Embracing Our Data-Driven Future

Create

Engage

Grow

AgGateway
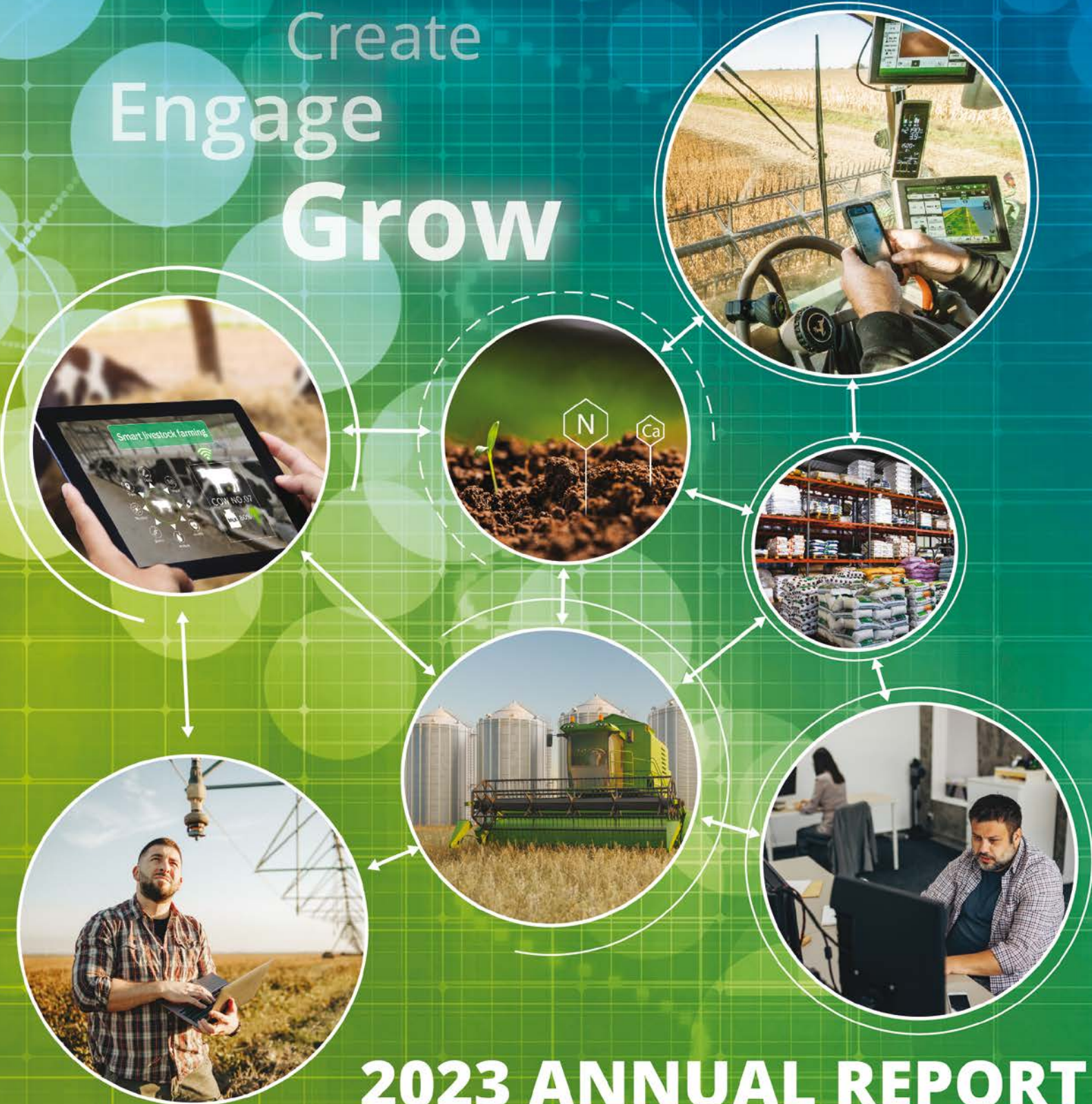
2023 ANNUAL REPORT

Embracing Our Data-Driven Future

Feroz Sheikh
2023 Chairman
Board of Directors

Brent Kemp
President and CEO

TO OUR MEMBERS

Looking back on 2023, the agriculture value chain weathered extreme product supply shifts, interest rate fluctuation, and finding its way through emerging and evolving trends in sustainability programs and government regulation, among many other challenges.

And through it all, your commitment to and investment in AgGateway has not wavered, demonstrating your recognition of the value of collaboration to improve global digital connectivity and interoperability in an increasingly complex and unpredictable world.

Working groups delivered digital resources for publication in 2023, including:

- Guidelines for implementing GTINs in crop protection products
- Process documentation for management of product at a third-party location
- Modifications of messages to support booking and inventory management
- Dataset metadata and recommendations for semantic infrastructures supporting agriculture

We also made great progress on extending the utility and adoption of our core resources. ADAPT components have been downloaded more than 400,000 times, and the first draft of an ADAPT Standard is nearing completion. And use of AGIIS and the identifiers stored there continues to increase.

This was also a tremendous year for education and outreach, including staff and membership participation at trade shows, regional meetings, podcasts, and technical and academic conferences. All these opportunities raise AgGateway's profile as the place for agriculture-related data and standards discussions to take place.

The future is, as many observe, driven by data. In 2024, we will be fully in the second half of our current five-year plan to create value through the development of resources, more effective engagement of members and other stakeholders, and growth of the return on your investments in terms of implementation, networking, and resource availability.

Data and your ability to access, use, and exchange it in a timely, relevant, and consistent manner is what AgGateway is about. Whether you're responding to sustainability expectations, regulatory requirements, or supply chain visibility needs, your development, adoption, and implementation of standards will position you for success.

The staff and leadership of AgGateway look forward to continued collaboration as we identify, prioritize, develop, and implement those resources you need to manage data. The future is here.

Feroz Sheikh
2023 Chairman
Board of Directors

Brent Kemp
President and CEO

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**
  Driving digital solutions as rapidly and efficiently as possible to benefit the industry.

WHO WE ARE

AgGateway is a 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.

Create
Engage
Grow

Five-Year Plan (2021-2025)

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 50% by 2025 to expand the value of our members' investment in AgGateway.

CONNECTIVITY IN ACTION

The Portfolio Management Team actively curates the movement of member-directed projects from conceptualization to completion, including standards, messages, and digital building blocks for the industry to implement. This section provides an overview of portfolio activities in 2023.

Working Groups* at a Glance

● = Active   ● = Complete   ● = On Hold
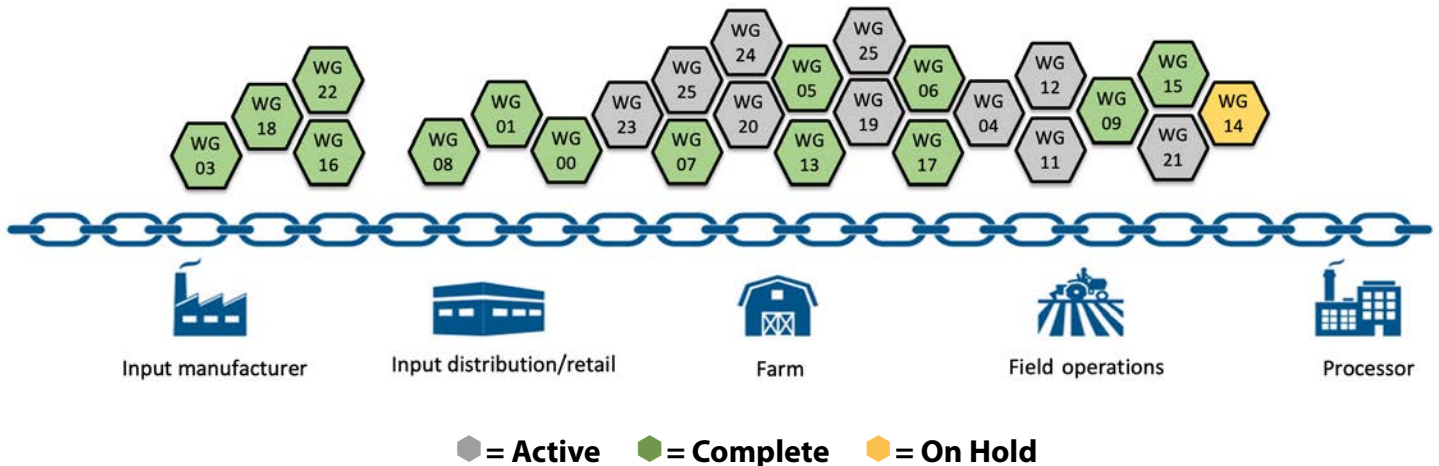
WG01 In-Field Product ID Seeding Pilot

WG03 Product Catalog

WG04 Ag Lab Data (Modus)

WG05 Mix Ticket (dispensing Work Order/Record)

WG06 Farm Inputs: Reference Data

WG07 Farm Inputs: Work Order, Work Record

WG08 In-Field Product ID ADAPT Plugin

WG09 Linked Data (DatasetMetadata)

WG11 LATAM Soil Data

WG12 PAIL Irrigation, Obs. & Meas. (ISO 7673)

WG13 Closed Loop Spray

WG14 Potato Provenance (on Hold)

WG15 Scale Ticket

WG16 Crop Protection Product Guidelines

WG17 Field Boundaries: Terms & Definitions

WG18 Crop Nutrition 3rd Party Product Management

WG19 ADAPT Serialization

WG22 Booking & Prepay Reporting

WG23 Weather Data API

WG24 Field Boundary: GNSS Accuracy

WG25 Dairy Feed Data Standards Assessment

* AgGateway Working Groups take on tasks identified by membership and create digital resources that help solve interoperability issues and move the whole industry forward.

4

PORTFOLIO OVERVIEW

There was no shortage of accomplishments in 2023 for AgGateway Working Groups. Here is an overview of key milestones and achievements of our volunteer members.

I see positive impact from AgGateway in two key areas; firstly, it opens up the opportunity for industry participants to have meaningful conversations and build relationships that drive innovative thought, and secondly that the output from those conversations can clearly be felt impacting your day-to-day work.

— **Ryan Risdal,** *President, Ag Solutions | Proagrica*

COMPLETED

WG13: Closed Loop Spray

At the Annual Conference, the **Closed Loop Spray Working Group** presented the process model, class model, data definitions, and some supporting overview presentations that will help inform subsequent working groups.

WG15: Scale Ticket

The **Scale Ticket Working Group** documented use cases and released a first version of a Digital Scale Ticket message. This will address efficiency and accuracy challenges inherent with the manual reconciliation of scale tickets.

WG17, WG24: Field Boundary

The first in a series of **Field Boundary Working Groups** wrapped up its effort by documenting use cases as well as creating definitions for both the field and field boundary terms, establishing boundary categories as well as defining other terms that are being included in the ADAPT Standard documentation.

ACTIVE

WG16: Crop Protection Product Guidelines

Crop Protection Product Guidelines Working Group established a GTIN hierarchy enabling a much-needed method to identify bulk shipments. This also led to an update of the existing Product Catalog resource to support the new hierarchy and bulk products.

WG22: Booking and Prepay Reporting

Booking and Prepay Reporting Working Group completed its deliverables in record time, only meeting a couple times in slightly longer than normal sessions to draft changes to the Inventory Actual Use message to help manufacturers and distributors better understand what quantity of product is pre-booked and pre-paid.

WG19: ADAPT Serialization

ADAPT Serialization Working Group focused on how to serialize the data that conforms to the ADAPT Standard model and delivered a recommendation that is being rolled into the ADAPT Standard work to efficiently serialize data.

WG00: Agrisemantics

The **Agrisemantics Working Group** recommended to the board to create a new standing Agrisemantics Committee to manage current and future semantic resources AgGateway will be responsible for. The Agrisemantics team also completed work on a proof-of-concept crop definition model and associated infrastructure to provide a means to map between all the different crop lists used across the industry.

Modus

The **Modus Working Groups** had several digital resources pass through Standard and Guidelines. They successfully transitioned the soil method list to a new structure and made several other upgrades and refinements to the soil list with a second major version released at the end of the year. The Modus work will continue with a new schema. Once that is released, the current working groups will wind down and new groups will be established to focus on each of the remaining method lists for water, manure, and other materials commonly analyzed by agricultural labs.

PORTFOLIO OVERVIEW

(Continued)

NEW FOR THE UPCOMING YEAR

As the portfolio team looked ahead to 2024 there were several topics likely to lead to the establishment of Working Groups during the year:

The **Dairy Feed Data Standard Assessment Working Group** issued a call for participation just before the end of 2023 and will be kicking off in March.

Contracts have been identified as the next message to tackle following the work of the **Scale Ticket Working Group**. Contracts have also come up in several industry segment group discussions so may form a cross-segment group to develop a harmonized contract message.

Multiple **Agrisemantic Working Groups** will likely form in 2024 to work on moving the POC crop definition infrastructure to a scalable solution for the industry. There are additional semantic resources that could be housed within that infrastructure that have been identified in other working groups or within ADAPT work.

There was also interest expressed at the annual meeting to revisit the **Data Privacy whitepaper** and potentially update it given changes in the industry and perceptions around data stewardship.

As mentioned earlier, the current **Modus related Working Groups** are due to wrap up, and new working groups will be established to focus on each additional material covered under the original Modus lists: Manure, Water, Plant Tissue, Nematodes, Feed, and Microbiology.

CONTINUING EFFORTS

Several new efforts started in 2023 and will continue in 2024, including the following:

Traceability API

The **Traceability API Working Group** is close to a first release of the API, which should be complete in early Q1.

Field Boundary

The next step in the **Field Boundary related Working Groups** kicked off in 2023, with a focus on GNSS accuracy and what technical information is needed from the GNSS receiver when a boundary is created. The goal is to update standards to ensure the recipient of a boundary can determine if it is of sufficient accuracy to be used in their system.

European Reporting ADAPT Mapping

The **European Reporting ADAPT Mapping Working Group** will also continue their efforts in 2024. They were on a brief hold waiting for some of the work in the ADAPT Standard effort to solidify before re-engaging to ensure the new ADAPT work will support several common reporting formats used in Europe.

The Weather and Forecast Data API

The **Weather and Forecast Data API Working Group** was just getting organized to kick off as the holidays arrived and was slated to fully launch mid-January of 2024.

PAIL

The **PAIL Working Group** will complete its work in 2024. After years of working though ASABE and then ISO, the team is ready to deliver an international standard for irrigation data as well as the observations and measurements necessary for data-driven irrigation decision making.

ADVANCING AGGATEWAY RESOURCES

AgGateway offers a wealth of resources to help organizations implement digital connections and learn more about how to participate in AgGateway initiatives.

AGIIS Enhancements

AgGateway's AGIIS is a set of reference data services that provides common identifiers throughout the agriculture industry of farmers/farms, ship-to locations, rail siding locations, barge dock locations, manufacturers, distributors, retailers, products, and product licensing. AgGateway has a special relationship with GS1 US that permits AgGateway to assign GLNs (Global Location Numbers) and GTINs (Global Trade Item Numbers). AGIIS is critical to the efficient running of the agriculture input supply chain in North America. AgGateway has contracted DXC to host AGIIS and to provide development, maintenance, and disaster-recovery services. AgGateway's Directory Oversight Committee continually explores ways to improve AGIIS.

AgGateway implemented eight AGIIS enhancements in 2023. They are:

- **Address Line 1 System Edit Addition**
- **AGIIS Entity Address Line 1 Clean-up Activity**
- **Change Password Feature Enhancement**
- **Address Standardization Software Configuration Settings Update**
- **Removal of E-Business Search**
- **Web Service Reporting Dashboard**
- **Product User Defined Field Report**
- **CSV Validation Tool**

Release notes for AGIIS enhancements are available at AgGateway.org.

ADAPT Moving Toward Standard

Now entering its 8th year of industry service, ADAPT is an open-source precision agriculture resource that enables data interoperability among various software and hardware systems. Developers have downloaded ADAPT software components nearly half a million times, which they incorporate into their applications.

In 2023, AgGateway made significant progress on developing the ADAPT Standard. ADAPT Standard is a standard data model inspired by the code-based data model at the center of the ADAPT Framework. As of the end of 2023 the ADAPT Standard was substantially complete. Planned 2024 activities include finalizing outstanding issues, polishing the documentation, soliciting feedback, processing feedback, and issuing a release.

Progress on Modus V2

Modus is a soil test data standard that AgGateway inherited in 2020. In 2023, AgGateway revamped the method list to document new and emerging testing regimens, standardized terminology, and improved the ability to provide data outputs that match the needs of developing sustainability and carbon programs.

AgGateway established the Laboratory Data Standardization Working Group with a goal of partnering with the laboratory community to enhance Modus resources to ensure test method information is accurately communicated. Additionally, the team is revising technical aspects to make implementation easier. The working group worked with other AgGateway groups to accomplish the following:

- **Released a revised soil method code list that conveys more precise information about each test method with a clearly defined process for requesting corrections or additions to the list.**
- **Established a committee to manage requests for Modus additions and changes.**

In response to market demand for an update to the schema used to exchange soils data, the working group is developing a new schema to address gaps and reduce complexity in the current XML schema as well as produce a JSON schema expression. The original XML schema and code lists will continue to be available but will not be updated.

AgGateway will license Modus v2 under the AgGateway Digital Resource License intended to promote broad adoption but prohibit the creation of variations of the standard that would create confusion in the industry.

The working group is aligning Modus with other similar standards resources such as OAGi's connectSpec and UN/CEFACT's Laboratory Observation Result.

Other AgGateway Resources

AgGateway offers a wealth of resources to help companies implement digital connections and learn more about how to participate in AgGateway initiatives. Some of these include:

AgGlossary

This resource provides definitions to thousands of common agriculture terms.
See AgGlossary.org.

CLICK

This tool is available to AgGateway members to help business analysts and developers comprehend and implement AgGateway message standards.

GitHub

AgGateway makes GitHub repositories available to members that provide resources such as Mix Ticket (i.e., Dispensing Work Order / Record), In-field Product ID, Dataset Metadata, Product Catalog, and Scale Ticket.

Learning Resources

A wide range of information is available to help foster understanding and effective use of AgGateway offerings. These include user stories, business process model diagrams, implementation guidelines, web services and messaging guidelines, barcoding & RFID guidelines, project implementation tools, and much more.

AgXML

AgXML is a set of XML Schema that supports grain industry processes, including weights and grades (Weight Certificate and Quality Certificate), Contract, Contract Pricing, Commodity Movement, and Settlement.

Visit AgGateway.org to explore these resources.

Meetings and Milestones

AgGateway North America

North America Roadshow

AgGateway Europe held two major in-person meeting in 2023 – its Mid-Year Seminar in June, and the Year-End Seminar in December. Some 35 agriculture-industry leaders from throughout Europe attended AgGateway's Mid-Year Seminar at the BASF Visitors Center in Ludwigshafen, Germany.

The Year-End Seminar, chaired by Klaus-Hebert Rolf of Claas and 365FarmNet, was held in December in Brussels at the Saxony-Anhalt EU offices. Mr. Gert Zender, State Secretary for Agriculture and Forestry for Saxony-Anhalt, spoke to the group on the challenges and opportunities for agriculture in Germany. He stayed for a brief Q&A period as well. In addition, member presentations on relevant topics, as well as briefings on the EU's agriculture dataspace and other initiatives, provided ample opportunity for discussion and idea generation.

AgGateway Europe

AgGateway relies on steady progress made by working groups that meet virtually on a regular basis, but nothing can replicate the experience of gathering in-person. In each region, members meet to review Working Group progress, set a course for the months ahead, unearth new connectivity challenges, and use the many networking opportunities to build relationships and forge alliances.

AgGateway North America members gathered for the Mid-Year Meeting in Altoona, Iowa in June, and again in November for the Annual Conference in Downtown Nashville, Tennesee. Both events met expectations for attendance and participation and exceeded budget for sponsorship support.

In early 2023, AgGateway staff and volunteers hit the road on a three-city US education program to raise retail awareness of the value benefits of adopting AgGateway messages and systems. The Connectivity Roadshow made stops in Altoona, Iowa, Kearney, Nebraska, and Indianapolis, Indiana.

AgGateway Latin America

AgGateway Latin America hosted an in-person member meeting in April at the offices of member organization Venturus in Campinas, Brazil. The group used the gathering to celebrate the fifth anniversary of AgGateway in the region. In addition, presentations were made on ADAPT progress, the evolution and potential impacts of AI in agriculture, and a proposal for a weather data working group to address data needs and common terminology.

In August, 20 members of the Latin America region held a meeting at the Instituto Eldorado in Campinas, where the challenges of data interoperability in the grain production process for Girassol Sementes (sunflower) were addressed, as well as ongoing projects in the region.

A member meeting in October at Cubo Itaú in São Paulo/SP featured an institutional lecture from a CUBO representative, along with presentations from startup companies related to the topic of digital agriculture.

9

OUTREACH IN 2023

Our standards and systems bring tremendous value to agriculture – value that is only fully realized when we engage with our peers and partners around the world. To this end, the staff and volunteer leadership of AgGateway traveled far and wide to meet with industry stakeholders and organizations around the world to educate and collaborate. The list below represents staff and volunteer travel this past year:

AgGateway Connectivity Roadshows Iowa, Nebraska, and Indiana, USA | *Brent Kemp and Ann Vande Lune*

AAPCO Spring Conference Arlington, Virginia, USA | *Brent Kemp*

Commodity Classic and AEM Plugfest and AFIA Visit Orlando, Florida, USA | *Ben Craker*

Purdue OATSCON West Lafayette, Indiana, USA | *Ben Craker*

PrecisionAg Vision Conference Phoenix, Arizona, USA | *Brent Kemp*

Tech Hub Live Des Moines, Iowa, USA | *Jeremy Wilson, Ben Craker, Paul Schrimpf*

World Dairy Expo Madison, Wisconsin, USA| *Ben Craker*

AgCIO Roundtable meetings with AWS and Microsoft Seattle, Washington, USA | *Jim Wilson*

Brooklyn 6G Summit New York, New York, USA | *Ben Craker*

NAPDC Conference Lincoln, Nebraska, USA | *Ben Craker*

Field Boundary Working Group In-Person Meeting Altoona, Iowa, USA | *Brent Kemp, Ben Craker, Jim Wilson*

ISO Technical Committee 154 Hong Kong, China | *Jim Wilson*

China National Institute of Standardization Beijing, China | *Jim Wilson*

OntoCommons Oslo, Norway | *Jim Wilson*

Swedish Agriculture Data Sharing Platform Kristianstad, Sweden | *Jim Wilson*

AEF AgIN Meeting | *Ben Craker and Jim Wilson*

Agritechnica Hanover, Germany | *Conny Graumans, Jose Loyola and Jim Wilson*

AgriShow and Member Visits Ribeirão Preto, São Paulo, Brazil | *Jose Loyola and Brent Kemp*

ALTA Summer Meeting Bloomington, Illinois, USA | *Jeremy Wilson*

AEM Technology Innovation Council & AEF Joint meeting Duluth, Georgia, USA | *Ben Craker*

AEF Tech Week Wageningen The Netherlands | *Conny Graumans*

Podcasts and Virtual Presentations

CISA AEM CyberSecurity Webinar | *Ben Craker*

Cyber Security Analysts Network (CSAN) Canada AEM CyberSecurity Webinar | *Ben Craker*

Tim Hammerich's Future of Ag Podcast | *Jeremy Wilson*

Building Beta Data Management Protocols for Soil Carbon GHG Quantification | *Ben Craker*

NAPDC Webinar Series | *Ben Craker*

USDA Agricultural Greenhouse Gas Quantification Expert Workshop | *Jeremy Wilson*

FCC Precision Ag Connectivity Taskforce Presentation | *Jeremy Wilson, Ben Craker*

IEEE Enabling a Smart and Equitable Agriculture Ecosystem | *Ben Craker*

CELEBRATING OUR MEMBER VOLUNTEERS

Volunteer leadership and participation are central to the work we do at AgGateway, and each year we celebrate exceptional dedication and service to our mission through our awards program. Recipients are honored during the general session at our Annual Conference in November.

Awards were presented in four categories in 2023, including a new recognition honoring the legacy of long-time AgGateway supporter and champion, Ron Farrell.

2023 AWARD RECIPIENTS

AgGateway in Action Award

David Craft accepts the award for SSI

The AgGateway In Action Awards are designed to recognize some of the hardest-working volunteers and committed organizations that have driven significant and tangible results over the past 12-18 months in the organization's mission to promote and enable the transition to digital agriculture. Nominations are collected by regional directors, and one individual or organization is selected for each region.

Ron Storms Leadership Award

Ron Storms (1944 – 2002) was one of the early leaders and proponents of electronic connectivity in agriculture. He was active in numerous industry organizations including RAPID (an AgGateway predecessor organization) and The Fertilizer Institute (TFI). To honor his legacy, the award was created to recognize consistent, outstanding efforts by an AgGateway volunteer member in promoting collaboration among AgGateway teams and advancing initiatives in digital agriculture.

2023 Recipient: Stuart Rhea, Syngenta

NORTH AMERICA REGION	LATIN AMERICA REGION	EUROPE REGION
Software Solutions Integrated	**Guilherme Panes** Jacto	**Udo Kaempf** BASF

2023 Recipients:

North America Region:
Software Solutions Integrated
*(Accepting the award was **David Craft**)*

Latin America Region:
Guilherme Panas, *Jacto*

Europe Region:
Udo Kaempf, *BASF*

11

President's Award

The AgGateway President's Award is presented to individuals or groups that have made consistent and far-reaching positive impacts on organizational achievement over the course of several years. Recipients generally have worked on multiple projects both as leaders and members of volunteer groups on specific projects and initiatives.

The 2023 recipients were **Boonserm Kulvatunyou, Hakju Oh,** and **Evan Wallace,** National Institute of Standards and Technology (NIST)

Boonserm Kulvatunyou
National Institute
of Standards and
Technology

Hakju Oh
National Institute
of Standards and
Technology

Evan Wallace
National Institute
of Standards and
Technology

New in 2023:
The Ron Farrell Attitude Award

Ron Farrell was a founder of AgGateway, and for nearly two decades was a catalyst for the connectivity and interoperability initiatives the organization has enabled throughout its history. Ron's ubiquitous blue sports coat always featured a gold lapel pin displaying the word "Attitude." It served as a constant reminder that with the right mindset and a spirit of collaboration we can reach our goals.

Ron succumbed to cancer in 2020, but his inspiration lives on in the work and people that drive our achievements. To celebrate his contributions, we were pleased to launch the inaugural Ron Farrell Attitude Award in 2023. This honor will be presented annually to a volunteer to recognize those who make it their personal responsibility to make a difference in the industry.

The 2023 recipient was Ann Vande Lune, Key Cooperative.

Ann Vande Lune
Key Cooperative

Gateway to Ag Careers Program:
Engaging with Agriculture's Future

The Gateway to Ag Careers program was an awesome experience. As someone who wants to get involved in agriculture, I was able to get to know people and get an established understanding of who the players are in the ag space. Getting exposed to a variety of opportunities in different sectors of agriculture will allow me to better pick and choose what I want to pursue."

*— **Justin Allange**, Purdue University student, 2023 Gateway to Ag Careers Participant*

The agriculture industry offers abundant possibilities for ambitious students wanting to contribute to the future of food production. To help illuminate the potential directions a future in our industry can take, AgGateway was pleased to host eight outstanding students at the Annual Conference as part of the Gateway to Ag Careers Program sponsored by the AgCIO Roundtable.

The student participants represented eight different educational institutions from across the country. Each had submitted an essay outlining their experience at school and their interest in pursuing a career in agriculture. Recipients of the grant travelled to the AgGateway Annual Conference and had the opportunity to attend learning sessions, network with attendees, and make valuable contacts with agriculture industry leaders.

"We were excited to host these exceptional students, who represent the bright future we are all working for in this industry," says Brent Kemp, AgGateway President and CEO. "There are many opportunities for young people in the world of technology, and we were pleased to have this opportunity to demonstrate that this industry offers a wide range of fulfilling career paths."

"We've supported this program because we must nurture the interest that students have expressed in this industry," says Karen Oerter, Director IT, Winfield United at Land O' Lakes and President of the AgCIO Roundtable. "The work we do will ultimately impact the efficiency of the value chain -- and ultimately, the farmer -- and knowing that our work plays a key role in feeding the world is very gratifying."

The eight recipients represent seven different academic institutions from across the country. They are as follows:

Justin Allange | *Purdue University*

Fei Xyza Asuncion | *Kansas State University*

Coleman Byers | *University of Georgia*

Clara Cobb | *Mississippi State University*

Jacob Dempsey | *Arizona State University*

Phillip Lanza | *Cornell University*

Ryanna Tiejie | *The Ohio State University*

Kelsey Vourazeris | *Arizona State University*

2023 Financials *in US Dollars*

P&L SUMMARY through 2023-12-31

CATEGORIES	2023 BUDGET	2023 ACTUAL	ACTUAL VS. BUDGET	ACTUAL AS % OF BUDGET
INCOME				
Membership Dues	$ 1,711,227	$ 1,614,426	$ (96,801)	94.3%
Database Fees	$ 1,118,521	$ 1,164,803	$ 46,283	104.1%
Services/Projects	—	$ 10,790	$ 10,790	—
Conference	$ 268,490	$ 252,445	$ (16,045)	94.0%
Other Income	—	—	—	—
Interest Earned	$ 150	$ 50,464	$ 50,314	33642.4%
Exchange Gain/Loss		$ (736)	$ (4,386)	
Income Total	**$ 3,098,388**	**$ $3,092,191**	**$ (5,460)**	**99.8%**
EXPENSES				
Global	$ 1,630,811	$ 1,450,639	$ (180,172)	89.0%
North America	$ 1,334,675	$ 1,190,000	$ (144,675)	89.2%
Latin America	$ 63,660	$ 54,223	$ (9,437)	85.2%
Europe	$ 68,932	$ 62,200	$ (6,732)	90.2%
Expense Total	**$ 3,098,078**	**$ 2,757,061**	**$ (341,016)**	**89.0%**
NET INCOME	**$ 310**	**$ 335,130**	**$ 335,556**	

BALANCE SHEET SUMMARY through 2023-12-31

ASSETS	$	Liabilities & Equity	$
Bank Accounts	$ 2,276,160	Accounts Payable	$ 276,832
Accounts Receivable	$ 2,384,190	Other Liabilities	$ 515,580
Other Assets	$ (2,326,445)	**Total Liabilities**	**$ 792,412**
		Retained Earnings	$1,206,363
Total Assets	**$ 2,333,905**	Net Income	$ 335,130
		Total Equity	**$ 1,541,493**
		Total Liabilities & Equity	**$ 2,333,905**

Please Note: *2023 Accounts Receivable includes dues and fees billed for 2024 membership and AGIIS subscriptions. These are backed out in Other Assets if not yet received, or, if received are recognized as Deferred Revenue under Other Liabilities, in order for Total Assets and Total Liabilities & Equity to accurately reflect 2023 year-end numbers.*

2024 Volunteer Leadership and Staff

2024 Board of Directors		
Scott Charbo	**Chair**	*Nutrien Ag Solutions*
Philip Kubesh	**Treasurer**	*Vita Plus*
Jacob Crow	*GROWMARK*	
Bernd Kalfass	*Topcon*	
Karen Oerter	*Winfield United*	
Guilherme Panes	*Jacto*	
Patricia Perez	*Lexagri SAS*	
Ryan Risdal	*Proagrica*	
Felipe Santos	*John Deere*	
Feroz Sheikh	*Syngenta (Immediate Past Chair)*	
Robbie Weathers	*Corteva*	
Brent Kemp	*AgGateway-President & CEO*	
2024 Steering Committee — North America		
Mike Carrabine	*IRM*	
Stephanie Frazier	*Corteva*	
Joe Gifford	*Syngenta*	
Jeff Griffeth	*Co-Alliance Cooperative*	
Philip Kubesh	*Vita Plus*	
Mike Kuhn	*Nutrien Ag Solutions*	
Julie Mathey	*GROWMARK*	
Scott Nieman	*Land O'Lakes*	
Ann Vande Lune	*Key Cooperative*	
Jeremy Wilson	*AgGateway North American Regional Director*	
2024 Steering Committee — Europe		
Klaus-Herbert Rolf	**Chair**	*365 FarmNet*
Gilles Begue	*Smag*	
Bernhard Schmitz	*AGCO*	
Oliver Rahner	*DKE Agrirouter*	
Patricia Perez	*Lexagri*	
Feroz Sheikh	*Syngenta Crop Protection, LLC*	
Conny Graumans	*AgGateway Europe Regional Director*	
2024 Steering Committee — Latin America		
Flavio Barros	*Proagrica*	
Érico Destro	*Nutrien*	
Marcela Guidi	*John Deere*	
Marcos Nascimbem Ferraz	*AsBraAP*	
José Alexandre Loyola	*AgGateway Latin America Regional Director*	

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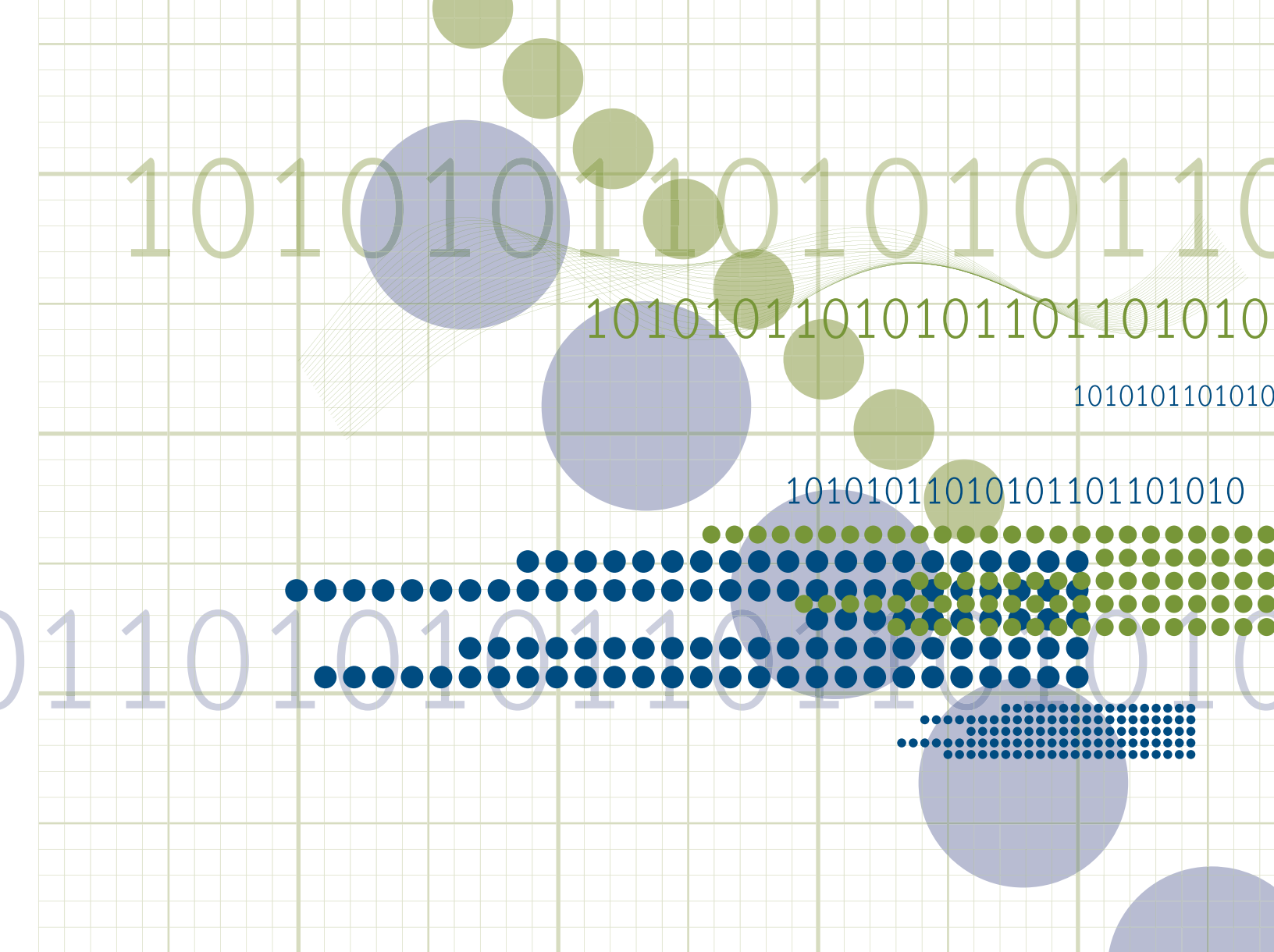
AgGateway

Find out more —
Member.Services@AgGateway.org
+1 (866) 251-8618
AgGateway.org