



## 2025 Year in Review



*Brent Kemp*



*Karen Oerter*

# Building the Future on Two Decades of Achievement

To our Members:

It has been an incredible year!

Throughout 2025, AgGateway celebrated its 20th anniversary of promoting, enabling, and expanding principled, standards-based data exchange among stakeholders in the international agriculture industry. Our watch words, Create, Engage, and Grow, guided our efforts as we collaboratively developed resources and relationships necessary to enable the electronic exchange of business and operational data.

And, as we conclude the 2021-2025 5-year plan, we do so with stable membership and resource implementation, an energized and geographically distributed group of volunteers, and a solid financial base on which to move into 2026.

### In 2025, AgGateway staff and volunteers:

- **Led six working groups addressing issues** of particular concern to members, including revisions to grower and farm business identification rules in AGIIS, updating code lists and the schema for laboratory testing standards, and documenting processes and data for field operations such as crop protection application and obstacle identification for autonomy
- **Engaged in international standards development in ISO TC 347** – Data-driven Agrifood Systems, through a Category A liaison relationship, enabling both influence and awareness to promote existing resources and protect the investments members have already made in interoperability
- **Published the second version of ADAPT Standard**, which has been implemented or is planned to be implemented by OEMs and farm management platforms engaged in sharing data through standardized formats
- **Participated in 23 conferences**, making presentations on standards in agriculture, championing AgGateway resources, including ADAPT, PAIL, and Modus, and engaging members and member prospects through side meetings and in-person visits

Our marketing and communications efforts this year included the launch of the “**Inside AgGateway**” webinar series, which informed and educated more than 400 industry stakeholders on existing AgGateway standards and resources over six virtual installments. We produced a 20th anniversary video, released for the 2025 Annual Meeting and Conference, highlighting the value AgGateway has contributed to the industry and teasing the work we still have to accomplish. And more than 280 attendees participated in person at AgGateway conferences across three continents.

As we move into our 21st year, we will pursue implementation of existing and new resources, document the impact they have to members and the industry, and advocate for standards-based data exchange as a valuable tool for achieving business efficiency. The relationships and resources we develop are certain to accelerate solutions to the practical problems of today while laying the groundwork for agile responses to tomorrow's challenges.

Thank you for your dedication of time and talent to AgGateway in 2025, and we look forward to another year of achievement in interoperability and connectivity across the value chain.

**Karen Oerter**

*Chair*

*AgGateway Board of Directors*

**Brent Kemp**

*President & CEO*

*AgGateway*



# 2025 By The Numbers

216



**Total**  
Membership

7 Active  
Working  
Groups



3 Completed  
Working Groups



23 Conferences  
Attended



6

**Presentations**  
Made at  
Outside  
Meetings



8 Educational  
Webinars



~680,000



**Total ADAPT**  
Component  
Downloads Reached



**ADAPT**  
Standard  
**v2**  
released

AGIIS

20 Members with  
Search/View  
Access



70

Subscribers  
with one  
or more  
subsets



52

Non-Members with  
Access



AgGateway Europe Spring Meeting



Entity ID In-Person Meeting



ISO TC 347 Meeting





# 2025 Outreach and Education: Connecting with Stakeholders Around the World



*Tech Hub Live Conference and Expo*



*AEF Spring Plugfest*



*Agritechnica*



*Agrishow*



*AgGateway LATAM August Meeting*

AgGateway staff and volunteers travelled far and wide in 2025 to support AgGateway's mission. We gave presentations on our work to conference attendees, we collaborated with organizations and companies on specific initiatives, and we walked exhibit halls and hosted meetings to share our story and encourage membership. Below is a summary of key events and visits this past year (Cities are USA unless otherwise indicated):

**AEF Tech Week** | Munich, Germany

**ABPSAP** | Goiânia, Brazil

**6G Alliance** | Washington, DC

**Entity ID WG Meeting** | Charlotte, NC

**TC347 Meeting 3** | Berlin, Germany

**Fields of the World/FIBOA Phase 2 Launch** | St. Louis, MO

**AEF Spring Plugfest** | Milwaukee, WI

**OAGi Summit at NIST National Cybersecurity Center of Excellence** | Rockville, MD

**Agrishow** | Ribeirão Preto, Brazil

**Network X Americas 6G Summit** | Dallas, TX

**International Symposium on Soil and Plant Analysis** | Durham, NC

**AgGateway North America Mid-Year Meeting** | Altoona, IA

**AgGateway Europe Summer Seminar** | Berlin, Germany

**Tech Hub Live** | Des Moines, IA

**ASABE AIM** | Toronto, ON, Canada

**Elevate AI and Ag CIO Roundtable** | Fargo, ND

**Embrapa/Digital Agriculture Day** | Sao Paolo, Brazil

**Farm Progress Show** | Decatur, IL

**AgroFuturo** | Medellin, Colombia

**AgGateway LATAM Region Meeting** | Sao Paolo, Brazil

**APSul América** | Não Me Toque, Brazil

**Tronia Systems Conference** | Edmonton, AB, Canada

**AEF Fall Plugfest** | Harsewinkel, Germany

**Farm Science Review** | London, OH

**International Conference on Parallel Computing - HARVEST Workshop** | San Diego, CA

**World Dairy Expo** | Madison, WI

**AEM S&PL Council Week** | Milwaukee, WI

**AgGateway Annual Meeting** | Clearwater Beach, FL

**Agritechnica** | Hanover, Germany

**ARA Annual Meeting and Conference** | Salt Lake City, UT

**AgGateway Europe Regional Year End Meeting** | Paris, France

# 2025 AgGateway Corporation

## Estimated Year-End Financial Statement *(subject to audit)*

| CATEGORIES           | 2025<br>BUDGET      | 2025<br>ACTUAL      | 2025<br>ESTIMATE*   | ESTIMATE<br>VS BUDGET | ESTIMATE AS<br>% OF BUDGET |
|----------------------|---------------------|---------------------|---------------------|-----------------------|----------------------------|
| <b>INCOME</b>        |                     |                     |                     |                       |                            |
| Membership Dues      | \$ 1,652,768        | \$ 1,512,603        | \$ 1,543,025        | \$ (109,743)          | 93.4%                      |
| Database Fees        | \$ 1,153,298        | \$ 1,161,943        | \$ 1,161,943        | \$ 8,645              | 100.7%                     |
| Services/Projects    | —                   | \$ 43,845           | \$ 39,295           | \$ 39,295             | NA                         |
| Conference           | \$ 253,750          | \$ 157,638          | \$ 236,738          | \$ (17,013)           | 93.3%                      |
| Other Income         | —                   | —                   | —                   | —                     | NA                         |
| Interest Earned      | \$ 55,000           | \$ 28,532           | \$ 43,000           | \$ (12,000)           | 78.2%                      |
| Exchange Gain/Loss   | —                   | \$ (947)            | \$ (1,232)          | \$ (1,232)            |                            |
| <b>Income Total</b>  | <b>\$ 3,114,816</b> | <b>\$ 2,903,614</b> | <b>\$ 3,022,769</b> | <b>\$ (92,047)</b>    | <b>97.0%</b>               |
| <b>EXPENSES**</b>    |                     |                     |                     |                       |                            |
| Global               | \$ 1,628,460        | \$ 1,025,294        | \$ 1,573,133        | \$ (55,327)           | 96.6%                      |
| North America        | \$ 1,336,087        | \$ 902,848          | \$ 1,294,774        | \$ (41,313)           | 96.9%                      |
| Latin America        | \$ 68,776           | \$ 36,827           | \$ 68,781           | \$ 5                  | 100.0%                     |
| Europe               | \$ 77,215           | \$ 48,611           | \$ 77,360           | \$ 145                | 100.2%                     |
| <b>Expense Total</b> | <b>\$ 3,110,538</b> | <b>\$ 2,013,580</b> | <b>\$ 3,014,048</b> | <b>\$ (96,490)</b>    | <b>96.9%</b>               |
| <b>NET INCOME</b>    | <b>\$ 4,278</b>     | <b>\$ 890,034</b>   | <b>\$ 8,721</b>     | <b>\$ 4,443</b>       |                            |

\* Forecast based Estimate after November results

\*\* Expenses does not include shared services as it nets out to zero across the classes

## Save the Dates!

### 2026 Mid-Year Meeting

8-10 June

Altoona, IA USA

### 2026 Annual Conference

9-11 November

Nashville, TN USA

*Find out more —*

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