



2018 AgGateway Annual Meeting & Conference

Doug Farrington

BASF, and AgGateway Strategic Board Chair

2018 Annual Conference: Get Plugged In!



Welcome to Austin!



2018 Annual Conference: Get Plugged In!

2018 Theme – Get Plugged In!



2018 Annual Conference: Get Plugged In!

Antitrust Agreement

- By virtue of membership and/or participation, you agree to abide by the Antitrust Guidelines of AgGateway.
 - Comply with all antitrust laws.
 - Object to discussions which appear to violate antitrust laws; dissociate yourself from any such discussion; leave any meeting in which such discussions continue.
 - Notify AgGateway Management of your concern.
 - Consult with appropriate legal counsel if and when you have knowledge of an actual or suspected violation of this policy.

Thank You 2018 Conference Committee!

- Scott Meredith (*Chair*)
- Julie Benick (*MYM Chair*)
- Darlene Gibson
- Dennis Daggett
- Denice Foster
- Ben Gist (*GTAC coordinator*)
- J. Nolfo
- Ron Staab (*Education coordinator*)
- Randy Sunderman

Staff

Chris Crutchfield
Marilyn Hunter
Brent Kemp
Nikki Marshall

Meeting Planners:

Eden Capuano
Shelbey Cochran
Liz Czernikow



**THANK YOU TO ALL
OUR SPONSORS!**

2018 Annual Conference: Get Plugged In!



TITANIUM Sponsor

AGDATA

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TITANIUM Sponsor



2018 Annual Conference: Get Plugged In!



Gold Sponsors



Silver Sponsors



Bayer



EFC • SYSTEMS™

Silver Sponsors



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Conference Sponsors



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Agenda

- **Wendy Smith:** 2018 and The Gateway to Digital Ag
- **Jim Wilson & Jose Loyola:** AgGateway Global Network
- **Doug Farrington:** Looking Forward: 2020 & 2019
- **AgGateway Business Meeting**
 - Financial Report
 - Election Results (2019 Leadership)
- **Awards & Recognition**



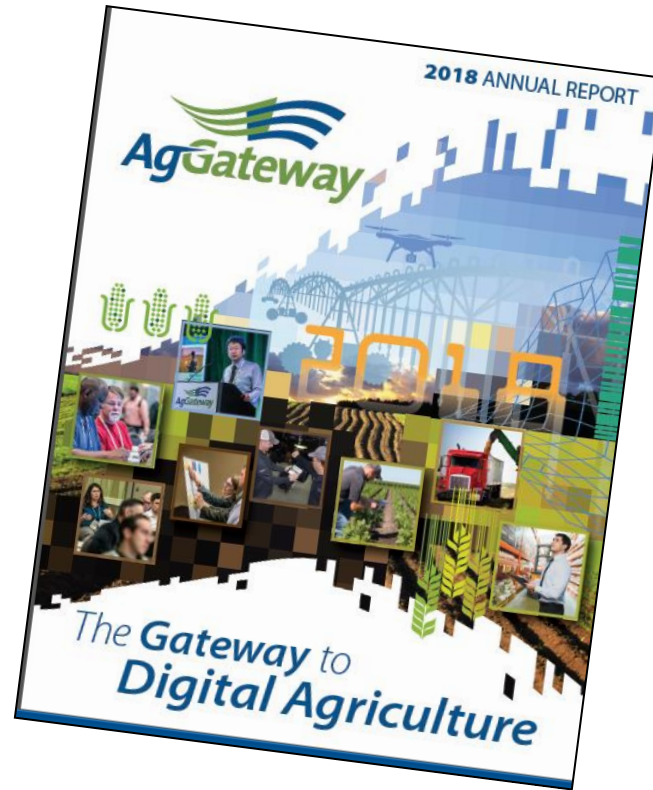
Gateway to Digital Ag

Wendy Smith, AgGateway President & CEO

2018 Annual Conference: Get Plugged In!



2018 Annual Report



2018 Annual Conference: Get Plugged In!

Gateway to Digital Ag

1. Resources
2. Collaborations/Connections
3. Focal point



Strategic goals

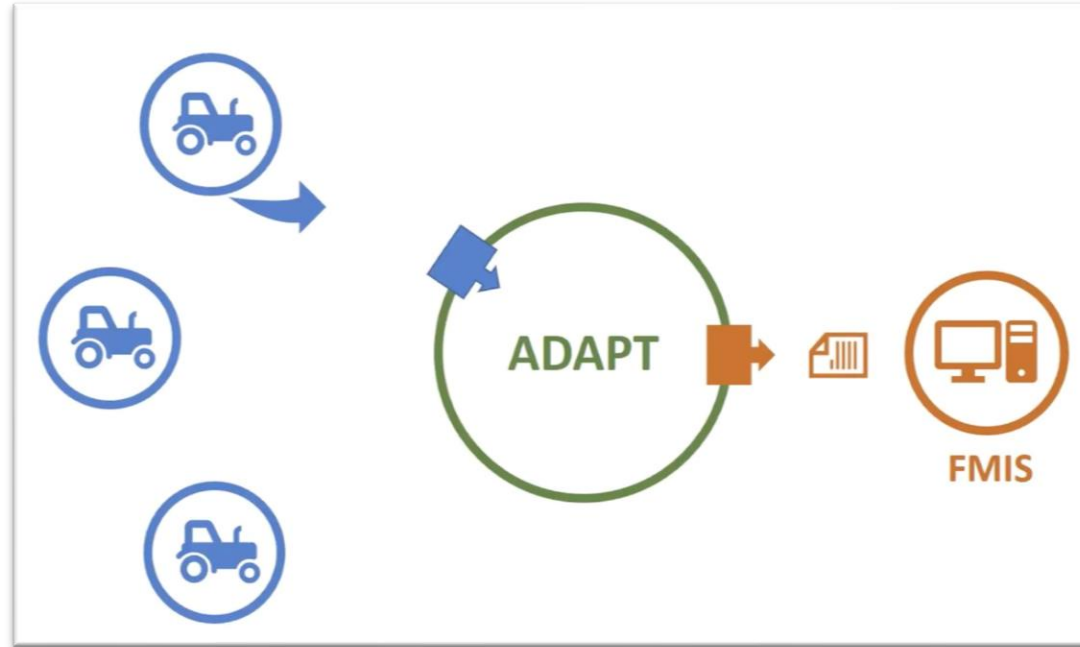
- Digital Ag Leadership
- Member Value
- Increase Engagement



2018 – New and Improved Resources

ASABE Award-Winner!

*More than
12,000
downloads*

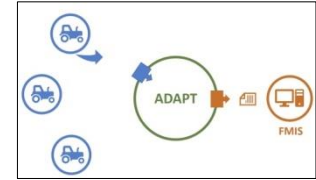


2018 – New and Improved Resources



2018 Annual Conference: Get Plugged In!

2018 – New and Improved Resources



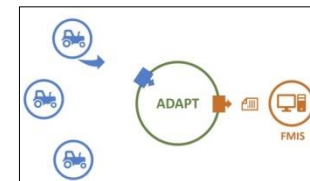
2018 Annual Conference: Get Plugged In!

2018 – New and Improved Resources



2018 Annual Conference: Get Plugged In!

2018 – New and Improved Resources

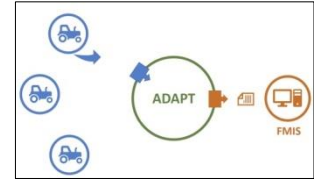


2018 Annual Conference: Get Plugged In!

2018 – New and Improved Resources

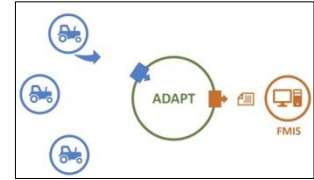


Responsible
MG



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2018 – New and Improved Resources



2018 Annual Conference: Get Plugged In!

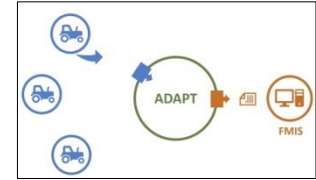
2018 – New and Improved Resources



Responsible
MG



- 1. New Member Portal*
- 2. Case Studies*
- 3. Innovation Profiles*



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Collaborations & Connections

*Traceability
Working Group*



2018 Annual Conference: Get Plugged In!

Collaborations & Connections



2018 Annual Conference: Get Plugged In!

Collaborations & Connections



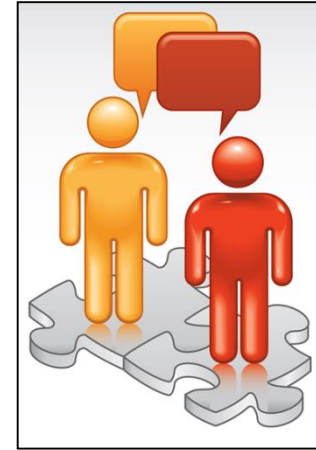
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Focal Point for Digital Ag

Joining forces with
other groups

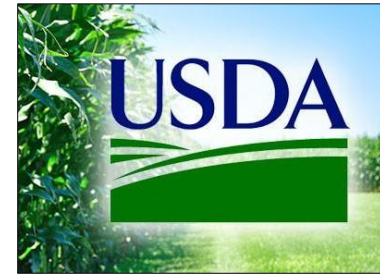
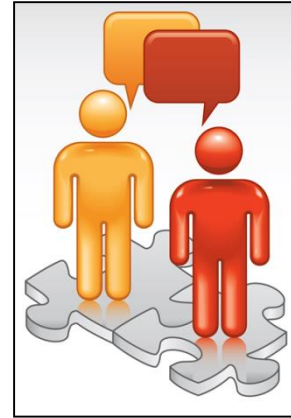


Focal Point for Digital Ag



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Focal Point for Digital Ag



2018 Annual Conference: Get Plugged In!



Gateway to Digital Ag

Wendy Smith, AgGateway President & CEO

2018 Annual Conference: Get Plugged In!





AgGateway Global Network

Jim Wilson
AgGateway Global Network
President & CEO

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AgGateway Global Network

A few words...

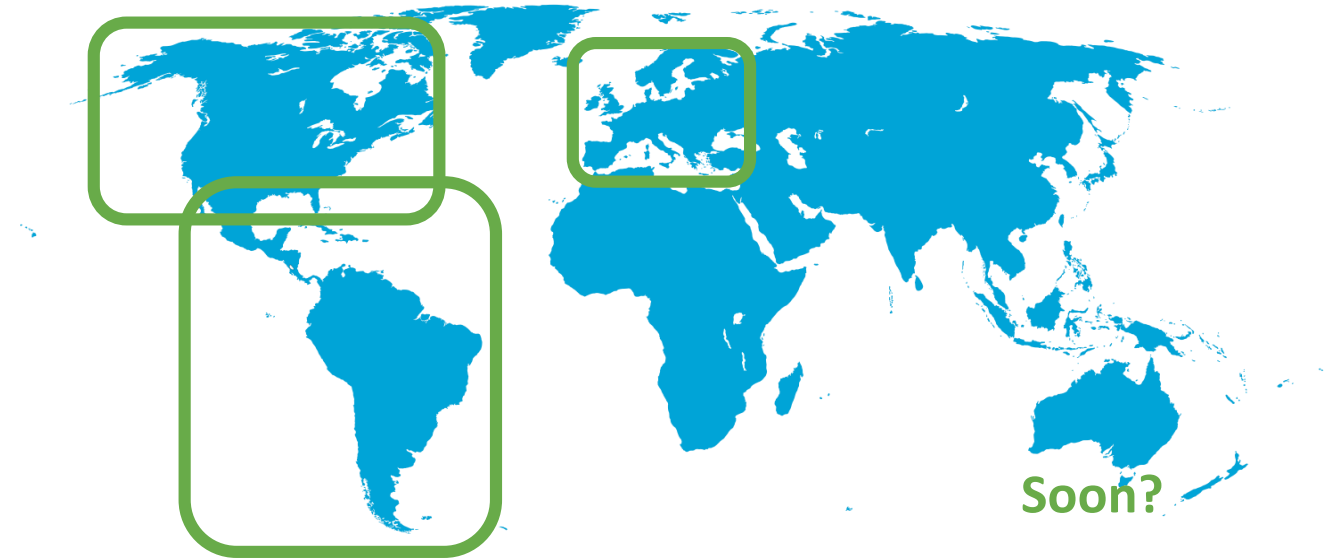


Jim Wilson
President & CEO

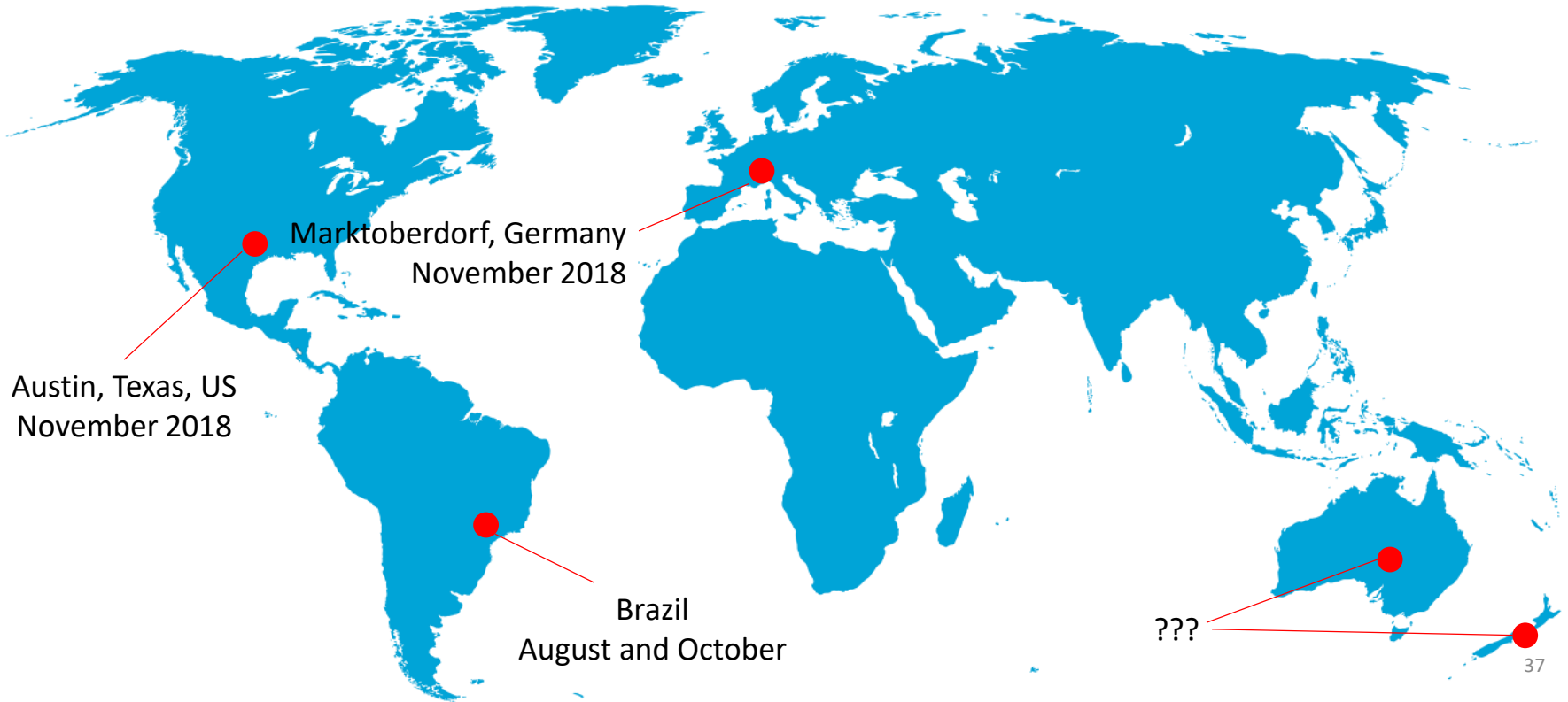
Austin, Texas • 12 November 2018



Europe, North America and Latin America are productive. NZ/AU Soon?



Recent and Upcoming Member Meetings



AgGateway Global Network Session

9:30 – 10:25 on Wednesday

Three great sessions at that time.

You can't go wrong with any of them,
but all the cool people are coming to ours!



AgGateway LATAM Overview

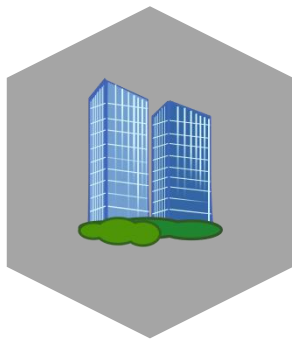


José Alexandre Loyola
President

Austin TX, November 2018



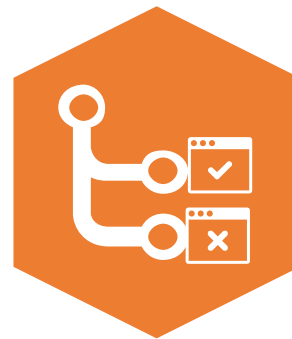
AgGateway LATAM: Steps to Establish in Brazil



**10 Companies as
Founding Members**



1-2 Projects



Executive Director



**Resources \$ to
Operate**



Agrishow Fair in May 2017 – 10 meetings with several ag companies

CASE IH Harvester Equipment Factory – Visit with Rod Conner in May 17 - Piracicaba/SP





SBI Agro
2017

Ciência de Dados na Era da Agricultura Digital

De 2 a 6 de outubro de 2017
www.sbiagro.org.br/sbiagro2017

Realização: Embrapa Informática Agropecuária, UNICAMP

Promoção: SBI Agro

Patrocínio: Bayer, IBM Research | Brasil, IT - Tech Solutions, Microsoft, Lenses, OCEAN TOTVS

Apoiado: abstartups, ARTIK, GeaCrop, NESC BRASIL, INSECTO, NOKIA, IntelAgro, RNP, Softex, SOFTEX, TIC



São Paulo/SP – 21st Nov. 2017



Mr. Rod Conner (AGN) as a speaker - AgTech Forum Event

São Paulo/SP – 20 Nov. 2017



AgGateway LATAM meeting with prospects

FIESP Event in São Paulo/SP - May 2018 – Lecture AGL



DRONE Show Event - May 2018 – Lecture AGL



Terra Viva TV Program - 2018 – Interview about Digital Farming



Agrihub Event in Cuiabá/MT- 2018 – AGL



Agrishow Fair 2018 – Meeting with 6 prospects



StartSe Event in São Paulo/SP – Agrotech Conference



Precision Ag Congress in Curitiba /PR – Oct. 2018



AgGateway LATAM 1st Meeting in Campinas/SP – Aug. 20, 2018



AgGateway LATAM Meeting in CNH Sorocaba/SP – Oct. 23, 2018







Informação Tecnológica

☐

☐

2018-01-26

☐

José Paulo Molin

Director General

AsBraAP National Precision Ag Association

Piracicaba, SP, Brazil

☐

Dear José,

☐

I am pleased to extend an invitation for AsBraAP to become an Associate Member of AgGateway Global Network. There are no membership fees for Associate Membership.

☐

I have been impressed by what I have learned about AsBraAP's work. Clearly, advances in Brazilian agriculture can benefit other global regions while Brazil can continue to learn from and improve upon innovations occurring outside of Brazil. I think collaboration between our organizations and the organizations we bring together is promising. I look forward to working with you and your team in the coming years.

☐

Best regards,

☐

Jim Wilson

President & CEO of AgGateway Global Network

+1 816-516-8847

Jim.Wilson@AgGatewayGlobal.net

☐

☐

2017-09-11

☐

Silvia Massuha

Director General

Embrapa

Parque Estação Biológica PqEB/n°. Brasília, DF Brasil CEP 70770-901

☐

Dear Silvia,

☐

I am pleased to extend an invitation for Embrapa to become an Associate Member of AgGateway Global Network. There are no membership fees for Associate Membership.

☐

I have been impressed by what I have learned about Embrapa's work. Clearly, advances in Brazilian agriculture can benefit other global regions while Brazil can continue to learn from and improve upon innovations occurring outside of Brazil. I think collaboration between our organizations and the organizations we bring together is promising. I look forward to working with you and your team in the coming years.

☐

Best regards,

☐

Jim Wilson

President & CEO of AgGateway Global Network

+1 816-516-8847

Jim.Wilson@AgGatewayGlobal.net





Políticas e Procedimentos da AgGateway LATAM (AGL)

AGL's Policy and Procedures have been translated into Portuguese, revised and adapted to the region by a committee and validated by Syngenta's Legal Department.

AgGateway LATAM Board Council

- Ariadne Caballero (Syngenta)
- Bruno Lúcio (Topcon)
- Márcio Duarte (InCeres)
- Adriano Becker (CNHi)

AgGateway LATAM ADAPT Group

- Ariadne Caballero (Syngenta)
- Bruno Lúcio (Topcon)
- Márcio Duarte (InCeres)
- Adriano Becker (CNHiInd)
- Niumar (AGCO)
- Rodrigo Villela (John Deere)
- Warsis Slywitch (Tecgraf)
- Gustavo Fedrizzi (Agrodata)



AgGateway LATAM

<http://www.AgGateway.org/JoinUs/Benefits.aspx>

Loyola@AgGatewayGlobal.net

Contact:

+55 14 3361-7008

+55 14 99810-1900



Looking Forward: AgGateway 2020 and 2019

Doug Farrington, BASF

Chair, AgGateway Strategic Board



AgGateway

2020

2018 Annual Conference: Get Plugged In!

AgGateway Mission

**To promote and enable the industry's transition
to digital agriculture and
expand the use of information to maximize
efficiency and productivity**

AgGateway Vision

AgGateway is the trusted leader in enabling digital agriculture

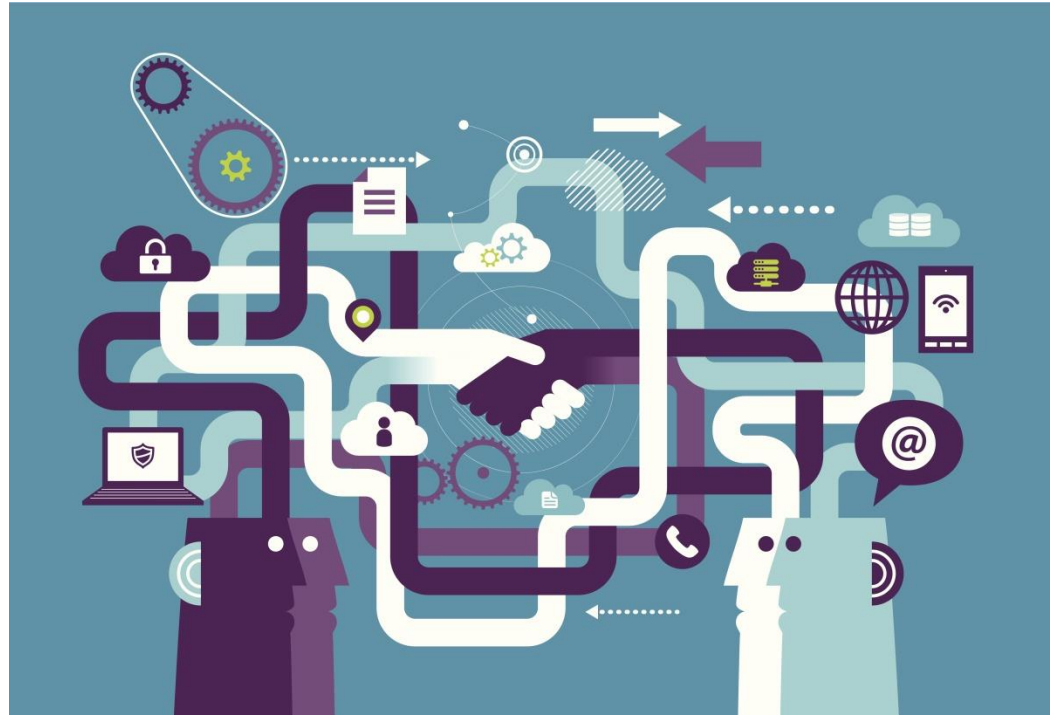
AgGateway provides the trusted forum where

- **Resources are developed**
- **Global collaboration occurs**
- **Members are equipped to realize the benefits of digital agriculture**
- **The industry maximizes the power of information to operate profitably, safely and sustainably**

Challenges

In a changing industry...

*Considering a digital approach to **each point** along the value chain, with a **big picture view** of standards.*



AgGateway should...

- Foster cross-council initiatives
- Engage company executives
- Pull in leaders from across agriculture
- Set up manageable volunteer assignments
- Collaborate, and provide more rapid solutions



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Structure, Scope, Function



2018 Annual Conference: Get Plugged In!

Centers of Activity

Traceability?

Sustainability?

Supply Chain?

???

Communities

Crop
Protection

Seed

Grain &
Feed

Allied
Providers

Ag Retail

*Crop
Insurance?*

Specialty
Chemicals

Precision Ag

???

Crop
Nutrition

Growers?

Committees

Digital
Resources

Communications

Conference

Emerging
Technologies

Membership

ADAPT

Architecture

AgGlossary

Data Privacy
& Security

Directory
Oversight

Standards &
Guidelines

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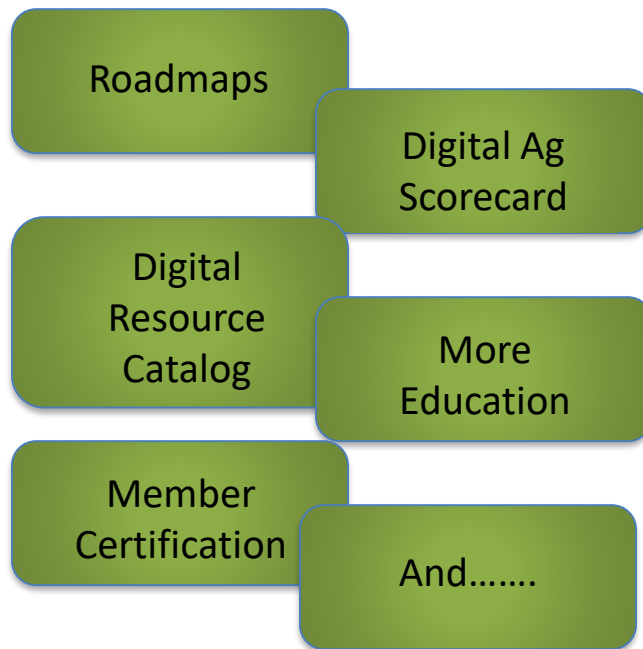
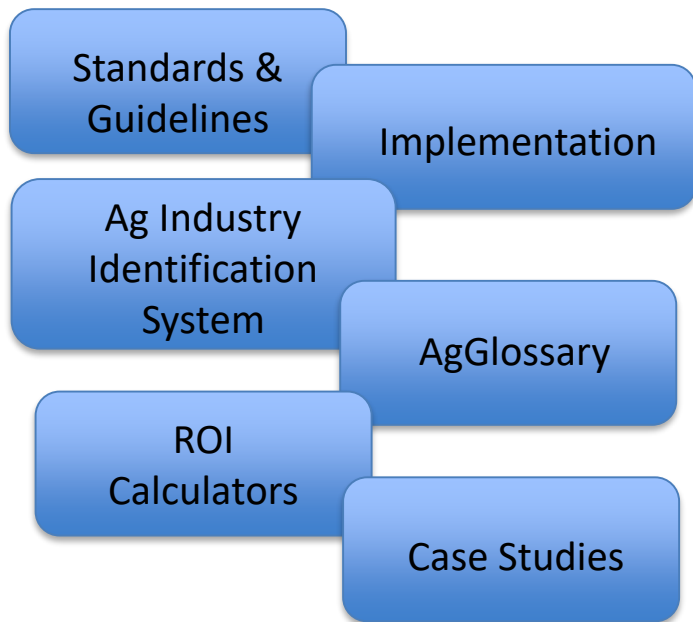


AgGateway

2020

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Resources 2020





AgGateway

2020

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2019 – Transformational Year

- Digital Ag Leadership
- Member Value
- Increase Membership and Engagement



2019 – Digital Ag Leadership

2020



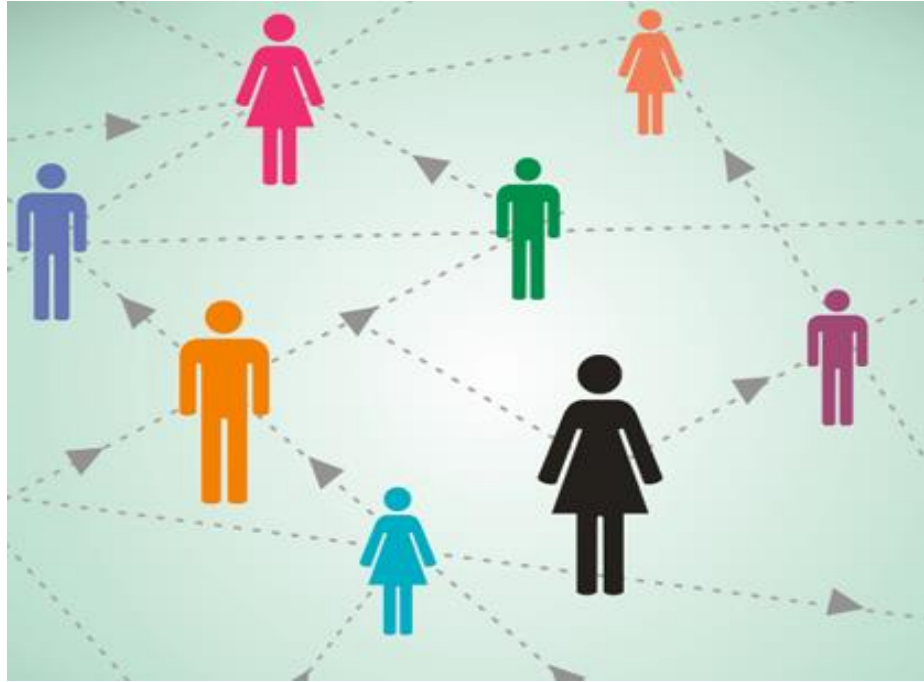
2018 Annual Conference: Get Plugged In!

2019 – Member Value



2018 Annual Conference: Get Plugged In!

2019 – Membership & Engagement



2018 Annual Conference: Get Plugged In!



2018 Annual Conference: Get Plugged In!



Call Annual Meeting to Order

Doug Farrington

Chairman, AgGateway Strategic Board

2018 Annual Conference: Get Plugged In!





Financial Report

Karen Thomas
SVP, Information Technology, Southern
States Cooperative and
AgGateway Treasurer

2017 Audit Report

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of AgGateway Corporation as of December 31, 2017 and 2016, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

James Mauer & McQuade PA

Washington, D.C.
May 24, 2018

2017 Audit Report

- Audit Completed May 24, 2018
- No material issues identified
- Audit report and letters are posted to the wiki

October 2018 Financial Report

P & L Summary

Categories	2018 Budget	2018 Actual	2018 Forecast*	Actual vs. Budget
INCOME				
Membership Dues	\$900,040	\$847,124	\$898,359	-\$52,916
Database Fees	\$1,164,559	\$1,093,020	\$1,092,400	-\$71,539
Enabling Services	\$0	\$10,605	\$12,805	\$10,605
Conference	\$253,250	\$180,545	\$214,255	-\$72,705
Other Income	\$0	\$0	\$0	\$0
Interest Earned	\$250	\$280	\$260	\$30
Income Total	\$2,318,099	\$2,131,574	\$2,218,079	-\$186,525
EXPENSES				
General & Admin.	\$372,353	\$315,083	\$418,154	-\$57,270
Marketing	\$517,446	\$250,363	\$465,002	-\$267,083
Operations	\$1,426,998	\$1,167,033	\$1,374,730	-\$259,965
Expense Total	\$2,316,797	\$1,732,479	\$2,257,886	-\$584,318
NET INCOME	\$1,302	\$399,095	(\$39,807)	\$397,793

October 2018 Financial Report

Balance Sheet Summary

Assets	\$	Liabilities & Equity	\$
Bank Accounts	801,352	Accounts payable	10,666
Accounts Receivable	139,973	Other liabilities	<u>147,798</u>
Other Assets	(71,025)	Total Liabilities	158,464
		Retained Earnings	288,475
Total Assets	876,134	Net Income	399,095
		Total Equity	<u>717,670</u>
		Total Lib. & Equity	876,134

2019 Budget

- 2019 Budget approved in October supports
 - Base level support for 2019 Plan Objectives and 2018-2022 Strategic Goals
- Changes from 2018 Budget
 - Revenue up 5.6%
 - Expenses up 1.9%
 - Two additional Membership Tiers added
 - Membership Dues and AGIIS Subscription Fees increased 8%

2019 Membership Dues

2019 Membership Dues by Tier			
Tier	Revenue	2018 Dues	2019 Dues
1	> \$8B	NA	\$ 60,000
2	\$4B - \$8B	NA	\$ 52,000
3	\$2B - \$4B	\$ 29,890	\$ 32,290
4	\$1B - \$2B	\$ 20,775	\$ 22,440
5	\$750M - \$1B	\$ 17,200	\$ 18,580
6	\$500 - \$750M	\$ 10,000	\$ 10,800
7	\$250 - \$500M	\$ 8,100	\$ 8,750
8	\$125 - \$250M	\$ 6,200	\$ 6,700
9	\$25 - \$125M	\$ 2,500	\$ 2,700
10	Up to \$25M	\$ 1,500	\$ 1,620
SAC	Under \$5M	\$ 450	\$ 500
Individual	NA	\$ 370	\$ 400
Associate	NA	\$ -	\$ -

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2019 Grain Tiers

2019 Grain Dues by Tier			
Grain Tier	Bushels Put Through	2018 Dues	2019 Dues
1	> 3B	\$ 29,890	\$ 32,290
2	2-3B	\$ 20,775	\$ 22,440
3	1-2B	\$ 17,200	\$ 18,580
4	750M-1B	\$ 10,000	\$ 10,800
5	500-750M	\$ 8,100	\$ 8,750
6	250-500M	\$ 6,200	\$ 6,700
7	125-250M	\$ 2,500	\$ 2,700
8	50-125M	\$ 1,500	\$ 1,620
SAC	<50M	\$ 450	\$ 500
Individual	NA	\$ -	\$ 400
Associate	NA	\$ -	\$ -

2019 Member AGIIS Subscription Fees

Membership Tier	Corporate Revenue	View Only Subscription	Full Subscription with					
			Small Subset		Medium Subset		Large Subset	
			2018 Pub	2019 Pub	2018 Pub	2019 Pub	2018 Pub	2019 Pub
1	Over \$8B	NC	NA	NA	NA	\$40,000	NA	\$70,000
2	\$4B - \$8B	NC	NA	NA	NA	\$30,000	NA	\$50,000
3	\$2B - \$4B	NC	NA	NA	\$18,000	\$19,500	\$34,550	\$37,350
4	\$1B to \$2B	NC	NA	NA	\$13,000	\$14,050	\$29,600	\$32,000
5	\$750M to \$1B	NC	NA	NA	\$9,250	\$10,000	\$19,750	\$21,350
6	\$500M to \$750M	NC	\$6,200	\$6,700	\$7,400	\$8,000	\$17,300	\$18,700
7	\$250 to \$500	NC	\$4,725	\$5,100	\$5,900	\$6,400	\$14,800	\$16,000
8	\$125M to \$250M	NC	\$2,500	\$2,700	\$4,400	\$4,750	\$12,350	\$13,350
9	\$25M to \$125M	NC	\$1,300	\$1,400	\$3,100	\$3,350	\$9,900	\$10,700
10	Up to \$25M	NC	\$650	\$700	\$2,000	\$2,200	\$7,400	\$8,000



2019 Election Results

Doug Farrington

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2019 Council Vice-Chair Elects

Ag Retail	Julie Benick , WinField United
Crop Nutrition	Open (have a nominee)
Crop Protection	Matt Garcia , Syngenta
Grain & Feed	Chris Gaalswyk , Easy Automation
Precision Ag	Aaron Berger , AgSense
Seed	Mary Enriquez , Nutrien Ag Solution
Specialty Chemical	Open

2019 Council Vice-Chairs

Ag Retail	Randy Fry , Ceres Solutions
Allied Providers	Open
Crop Nutrition	Kevin Gondek , CF Industries*
Crop Protection	Open
Grain & Feed	Carissa Staples , Land O' Lakes
Precision Ag	Scott Nieman , Land O' Lakes
Seed	Jenna Allen , WinField United
Specialty Chemicals	Cory Alexander , BASF

2019 Council Chairs

Ag Retail	Jacob Crow , Growmark
Allied Providers	Open
Crop Nutrition	Ron Staab , United Services Association
Crop Protection	Clay Mayer , Syngenta
Grain & Feed	Steve Oberlander , CHS, Inc.
Precision Ag	Jessica Trites Rolle , NCIS, Inc.
Seed	Alek Krenichyn , TKXS, Inc.
Specialty Chemicals	Stephen Barkley , SePro Corp.

2019 Strategic Board

- Chair: **Tim McArdle**, COO, Brandt Consolidated
- Past Chair: **Doug Farrington**, Digital Farming, BASF
- **Teddy Bekele**, Vice President, IT, WinField, Land O'Lakes*
- **Jeff Belding**, Business Excellence Champion, RiceTec*
- **Dennis Daggett**, Sr Vice President, ProAg Management
- **Chris Langley**, Head of IT, Crop Protection, NA, Syngenta*
- **Dan Willey**, CIO, Wilbur-Ellis
- **Jeremy W. Wilson**, Technology Specialist, Crop IMS
- Open position – remaining term left by M. Trostle's retirement

2018 Operational Management Board

- Chair: **Stephanie Frazier**, Dow AgroSciences (Crop Protection)
- Vice-Chair: **Randy Kasparbauer**, John Deere (Allied Providers)
- **Aaron Berger**, AgSense (Precision Ag)
- **Michael Carrabine**, IRM (Crop Nutrition)
- **Randy Fry**, Ceres Solutions (Seed)
- **Eric Hoefing**, ACS (Ag Retail)
- **Sarah Moster**, BASF (Specialty Chemical)
- **Mike Thronson**, Control Systems (Grain & Feed)

Thank you 2018 Council Chairs!

Ag Retail

Natasha Lily, Effingham Equity

Allied Providers

Steve Daigle, Elemica

Crop Nutrition

Marge Nerness, WinField United

Crop Protection

Julie Benick, WinField United

Grain & Feed

Rich Adams, Key Cooperative

Precision Ag

Ben Craker, AGCO

Seed

Anthony James, Syngenta

Specialty Chemicals

Theresa Smith, BASF



Outstanding Member Contributions

Randy Kasparbauer,
John Deere





AgGateway in Action Awards

2018 Annual Conference: Get Plugged In!





AgGateway in Action Awards *Company Award*

2018 Annual Conference: Get Plugged In!



2018 AgGateway in Action *Company Award*



WINFIELD[®]
UNITED



AgGateway in Action Awards

Individual Awards

2018 Annual Conference: Get Plugged In!



2018 AgGateway in Action Awards

Ag Retailers Council

Ann Vande Lune

Allied Providers Council

Eileen Licitra

Crop Protection Council

Lori Edwards

Grain & Feed Council

Phil Kubesh

Precision Ag Council

Nathan Stein

Seed Council

Greg Erler



President's Award

Wendy Smith, President & CEO

2018 Annual Conference: Get Plugged In!



2018 President's Award Winner

Natasha Lilly
Effingham Equity





Ron Storms Leadership Award

Presented by: Randy Fry, Ceres Solutions

Ron Storms Leadership Award



Ron Storms

1944 - 2002

Ron Storms Leadership Award

- Outstanding leadership in our mission of eConnectivity
- Provides leadership, collaboration, action
- Long-term participation in multiple areas
- Nominated by AgGateway members;
- Judged by past award recipients.

Recent Winners

- Randy Fry
- Dennis Daggett
- Lori Edwards
- Andres Ferreyra
- Andrew Jeremiah
- Bruce Blicht
- Kay Campe
- Dave Surber



2018 Ron Storms Leadership Award

2018 Annual Conference: Get Plugged In!



2018 Ron Storms Leadership Award

Joe Tevis
VIS Consulting



Joe Tevis – 2018 Ron Storms Recipient

- Founding member of Precision Ag Council
- SPADE1 – active participant
- SPADE 2 – Chair
- SPADE3 – Chair of Crop Protection Product Team
- CART grain proof-of-concept
- Traceability Working Group - Chair

Joe Tevis – 2018 Ron Storms Recipient

- AgGateway advocate with intl. standards groups
- A primary liaison w/ AEF & ISO
- Bridging gap - manufacturers & farm management
- Active recruiter of experts, collaborators, prospective members

2018 Ron Storms Leadership Award

Joe Tevis
VIS Consulting





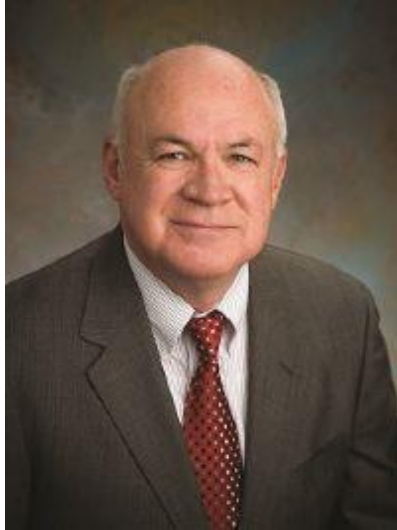
Passing of the Gavel

Doug Farrington

BASF

Chair, AgGateway Strategic Board of Directors

Passing of the Gavel



Tim McArdle

COO, Brandt Consolidated

2019 Chair, AgGateway

Strategic Board of Directors



Recognition of Outgoing BOD Chair Doug Farrington

Presented by Karen Thomas



2018 Annual Conference: Get Plugged In!

Refreshment Break

**Meetings reconvene at
4 PM**

New Member Meet & Greet



Location: The SideYard

Time: 5:00 – 5:30 PM

Welcome Networking Reception

Sponsored by

AGDATA

Location: The BackYard

Time: 5:30 PM

2018 Annual Conference: Get Plugged In!