



2025 ANNUAL REPORT

*Building the Future on
Two Decades of Achievement*





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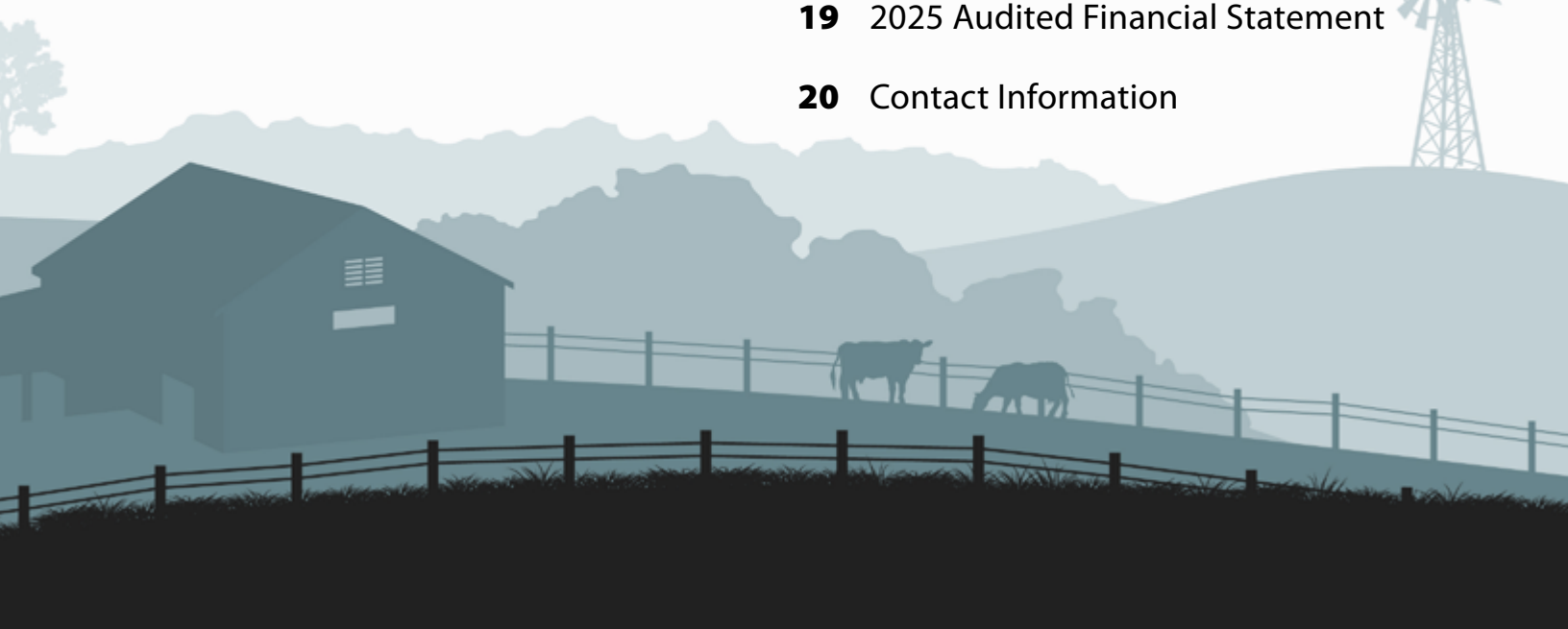
2025 ANNUAL REPORT



*AgGateway's "Two
Decades of Achievement"
timeline starts on page 4.*

Table of Contents

- 4** Letter from the Leadership
- 6** AgGateway Mission and Vision
- 8** 2025 By The Numbers
- 9** Inside the New 5-Year Plan
- 11** Industry Outreach
- 12** Portfolio Review and Status Report
- 15** Awards and Recognition
- 17** Gateway to Ag Careers Program
- 18** 2026 Volunteer Leadership
- 19** 2025 Audited Financial Statement
- 20** Contact Information





2025 Year in Review

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.



Brent Kemp

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, AgGateway resources ADAPT, PAIL, and Modus, and engaging members and member prospects through side meetings and in-person visits

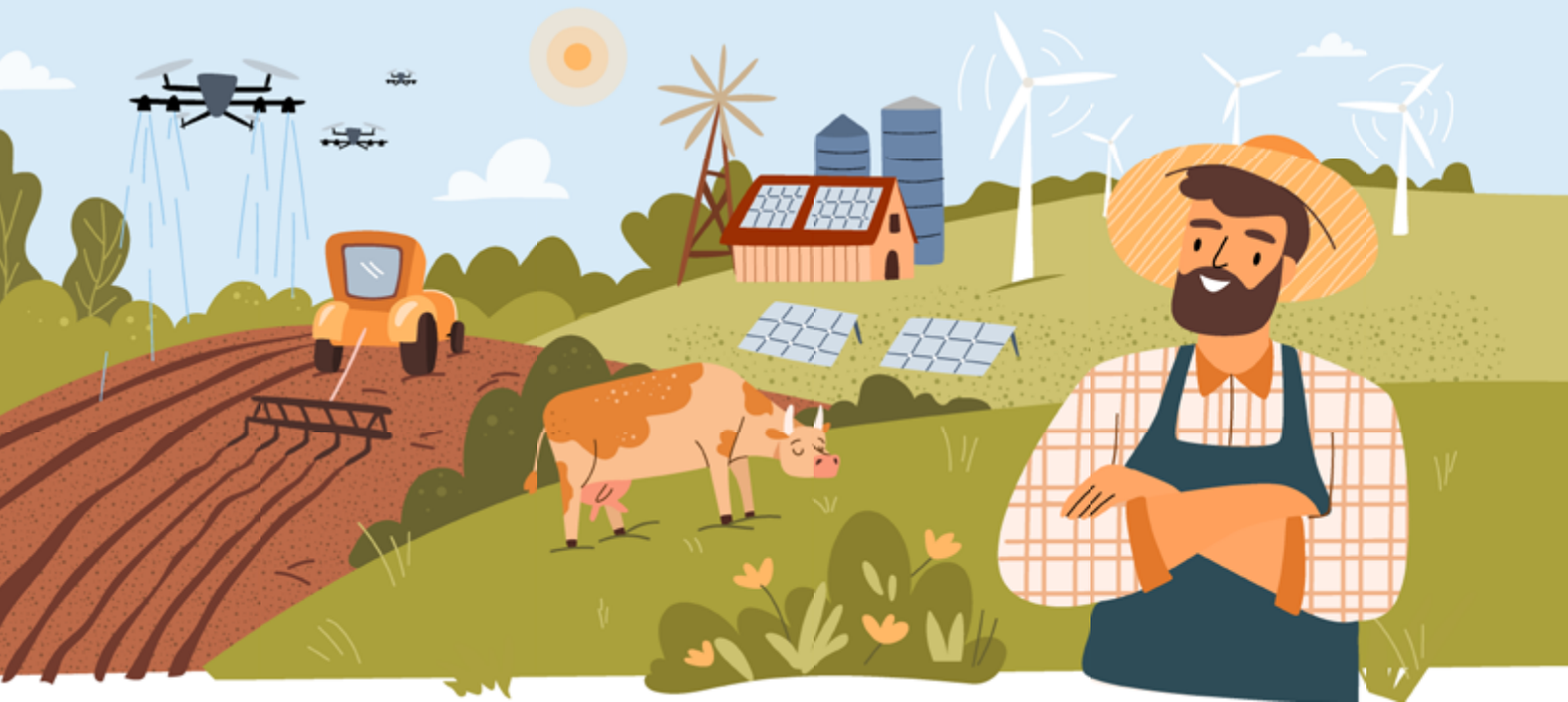


Karen Oerter

2002



AgGateway
Timeline



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

2003 – 2005

Leaders from early agriculture standards organizations including RAPID (crop protection product manufacturers, distributors, service providers and the administrator of the AGIIS Database), The Fertilizer Institute’s IT Council, and others begin discussing the consolidation of connectivity-related standards efforts across industry sectors.

RAPID

OUR MISSION

To develop the resources and relationships that drive digital connectivity in global agriculture and related industries.



OUR VISION

Universal connectivity to transform data into value.

OUR VALUES

- ✓ **INTEGRITY**
Transparent, impartial, inclusive, and safe (anti-trust compliant) environment.
- ✓ **COLLABORATION**
Foster collaborative environment in which all members have an equal place at the table.
- ✓ **INNOVATION**
Pursue creative, workable, and globally-consistent solutions.
- ✓ **LEADERSHIP AND EXPERTISE**
Seek to provide highest level of expertise, thought leadership, and insight.
- ✓ **SERVICE**
Strive to provide the highest level of service to each of our members.
- ✓ **COMMITMENT**
Drive digital solutions as rapidly and efficiently as possible to benefit the industry.

WHO WE ARE

AgGateway is a global, non-profit organization that empowers agriculture stakeholders to gather, collaborate, create, and implement digital agriculture solutions that facilitate connectivity and seamless data flow. By targeting and resolving connectivity challenges in the value chain, we enable industry innovation by allowing ag manufacturers to focus on product development, and to embrace a collaborative approach to creating connections that build value.

AgGateway's more than 200 member companies include ag retailers, distributors, agriculture input manufacturers (seed, crop nutrition, crop protection, etc.), equipment manufacturers, grain and feed companies, precision ag providers, specialty chemical manufacturers, and software and data service providers. Our associate members include leading industry trade associations, international standards groups, state agencies, and members of academia focused on data exchange issues.

2005

2006



AgGateway is officially launched, setting off a wave of market segment initiatives and collaborative activity:

- Crop Protection, Crop Nutrition, Seed, Feed, and Allied Provider Councils are formed
- Crop Nutrition Connectivity Phases I and II

create engage grow

Wrapping Up The Five-Year Plan

Since 2020, AgGateway measured work and progress against three core principles embodied in the words, “Create, Engage, and Grow.” The past half decade was marked by consolidation and emerging technology that presented substantial challenges, but AgGateway has emerged financially stable and prepared to succeed in years ahead. Information on the latest five-year plan can be found on page 9 of this report.

Create

We will engage members through identifying, prioritizing, and developing resources to address the interoperability challenges faced by businesses in food, fiber, fuel, and adjacent industries.

Engage

We will increase participation in AgGateway activities through strategic communications, programs, and engagement designed to ensure that executives and key decision-makers understand the benefits of engagement with AgGateway and the value of implementation to improve operational efficiency and long-term sustainability.

Grow

We will double membership and increase revenue by 50% by 2025 to expand the value of our members’ investment in AgGateway.



2007

- Feed Track and Trace Connectivity project launches
- Seed Connectivity project is launched
- Projects and standards are moved to AgGateway

- AgXML management is assumed via MoU
- AgGateway assumes control over AGIIS
- Organization membership hits 85 as 2008 ends

216



Total Membership

2025 By The Numbers

7 Active Working Groups



23 Conferences Attended



8 Educational Webinars



6 Presentations Made at Outside Meetings



70 AGIIS Subscribers with one or more subsets



3 Completed Working Groups

20 AGIIS Members with Search/View Access



~680,000



Total ADAPT Component Downloads Reached



52 AGIIS Non-Members with Access



AgGateway Europe Spring Meeting



Entity ID In-Person Meeting



ISO TC 347 Meeting

2008

2009



To improve inter-segment communication and ideation, focused member councils are formed for Ag Retail, Ornamental Horticulture, Precision Ag, and Grain. SPADE project documents foundations for field operations process data relevant for agronomics (Core Documents) that become integral to ADAPT.



IMPACT IMPLEMENT ADVOCATE

Building the New Five Year Plan

Development of the next 5-year plan was a critical task that the staff and Board of Directors took on in 2025. The process involved taking full account of the work and accomplishments of the most recent plan and diving deep into current and future challenges and opportunities.

Looking back, the most recent plan was developed on the heels of the consolidation of AgGateway in 2020. The focus was on delivering implementable resources in a timely manner, making sure that our member volunteers were connected with each other and with relevant work, and that our organization was in a position to grow.

On the membership side, we had an extremely ambitious goal of a significant increase in the total ranks. Unfortunately, consolidation and overall industry trends worked against achieving that kind of membership growth.

On the positive, we positioned the organization for financial sustainability over that time. And as we looked toward the next 5 years, we developed a plan that builds on that model and positions the organization to meet the needs of its members, while at the same time allowing for flexibility in how it is implemented.

The watchwords that we adopted for the first year of the next five year plan are **Implement, Impact, and Advocate**. AgGateway will focus on ensuring that the resources that we're developing are implementable – **AND IMPLEMENTED** – by the working group participants. As implementations become reality, we will collect the stories of impact and share them with the industry.

IMPACT is really important from the standpoint of communicating AgGateway's value to member organizations. Telling stories of compelling success enables recipients to go back and really **ADVOCATE** for AgGateway within their organizations and peer networks. *Continued on next page >*

2010



2011



2012



Building the New Five Year Plan

Continued from page 9

An additional aspect of the new 5 year plan is the establishment of key areas of organizational focus. The first of those areas is financial sustainability – what does it mean for us to be a financially successful non-profit organization? While we are not looking to be a for-profit organization, we do want to make sure that we produce the services, convene working groups, create resources, and host what we need to host for the benefit of our members at a very cost-effective level. We will also be looking for sources of non-dues revenue that support the organization and potentially mitigate the need to raise dues and fees.

We will also focus on meeting expectations for member experience, both from the member company perspective and from the volunteer perspective. Our goals include:

- **Ensuring member companies get what they need** out of their investment in AgGateway
- **Making member companies aware** of working groups that are relevant to them and encouraging involvement
- **Monitoring the mix of individuals** that participate in working groups to ensure it is appropriate and conducive to success
- **Facilitating processes** that ensure working groups hit metrics for participation and end results

For AgGateway staff there are several areas of focus that are designed to futureproof the organization. These include operating the organization efficiently and effectively; evaluating the team to ensure we have the right individuals in place to take the organization into the future; and reviewing and shoring up skillsets within staff as needed.

We are also intent on futureproofing volunteer participation within organizations by promoting and building succession planning for volunteer leaders. We must create “bench strength” within member organizations that prevent expertise and experience from vanishing from a single promotion or change of employer.

Finally, this new plan has a lot of flexibility built in as far as ongoing evaluation and recalibration. The industry is changing rapidly with many forces acting on the factors we care most about. Building in a regimen of evaluation every 12 to 18 months will ensure we are pacing with the rest of the industry and making the appropriate course adjustments.

The Board and Staff of AgGateway are excited about the new plan and the new approach, taking what we learned from the last five years and tuning it to ensure we are building on our two decades of achievement.

2013

2014

ADAPT

ADAPT Framework and first plug-ins launched; AgGateway Global Network launches to consolidate worldwide connectivity efforts around a single organization. AgGateway membership exceeds 200 by year's end



Tech Hub Live Conference and Expo



AEF Spring Plugfest



Agritechnica



Agrishow



AgGateway LATAM August Meeting

2025 Outreach and Education: Connecting with Stakeholders Around the World

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
- TC 347 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 Paulo, Brazil
- Farm Progress Show** | Decatur, IL
- AgroFuturo** | Medellin, Colômbia
- AgGateway LATAM Region Meeting** | Sao Paulo, 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 and Conference** | Clearwater Beach, FL
- Agritechnica** | Hanover, Germany
- ARA Annual Meeting and Conference** | Salt Lake City, UT
- AgGateway Europe Regional Year End Meeting** | Paris, France



2015

Global expansion achieves an important milestone with the establishment of AgGateway Europe



The AgGateway Portfolio Management Center

Finalizing long-standing initiatives

2025 was a year characterized by significant momentum within the Portfolio Management Center (PMC). The year began with a focus on finalizing long-standing initiatives, resulting in the successful completion and publication of major deliverables in Data Ethics, Field Boundaries, and Dealer Lookup. As these projects wrapped up, the new working groups launched in the second half of the year focused on field operations, schema updates, and semantic resources. Throughout the year, the PMC also maintained a strong focus on aligning AgGateway's work with international standards work.



2016

AgGateway work begins on irrigation standards with the launch of the PAIL initiative and becomes the first AgGateway-contributed ISO specification

Working Groups 2025 Annual Report

Completed or Paused Working Groups

WG21: European Reporting – ADAPT Mapping

This working group was placed on hold over the summer. The decision was made to shelve the effort due to a high overlap in participants with the **WG32 Work Record** gap check project. The new working group was determined to be a higher priority and more narrowly scoped allowing it to serve as a building block for the overall reporting mapping goal.

WG23: Weather Data API

Early in the year, this team worked to reset its scope to focus on a minimum viable product (MVP) and identified valuable resources from the World Meteorological Organization. However, despite the interest in a standard API, the group was put on hold in July because it struggled to secure necessary participation from all relevant market segments to ensure a successful outcome. The team is continuing to reach out to different organizations to generate interest and plans to re-start once a few more companies sign on.

WG24: Field Boundary – GNSS Accuracy

The team released an Open API specification that shows how the CTE (Critical Tracking Event) and TRU (Traceable Resource Unit) concepts from other industries can be leveraged to enable traceability for both discrete and bulk products used in agricultural field operations.

WG25: Dairy Feed Data

WG25 concluded its primary activities in the spring after finalizing the documentation of use cases and defining key data elements. Following the presentation of these deliverables, the group started discussing what topics to address next to build on the deliverables, likely focusing on data exchange between ration software and on-farm feed mixer systems.

WG26: Data Ethics and Stewardship

This group achieved a major milestone with the official publication of the AgGateway Data Ethics White Paper in August. After months of drafting, reviewing, and incorporating feedback from the general membership, the group released the paper to serve as a comprehensive industry resource for integrating ethics into system design and data management. The group officially wrapped up in October after ensuring no further immediate updates were required.

WG28: Modus Plant Tissue

The Modus Plant Tissue team focused on documenting the v2 list of plant tissue lab test methods, ensuring alignment with existing soil and manure lists. The group spent significant time compiling citations and metadata to create a high-quality resource for data exchange between labs and software systems. This work concluded in October, which kicked off an effort to review and better align values between the soil, manure, and plant tissue v2 method lists.

WG29: Dealer Lookup

This group provided a strong example of agile collaboration, finalizing a new message definition to assist with moving inventory among dealers. The deliverables were reviewed and finalized during the Standards and Guidelines meeting in the spring, successfully resolving the identified data exchange issue in just a few meetings.

2017



2018





New or Continuing Working Groups

WG12 PAIL (ISO 7673)

The PAIL team made significant progress by finalizing updates to the ISO 7673 series of standards. The team worked on better calling out requirements in the standard as well as establishing AgGateway as the Management Agency for the controlled vocabularies.

WG27: Entity ID

WG27 generated enormous interest throughout 2025, highlighted by a highly attended in-person meeting in Charlotte. The team spent the year distilling discussions into a report documenting the challenges of identifying unique growers and establishing areas of agreement. By year-end, the group was working through specific business rules, processes, and data requirements to drive a solution for unique grower identification.

WG31: Field Operations | Controlled Vocabulary

Launched late in the year, this working group was formed to address semantic clarity by developing a controlled vocabulary for field operations. The team is currently working through examples from the Agricultural Activity Ontology (AAO) to create a component model recommendation for the ADAPT Standard group and Agrisemantics committee.

WG32: Crop Protection Work Record Exchange

Started in the second half of the year, this working group was established to address gaps in crop protection reporting. The team is focusing on gap-checking the ADAPT Standard Work Record against the deliverables from the previous Closed Loop Spray project and various reporting requirements. By November, the group had successfully reviewed existing documentation and begun the detailed comparison process to ensure the ADAPT Standard can support necessary compliance and operational reporting needs.

WG33: Modus v2 Schema

Following the completion of the method lists, this group kicked off late in the year to address the technical schema requirements. The group is focused on integrating Observations and Measurements from ISO 7673-2 into ADAPT and updating the Modus schema to support the new requirements defined by the soil, manure, and plant tissue groups.

WG34: Field Boundary Obstacles

Initiated in the fourth quarter, this is the next step in the field boundary family of projects. The group is developing a proposal for accurately sharing information about physical obstacles between systems.



2019

AgGateway Latin America launches

2025 AGGATEWAY AWARD RECIPIENTS

Five Member Volunteers Honored at Annual Meeting

AgGateway celebrated the achievements and contributions of leading volunteer members at the 2025 Annual Meeting and Conference in Clearwater, Florida, USA. Four individuals and one organization were recognized during a special awards ceremony.

“We appreciate the contributions of everyone who shares their time and talent to support our work, and today is our opportunity to recognize those that have gone above and beyond the call,” says Brent Kemp, AgGateway President and CEO.

AgGateway In Action Awards

The **AgGateway in Action Award** honors one individual or organization from each of AgGateway’s global regions that made specific contributions of time and resources over the past 12-18 months.

The North American recipient for 2025 is Trisha Rentschler, with Kahler Automation.

“Trisha exemplifies what we celebrate through the AgGateway in Action Awards, says Jeremy Wilson, EVP/COO and North American Director. “She joined the North American Steering Committee two years ago and has been a very active volunteer from the beginning. And in her new role at Kahler, Trisha has gone out of her way to talk about the value of AgGateway and the messages and the digital resources that we’ve created in her networking and social media activity.”

She’s also been a huge advocate for new members, finding new people to invite to join and connecting them to staff members for follow-up. “Her commitment to the mission of the organization and passionate work on our behalf as a volunteer made her a clear choice for this honor,” adds Wilson.

The AgGateway in Action recipient from the Latin America Region was Marcelo Abreu of Venturus.

“Marcelo has been a member of AgGateway Latin America since the beginning, contributes greatly to our regional meetings, and actively promotes our mission and work in the country,” says Jose Alexandre Loyola, LATAM Regional Director. “He and his company are also actively promoting the Modus standard in Brazil. We are thrilled to have his participation and pleased to recognize him with this honor.”



Trisha Rentschler
Kahler Automation



Marcelo Abreu
Venturus



2020

AgGateway 2020 reorganization introduces a new process for creating and executing member volunteer work through segment meetups and working groups as AgGateway and AgGateway Global Network merge.



2025 AGGATEWAY AWARD RECIPIENTS

Ron Storms Leadership Award

The **Ron Storms Leadership Award** celebrates long-term participation in projects over multiple years, recognizing sustained commitment to bringing new resources to the industry.

The 2025 recipient was Julie Mathey of GROWMARK, Inc.

“Julie has been a long-time volunteer member dating back to our earliest work within the Ag Retail group and on Seed Connectivity,” says Wilson. She’s been active in leadership roles throughout her time at AgGateway, including service as Chair of the North American Steering Committee in 2025.

“Julie goes out of her way to stand up and agree to lead sessions, and is always willing to share how GROWMARK implements and uses AgGateway digital resources within their organization and how they’ve implemented them,” says Wilson. “She also works with other members to help them implement these digital resources to improve efficiency and interoperability.”



Julie Mathey
GROWMARK, Inc.

The President’s Award – AGDATA



The President’s Award, chosen at the discretion of the President of AgGateway, recognizes individuals or organizations that have gone above and beyond in the support of the organization and its mission to develop the resources and relationships that drive digital connectivity.

The 2025 recipient, AGDATA, has been a member since the origination of AgGateway, and has been a strong supporter throughout its participation. “Earlier this year, AGDATA offered

to sponsor and host an in-person End-User ID working event that drew 60 participants and provided an excellent atmosphere for building consensus,” says Kemp. “Within the last year, we really wanted to recognize their consistent and notable support of AgGateway and its resources.

“They have also sustained support for AGIIS implementation with customers and advocated for the use of that resource,” he adds. “For all these reasons this was the right time to honor the company for all its contributions over the past 20 years.”

2021

CREATE – ENGAGE – GROW – 2.0

New long-range plan centered around the theme “Create, Engage, Grow” seeks to increase available member resources and grow membership. Work progress continues to move effectively despite the COVID pandemic through disciplined virtual meetings and ongoing member commitment to the mission.



The Ron Farrell Attitude Award – Jami Young – Land O'Lakes



The **Ron Farrell Attitude Award**, which debuted at the 2023 Annual Meeting, celebrates the contributions of one of the organization's founding members, who inspired countless members with his optimism and collaborative spirit.

The 2025 recipient, **Jami Young** of **Land O'Lakes**, is "really everything that we would want to see in a volunteer," says Kemp. "Jami is super engaged and very committed to the work that she's doing within the organization. She's also not afraid to share her thoughts and opinions, but always in a constructive way that honors everyone else's view in the room. I'm pleased and proud to be recognizing Jamie with the Ron Farrell Attitude Award this year and look forward to her continued contributions."



The 2025 Recipients were:

Omar Abdelmawgoud
Arizona State University

Tristan Cravens
Illinois State University

Jenna Kirkland
Arizona State University

Emma Koger
Mississippi State University

William Leiva-Mercado
Iowa State University

Patton Simbeck
Mississippi State University

The Gateway to Ag Careers program serves as a transformative launchpad for tomorrow's leaders in agricultural technology. Designed to bridge the gap between academia and industry, it brings outstanding college students to the AgGateway Annual Meeting and Conference—fully sponsoring their travel, accommodations, and registration.

At the event, participants immerse themselves in high-value learning sessions, connect directly with agriculture-industry professionals, and gain a deeper understanding of the breadth and depth of careers in high-tech agriculture. The program was established to help students navigate the fast-paced and evolving agriculture technology landscape and build lasting relationships through peer networking.

In November, six students from four different universities across the country were able to attend the AgGateway Annual Meeting and Conference in Clearwater, Florida to learn more about the many career opportunities that agriculture has to offer. AgGateway's Gateway to Ag Careers program is sponsored by the AgCIO Roundtable with additional support from Syngenta.

2022



2023



AgGateway celebrates five years in Latin America

2026

Volunteer Leadership and Staff



Board of Directors

Jacob Crow	Chair	<i>GROWMARK, Inc.</i>
Karen Oerter	Immediate Past Chair	<i>Land O'Lakes</i>
Marcelo Abreu		<i>Venturus</i>
Flávio Barros		<i>TELUS</i>
Lori Edwards		<i>Syngenta</i>
Scott Charbo		<i>Novus Ag</i>
Jeff Griffith		<i>Keystone Cooperative</i>
Phil Kubesh		<i>Vita Plus</i>
Patricia Perez		<i>Lexagri SAS</i>
Klaus Herbert Rolf		<i>365FarmNet</i>
Brent Kemp	President & CEO	<i>AgGateway</i>

North America —Steering Committee

Mike Kuhn	Chair	<i>Nutrien Ag Solutions</i>
Trisha Rentschler	Vice Chair	<i>Kahler Automation</i>
Stephanie Frazier		<i>Corteva</i>
Joe Gifford		<i>Syngenta</i>
Julie Mathey		<i>GROWMARK</i>
Scott Nieman		<i>Land O'Lakes</i>
Tracey Soper		<i>Keystone Cooperative</i>
Mary Tangen		<i>Greenstone Systems</i>
Jeremy Wilson	NA Regional Director	<i>AgGateway</i>

Europe—Steering Committee

Klaus-Herbert Rolf	Chair	<i>CLAAS</i>
Gilles Begue		<i>SMAG</i>
Marie Beuret		<i>Agro EDI Europe</i>
Nicolas Hummel		<i>VDMA EV</i>
Patricia Perez		<i>Lexagri</i>
Johannes Sonnen		<i>Syngenta Crop Protection, LLC</i>
Conny Graumans	Europe Regional Director	<i>AgGateway</i>

Latin America —Steering Committee

Flavio Barros		<i>Telus</i>
Fabio Pereira		<i>PwC AgTech Innovation</i>
Stanley Oliveira		<i>Embrapa Agricultura Digital</i>
André Pregnaca		<i>Alagro Tecnologia</i>
José Alexandre Loyola	Latin America Regional Director	<i>AgGateway</i>

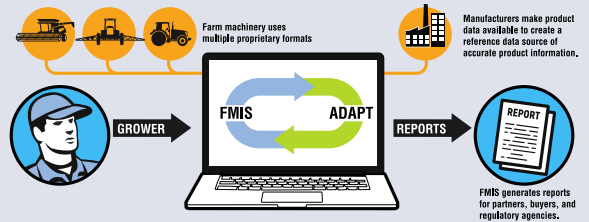
AgGateway Staff

Brent Kemp	<i>President & CEO</i>
Jeremy W. Wilson	<i>Executive VP & COO NA Regional Director</i>
Jim Wilson	<i>Chief Technology Officer</i>
Conny Graumans	<i>Europe Regional Director</i>
José Loyola	<i>Latin America Regional Director</i>
Ben Craker	<i>Portfolio Manager</i>
Paul Schrimpf	<i>Marketing Communications Director</i>
Leslie Hedges	<i>Director of Member Relations</i>
Chris Crutchfield	<i>AGIS Product Manager</i>
Nikki Marshall	<i>Member Services Program Manager</i>
Stephen Christian	<i>Member Services Analyst</i>
Meri Kotlas	<i>Web Media Support & Graphic Design Specialist</i>
Kimberly Chauche	<i>Administrative Assistant</i>
Paula Shaw	<i>Accounting, A/P, A/R</i>
Susan Summers	<i>Accounting</i>
Kelly Farrell	<i>Accounting</i>

2024



Backed by global industry demand, AgGateway member volunteers complete an 18-month process to produce and publish ADAPT Standard



FMS software and ADAPT communicate through a single standard format.

2025 AgGateway Corporation

P&L Summary through 12/31/2025

CATEGORIES	2025 BUDGET	2025 ACTUAL	ACTUAL VS BUDGET	ACTUAL AS % OF BUDGET
INCOME				
Membership Dues	\$ 1,652,768	\$ 1,531,375	\$ (121,393)	92.7%
Database Fees	\$ 1,153,298	\$ 1,158,288	\$ 4,990	100.4%
Enabling Services	—	\$ 43,845	\$ 43,845	NA
Conference	\$ 253,750	\$ 213,787	\$ (39,963)	84.3%
General Contributions	—	—	—	NA
Income Total	\$ 3,059,816	\$ 2,947,295	\$(112,521)	96.3%
EXPENSES**				
Global	\$ 1,628,460	\$ 1,438,974	\$ (189,486)	88.4%
North America	\$ 1,336,087	\$ 1,259,762	\$ (76,325)	94.3%
Latin America	\$ 68,776	\$ 51,710	\$ (17,066)	75.2%
Europe	\$ 77,215	\$ 70,244	\$ (6,971)	91.0%
Expense Total	\$ 3,110,538	\$ 2,820,690	\$ (289,848)	90.7%
Net Operating Income	\$ (50,722)	\$ 126,605	\$ 177,327	
Total Other Income	\$ 55,000	\$ 42,438	\$ (12,562)	
NET INCOME	\$ 4,278	\$ 169,043	\$ 164,765	

* Forecast based on estimate after 11/30 financials

** 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



AgGateway celebrates 20 years of achievement in agriculture connectivity, and launches a new long-range plan focused on standards implementation.

**IMPACT
IMPLEMENT
ADVOCATE**





AGDATA



CORTEVA
agriscience

Embrapa
Agricultura Digital

ESALQ
Centro Superior de Pesquisas Agrícolas e Agrárias
Universidade de São Paulo



JOHN DEERE

Keystone
COOPERATIVE

koltiv

SSI
SOFTWARE SOLUTIONS INTEGRATED

syngenta

Thank you to AgGateway's sponsors and supporters who made valuable financial and logistical contributions to AgGateway in 2025. Their support improved the quality, value, and networking benefits of AgGateway live events for all members.

North America Region

- AgCIO Roundtable
- AGDATA
- AgVantage Software
- Corteva Agriscience
- DXC Technology
- The Equity
- GROWMARK, Inc.
- Kahler Automation
- Key Cooperative
- Keystone Cooperative
- Koltiv

Rosen's Inc.

Smartwyre

Software Solutions Integrated

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