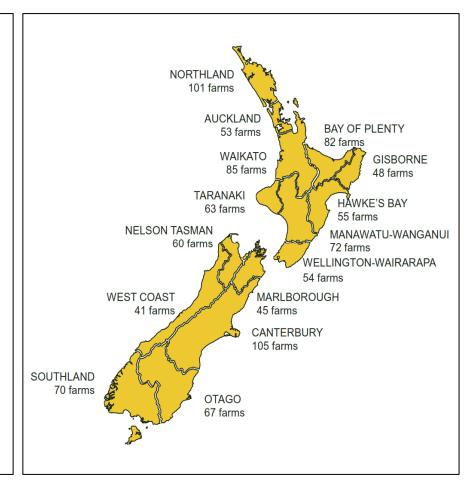




Baseline of digital adoption 1001 farmers/growers interviewed

	Main Activity	Ag Prod Stats	Achieved Sample (%)	Achieved Sample (n)
	Beef	25.2%	25.4%	254
Õ	Dairy	23.3%	24.5%	245
ď	Hort	12.9%	13.0%	130
M. Mark	Sheep & Beef	11.9%	12.5%	125
	Sheep	11.3%	11.6%	116
***	Arable	6.3%	6.6%	66
	Viticulture	2.7%	2.7%	27
	Deer	1.6%	1.7%	17
	Equine	2.6%	1.0%	10
¥	Poultry	0.4%	0.4%	4
	Pigs	0.2%	0.2%	2
3 -6	Other	1.5%	0.5%	5
1				







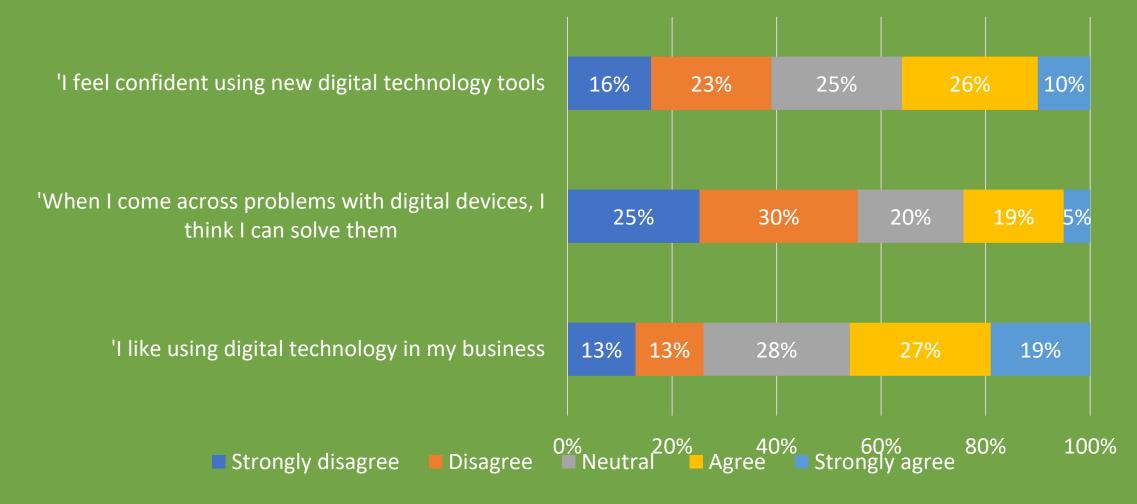






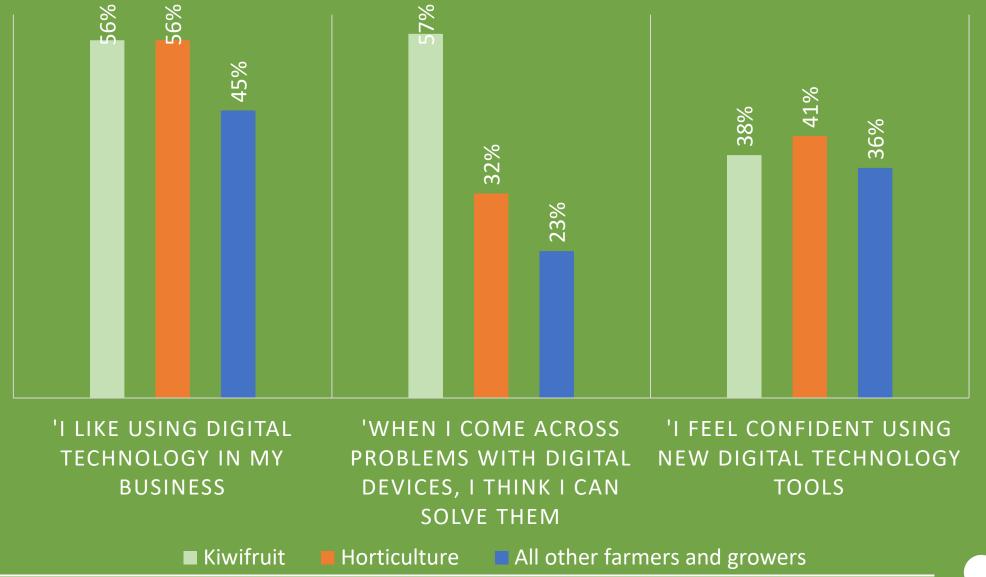


Digital Technology Confidence – all growers and farmers



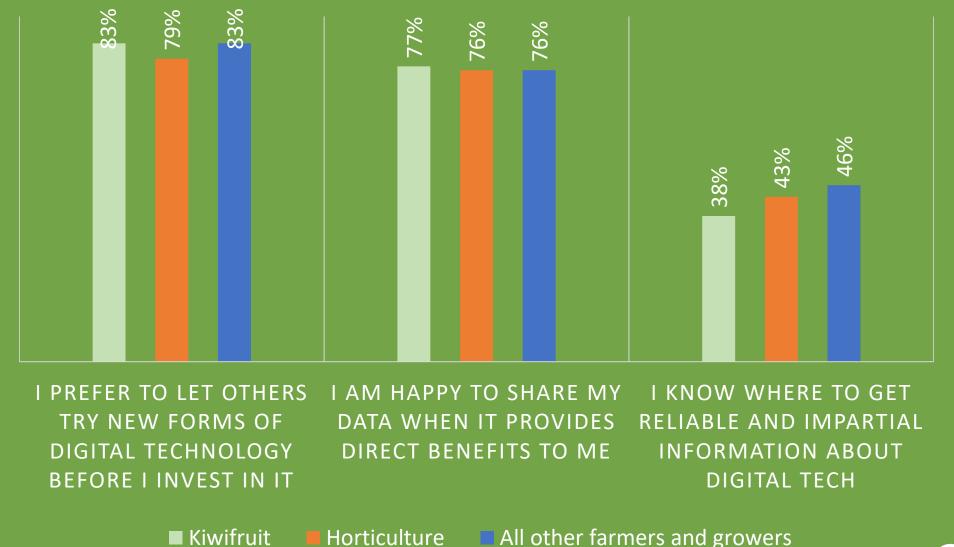


% agreeing or strongly agreeing with each statement



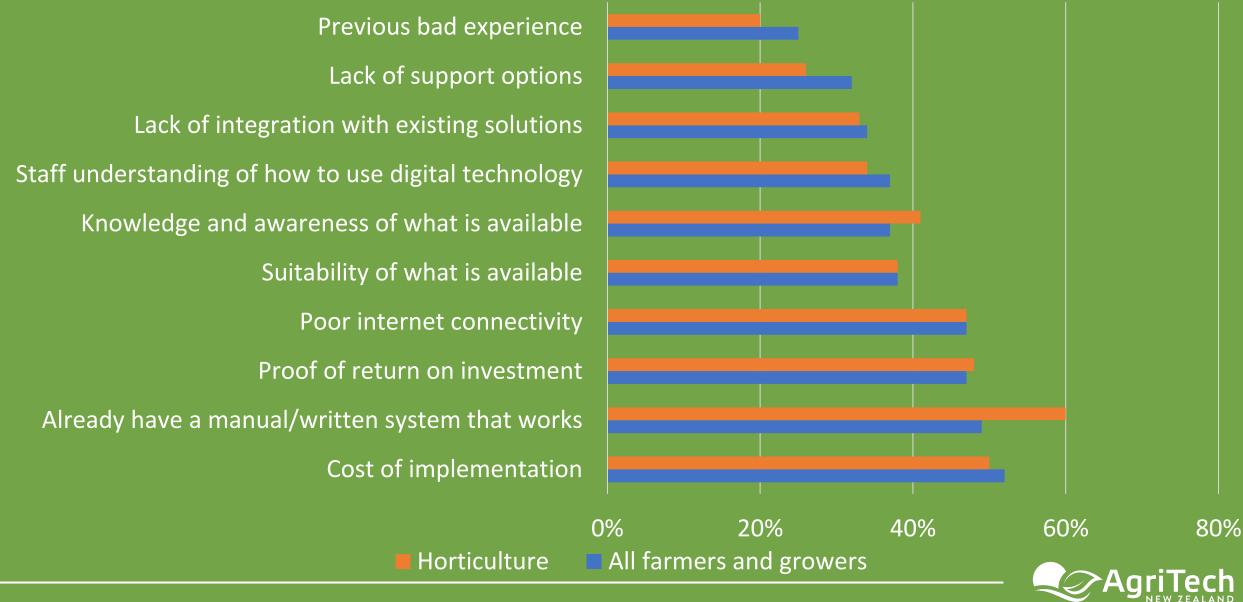


% agreeing or strongly agreeing with each statement

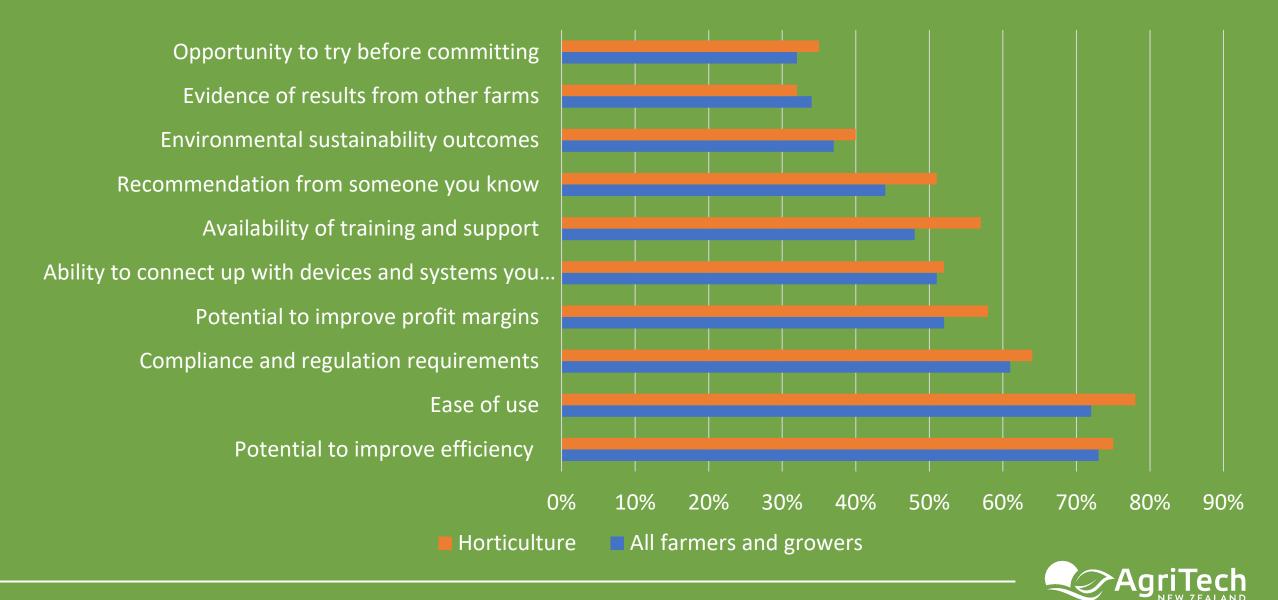




Barriers to adoption



Motivations / Approaches







- Not a normal distribution
- It's about business stage not farmer/grower age
- Bad experience not a deal breaker
- Farmers/Growers are not looking over the fence for proof
- Connectivity is not a release pin



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