mailto:lisas@agvantage.com)

### Excitement is Spreading!

We are so excited for the AgVantage 2022 Executive Conference February 9-11, 2022 at the Hotel Del Coronado in San Diego, CA.

The lineup of guests speaking and participating in the event is extraordinary! Check out our website for the full agenda. [www.agvantage.com/executive](http://www.agvantage.com/executive)

**Safety first:** The Del has implemented extra cleaning precautions for us and will follow local health department guidelines to ensure guest safety. We need to follow the State of California and Hotel Del COVID-19 protocol, that may change, but is currently as follows:



The State of California is requiring **face masks** in all indoor public settings, regardless of an individual's vaccination status. Masks may be removed while eating and drinking but must be worn at all other times indoors.  
Please do not visit the Hotel Del if you are showing signs of sickness or if you have recently been exposed to COVID-19.

### The Del arrival & Check in:

The Del does not have an airport to hotel shuttle service. They suggest using Uber to provide safe and easy transport to your destination.

For valet service and drop-offs, please arrive via the new Main Entrance on the south side of the resort, located off Avenida del Sol.

Check in to the hotel via the newly restored lobby of the Victorian Building. There are so many Resort Experiences, tours, shops and activities at The Del, check out their website for all the details. [www.hoteldel.com](http://www.hoteldel.com)



### Attire:

Resort Casual is the suggested attire at The Del, business casual during the day and resort or boat casual at night. We will be outside for lunches to enjoy the beautiful California sunshine.

February average weather in San Diego is 65 degrees with a low of 51 degrees. You may want to bring a light jacket for the evening.

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## Friday afternoon:

Whether you are planning to golf, take the Hop-on, Hop-off trolley, or relax on the beach, bring sunscreen and whatever else you need to be safe and enjoy the adventure.

For those who want to golf, if I have not already emailed you, please email me and I will share what we are planning.



We are excited to share with you the:

- Beach party and bonfire on one of the 10 best beaches in the U.S.A.
- Powerful speakers and priceless networking opportunities
- AgVantage products and valuable time with your AgVantage family
- Fantastic food and ambiance in one of the 25 best resorts in the U.S.A
- Beautiful dinner cruise around the bay on our 105 foot yacht "Dream On"
- Fun in the California sun!
- Sponsors for this event:

- ◊ Diamond Sponsor – Bushel



- ◊ Gold Sponsor – Square-9 Softworks



- ◊ Silver Sponsor – DTN



If you have any questions, please feel free to contact me at [lisas@agvantage.com](mailto:lisas@agvantage.com) or 507.250.4579

See you soon!!





## Update on New Software Releases

By Dave Hammond, VP Programming - [daveh@agvantage.com](mailto:daveh@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.

### Admin Edge

Need AR Constant file locked down because somebody changed a flag (536459)

### CMS Edge

Filter option - use Product Category on Query Product (545348)  
Closed lead timestamp (539417)

### AGV Mobile (Beta)

Only Print Current Settlement Info on Reprint (429879)  
Add Lots to AGV Mobile (474727)  
Add Settlement Details (499746)  
Q3-Add details listing to Deferred payment listing w/ drill to settlement (499753)  
CSV download of loads now pulling in all fields (500876)  
Menu Authority Added to AGV Mobile (521667)  
UI & Caching updated plus bundled vendor code (551755)

### Edge

Move Auto Loader out of bootstrap.php (499117)

### Energy

Tank setting for ACH-add pay type to load for tank file (453869)

### Energy Dispatch Map

Edge dispatch request-add calculation of total cost for Cust. (520358)

### Energy Edge

Y's are removing in tank file on calls marked delivered or closed (548503)

### ETA Mobile

Change ETAMobile to handle multiple iasp (512352)

### FMS Interface

Dates at EOM (541589)

### General Ledger

V8.1 updated FY status to 20th century when FY over 50 (496461)

### Accounts Payable Edge

Qtr 4 Edge AP new reports check listing by date range (521002)  
Edge AP removed end of year menu option for 1099 (552246)

### Accounts Receivable Edge

Q4 2021 Statement Setup (503254)  
Q4 Change Due Dates on a batch of Transactions (510064)  
Q4 Move invoices from one batch to another (510068)  
Q4 Un-Apply a Merged Payment (510070)  
Q4 Remove 0 Balance Bookings (510078)  
Q4 Change Booking Contract Attributes (510079)  
Add Conversion Company field to AR Customer Portal (551706)

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## Grain

Price cash loads prior to day's end price < or = to load date entered (541801)  
Add default location flag to purchase controls (550672)

## Seed Edge

Need to be able to Identify dispatch or invoice by wholesale (500672)  
Add Excel/PDF Option to Order Summary Tab (519978)  
Mailing Labels (537732)  
Seed Discounts showing if Item is inactive (552731)

## Invoicing Edge

Negative trans code 8 to close/reduce PP contract (531797)

## Invoicing PC

Q4 21 Update Statement button to go to Edge Balances/Invoices (535792)

## Mailcomm Interface

FTP Statements to Mailcomm (544697)

## Patronage

DPAD Report - print & update names w/same hierarchy as patronage checks (550341)

## Patronage Edge

DPADLETTER File needs additional fields (549833)

## Payroll

2022 update on W-4 (487285)  
Max vac allowed & max sick allowed write to own fields in v8.1 (510430)  
Employee Master Maintenance - Additional fields for new W4 & WA Cares (550548)  
2022 - WI withholding tax calculation method change (550991)

## Rest API

REST API for PTF (552272)