



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

Immediate Past Chair

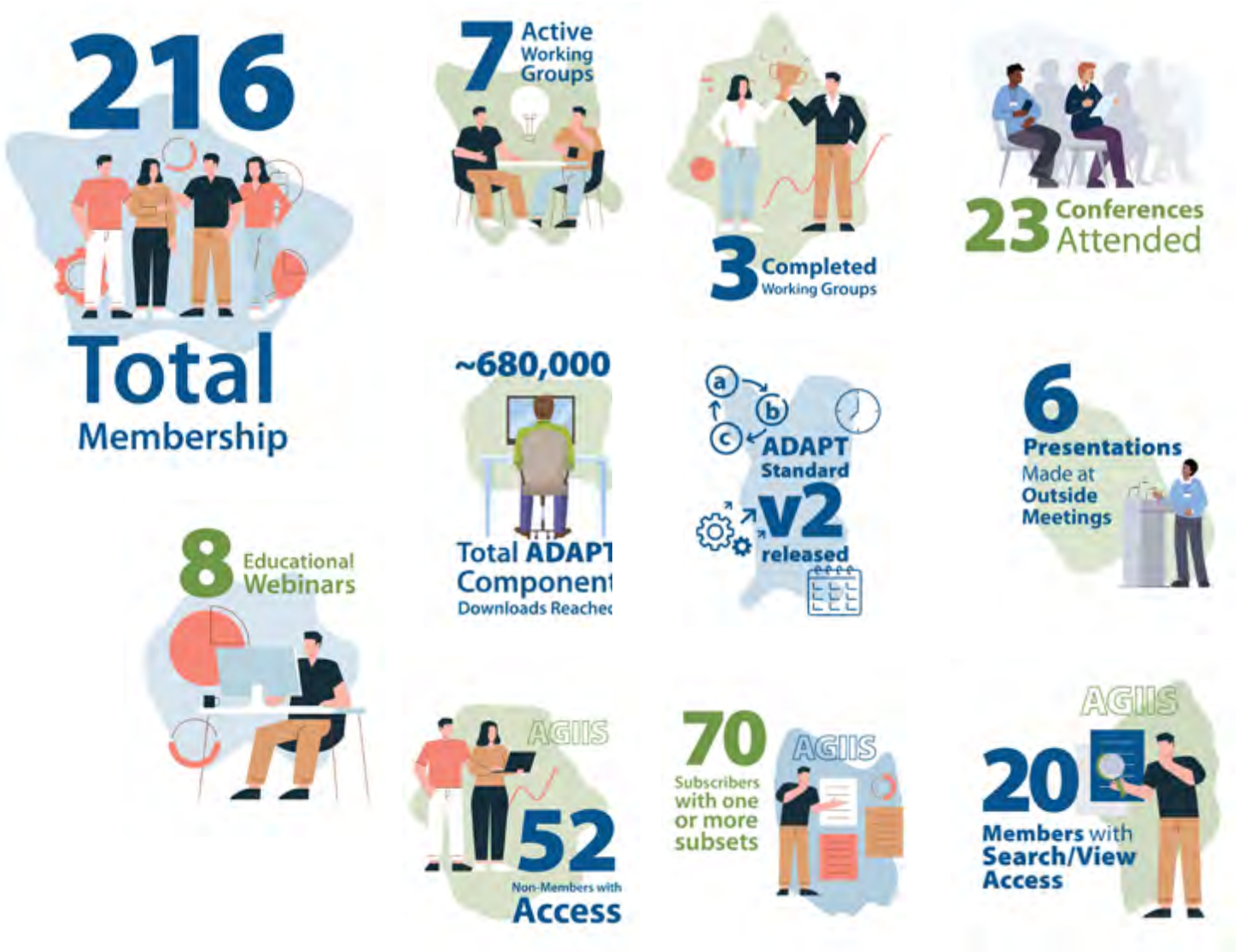
AgGateway Board of Directors

Brent Kemp

President & CEO, AgGateway



2025 By The Numbers



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, Colômbia

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 BUDGET	2025 ACTUAL	2025 ESTIMATE*	ESTIMATE VS BUDGET	ESTIMATE AS % OF BUDGET
INCOME					
Membership Dues	\$ 1,652,768	\$ 1,512,603	\$ 1,453,025	\$ (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)	
Income Total	\$ 3,114,816	\$ 2,903,614	\$ 3,022,769	\$(92,047)	97.0%
EXPENSES**					
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%
Expense Total	\$ 3,110,538	\$ 2,013,580	\$ 3,014,048	\$(96,490)	96.9%
NET INCOME	\$ 4,278	\$ 890,034	\$ 8,721	\$ 4,443	

* 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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