

2022 EVENT REPORT



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Growing industry.

Seeding connections. Cultivating community.

Overview

The Dowerin GWN7 Machinery Field Days were held on 24 and 25 August 2022, attracting an audience of just under 19,000 persons with 536 exhibitors over the two days.

Building on a long and proud history, the Field Days unites the state's agricultural industry.

Agricultural field days are business events and at their core, showcase in a trade environment the products and services that support the operations of farmers and primary producers.

Dowerin brings together the decision makers across the full supply chain, from agribusiness, to machinery, equipment, livestock and professional services.

The Field Days also provides a platform to promote agriculture to a broader audience, highlighting the significance of the sector to the everyday lives of Western Australians.

This hub of connection extends beyond business.

As well as bringing together a wealth of professional and industry connections, and growing industry, the Field Days brings together people. For many, the event is a chance to come together as a family from far and wide. The exhibitor offering therefore extends to nonagricultural related products and services.

The Field Days also plays a role in showcasing the Wheatbelt as a place to live, work and invest.

This event is made possible by the exceptional support of our stakeholders, and we thank our exhibitors, visitors, and partners.

The Field Days is also intrinsically connected to its surrounding communities. To deliver an event of this scale and significance is a "one team" effort and we thank our community workforce of paid volunteers for their service, which this year has funnelled \$65,000 back into community organisations of their choice.

Safety was a priority for 2022 with a more comprehensive Event Management, Risk Management and Emergency Response Plan implemented including an online induction process. We thank all stakeholders for their patience during this process and we are already working on finessing the procedures as we look to 2023.



Visitor Snapshot

Research was undertaken after the event by independent researchers at Destination Research & Development, as part of the Field Day Evaluation Project supported by the Association of Agricultural Field Days of Australasia, with logistical support kindly provided by the Field Days organisers.

Data was primarily collected using online surveys after the event, from a sample of 436 attendees, providing a random error of 4% at 95% confidence level.



The results illustrate the profile of the attendees, and the following key results were found:

- 41% of visitors are aged 55 years and over.
- 22% of visitors are aged 40-54 years.
- 21% of visitors are aged 18-39 years.
- 35% of visitors brought children with them.
- 2 primary segments are families (35%) and 55+ couples (23%).
- 37% of visitors are primary producers.
- 44% came from Perth region.
- 38% came from all areas of Wheatbelt region.
- 78% of visitors travelled more than 100 kms to the event.
- 74% indicated they had been to the event in previous years.
- 25% indicated they attended the event for the first time.
- 73% felt Products for Sale was a main interest.
- 12% of visitor's bough major purchases (over \$1,000) at an average of \$13,186.
- 66% felt Machinery was a main interest.
- 88% of visitors felt the event met their expectations.

Many aspects of the event met high levels of satisfaction including the venue, atmosphere and organisation.

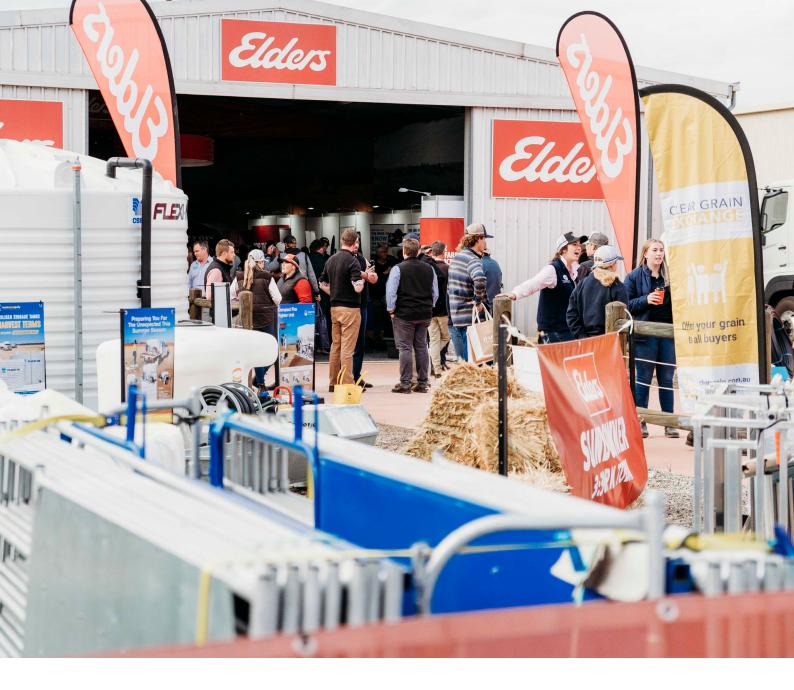
Additional research was conducted from data collected from the online ticket booking portal (5,980 individual tickets) with similar visitor residence to the survey (Perth 44%, Wheatbelt 40%).

Regarding visitor occupations the following key results were found.

Most adult visitors* were in agri-business roles (mainly as farmers (23%) or farmhands (4%). It was further determined the main roles were as follows:

- 11% identified as Managers in a wide range of management roles
- 9% in Trades
- 6% in Executive roles.

* Adult ticket purchased. Percent does not include concession or children.



Exhibitor Snapshot

Highest business residence is Perth (58%) followed by Wheatbelt (24%) with most organisational roles at a management level or involved in sales.

Agricultural related products and services represents 71% of exhibitors. From the non-agricultural 3.6% are education providers and 2.5% health services.



2022 Event Highlights

Event Highlights



Exhibitors Snapshot





2022 Event Site Map





Promotional Campaign

A refreshed brand style guide was implemented to ensure consistency across all communication platforms.

A primary tag line of "growing industry, seeding connections, cultivating community" was introduced highlighting the three key pillars of the Field Days ethos.

A secondary tag of "supporting agricultural and community prosperity" was also introduced.

Two campaigns made up the marketing schedule.

1. NEW YEAR, NEW LOOK

This campaign was to raise awareness of the 2022 program and to drive exhibitor applications.

Direct marketing through the Field Days databases was the method of choice with editorial support, followed by ongoing Mailchimp communications to exhibitors post application phase on all matters related to the event.

2. WILL WE SEE YOU THERE?

This campaign was consumer driven to drive ticket sales via the online platform and raise awareness of the event.

The campaign ran across broadcast television, print media, as well as their digital assets, and radio through paid and media partnerships resulting in circa \$250,000 in value.

ACTIVITY	March	April				
	w/s 20th	w/c 4th	w/c 118h	w/c 18th	w/c 200	-
PHASES				NEW YEAR, NEW LOOK		
Broadcast TV						
Gamera?						
Print						
Countrymen						
The West Australian			-			
Farm Weekby	2			FP Cover-part 2		-
Kondinin Group	2	1	-			-
Duniness News		-				
		-	_			
Digital - Website					-	-
	_		_	Exhibitor call to action		-
farmweekly.com.au		-	_	leader board, mobile	-	
thewest com.au					-	_
Kondinis Group	2					_
Dualmess News						_
Radio						
Triple M						
EDM						
Past Edibitor database 2021	Exhibitor Applications					
Current Exibitor database 2022						
Past Allerdee database 2021						
Ticket sales 2022						
Editorial / News Stories	8			6		
Grant?	1					
Countrymen						
The West Australian						-
Farmweetly		1		New Year, New Look + Euro	æ	-
	17			partnership		Har
Triple M / ABC Radio	Russi Focus					



The Field Days website and social channels were also refreshed with the updated brand style and ran complementary communications for both campaigns including organic posts across Facebook, Instagram and Twitter.

A Dowerin Machinery Field Days business LinkedIn account was launched in March.

Direct event communications to visitor databases through Mailchimp was an integral part of the marketing mix.

Sponsor and partner logos and recognition were incorporated into artwork and communications.

In addition, dedicated exhibitor marketing assets were created for the exhibitors to use to promote their attendance at the 2022 event, also allowing for consistent brand usage and look.



Promotional Campaign Examples

Farm Weekly



24 Farm Weekly Thursday, April 21, 2022

WEEKLY NEWS

By DANIELLE GREEN

I AM delighted to be at the reins of the State's largest agricultural event at this pivotal time of industry transformation. The sector is innovating and investing as it enjoys an much learners the trainet pro-

enviable growth trajectory driven by ever-increasing demand for food and textiles.

demand for food and textiles. Since the pandemic hit there has been tremendous interest in our farmers and regions, with city dwellers recognising the benefits of the bush and the contribution made by our producers in sustaining our nation. The Dowerin GWN7

The Dowerin GWN7 Machinery Field Days is proud to do its part to highlight this growth trajectory and provide a platform that unites the industry, bringing together the supply chain, and at the same time greating turbus for our supply chain, and at the same time creating value for our regional communities. This focus is reflected in our new tagline – growing industry, seeding connections, which is compared to the same

ultivative community – and will be at the heart of what we do, with 2022 already shaping up to be the biggest year yet. The role of the Field Days as a vital information highway and

a vita information nighway and one-stop shop will again be evident as Rabobank's latest quarterly confidence survey shows industry confidence is strong after a bumper crop and high grain prices, and WA's farmers are looking to expand operations and invest in new plant and machinery. With the Australian Bureau of Agricultural and Resource Economics and Sciences also

wool and sheep. Solid interest has already been received since exhibitor

applications opened at the end of March. We welcome back past

exhibitors and are pleased to see newcomers to the list and



The Dowerin GWN7 Machinery Field Days has a fresh, new look for 2022

a return of our Eastern States friends

Early indications from some past exhibitors are that they are planning bigger displays and activations.

This is exciting news and will be a terrific showcase for the sector and provide a more insightful event experience for our ir visitors. With dedicated large-scale

machinery and allied equipment lots, permanent sheds housing Merino stud rams, demonstration areas and zones themed around combining and compared agribusiness and general business services, outdoor and leisure, motoring, a new marketplace and expo style lifestyle pavilion, there is something for everyone. We look forward to

We look forward to capitalising on open borders and swapping online for show time to draw an even larger crowd. The value of face-to-face intersting and face-to-face

interaction and fostering

connections after a tough couple of years cannot be understated. Those interested in exhibiting can find more information in the 2022 Prospectus which can be downloaded at dowerinfielddays.com.au

Exhibitor applications close Friday, May 13. Notably, 2022 welcomes new collaborations and we are delighted to announce Euroz Hartleys and Harvest Road as

Hartley's and Harvest Road as supporting partners of the Dowerin GWN7 Machinery Field Days. Euroz Hartleys has been part of our story for many years now, and we are thrilled with their foreture. with their further

with their further commitment, as we are equally thrilled to welcome Harvest Road as a first-time participant. Bunnings Trade also join

Bunnings Trade also join the fold as an Event Partner. A thank you to our longstanding naming rights partner GWN7 and our event suppliers for their crucial

expertise in assisting us

expertise in assisting us deliver a large-scale event. Our shared commitment to excellence shows a strong statement of belief in the quality of what the industry and the Field Days delivers.

As the State's premier agricultural event, the Field Days will now also look the part

A refreshed brand and look have started to roll out across our platforms. You will see consistent messaging and design in all

our marketing activity, with a

our marketing activity, with a greater digital focus and more stakeholder engagement. We will encourage our exhibitors to share what our tagline of growing industry, seeding connections, cultivating community mean to them and how they will showcase this in August. Our volunteers are also receive up acely out the

gearing up early and the catering committee is hard at work finessing our new food junction zone with the number of external caterers to be increased substantially to complement the existing food

complement the existing food and beverage options. The importance of our volunteering program and its contribution to local groups from Dowerin and surrounding shires is one element that will not change,

element that will not change, nor our commitment to supporting agricultural and community prosperity. And for our visitors we look forward to hosting you across the two days providing you a wealth of opportunities to purchase, learn, network, and just enjoy the experience with your families and friends. This year's event will take

This year's event will take place on Wednesday and Thursday, August 24 and 25. Save the date.



Farm Weekly



Farming Ahead





Countryman

12 **NEWS**

countryman.com.au Thursday, August 4, 2022









The West Australian





Television Advertisement



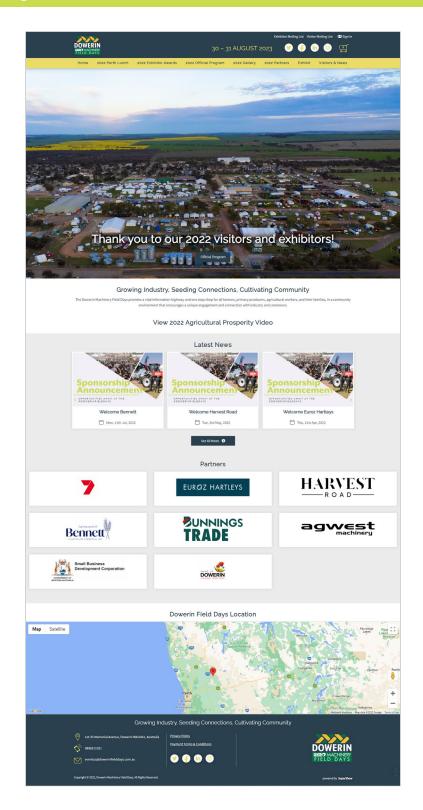
Radio Advertisement



PRESS ABOVE TO LISTEN

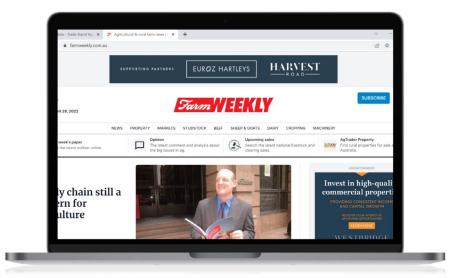


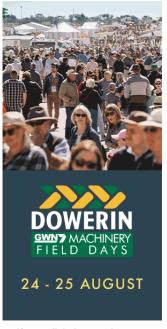
Website Home Page





Digital Advertisements





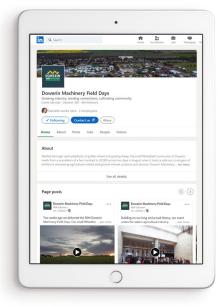
DOWERIN GWNY MACHINERY FIELD DAYS 24 - 25 AUGUST

Header banner digital promotion

Half page digital promotion

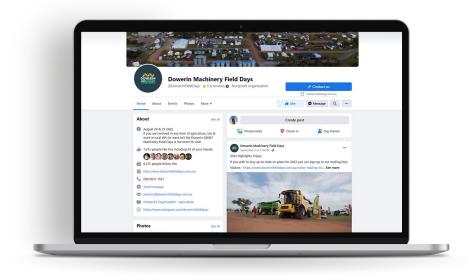


LinkedIn



VISIT LINKEDIN PAGE

Facebook



VISIT FACEBOOK PAGE



Instagram







VISIT INSTAGRAM PAGE



Editorial

As WA's largest agricultural event the support of and attendance at the Field Days creates news as reported across the various media platforms.

Editorial Examples

WEEKLY NEWS

Farm Weekly Thursday, April 21, 2022 25

Wealth of ag experience invested into new Dowerin partnership

WITH research showing strong agricultural industry confidence after a bumper crop and high grain prices, and Western Australia's farmers looking to expand and invest in their operations, Dowerin GWN7 Machinery Field Days has welcomed financial services firm Euroz Hartleys to its fold of partners supporting the historic event.

A WA company providing a full spectrum of corporate finance. stockbroking and wealth management services, coupled with a history of supporting community initiatives and partnering with the agricultural sector. Dowerin GWN7 **Machinery Field Days** general manager Danielle Green said Euroz Hartlevs was a natural and strategic fit with the Field Days event. "Australia's

agricultural sector is

experiencing a time of transformation, entrepreneurship and enviable growth," Ms Green said.

"The Field Days works to support the sector and agricultural operators so they can harness this growth now and in

future. **"Our role**

is to bring people together at an event which provides a vital information highway and one stop shop for all farmers, primary producers, agricultural workers, and their families, in an environment that encourages engagement and connection with industry and commerce.

"Euroz Hartlevs has been part of our story for

vears now, and we're thrilled their commitment to the Field Days has grown alongside the ag sector," she said. **Euroz Hartleys' David**

Smyth said the firm shared the Field Days' ethos of Growing industry, seeding connections and

cultivating community', noting its years exhibiting at Field Days had paid dividends for his company through the relationships and networks built at the event.

"Dowerin GWN7 **Machinery Field Days is** an important platform for people in the agricultural industry, and for the communities that are supported by this vital sector," Mr Smyth said.

"We are proudly Western Australian focused, and we believe we have an obligation to give back to our Western Australian community.

"Many on our team are country-raised, and we are pleased to build on our partnership with the Field Days to further support the agriculture industry which is so vital to Australia."

brings together about 700 exhibitors and 24,000 visitors annually in the Central Wheatbelt town of Dowerin to showcas agricultural-related and general interest product and services.

This year's event will take place on August 24 and 25. Those interested in

exhibiting at the event or attending can find more information at dowerinfielddays.com.au

With a 58-year history, Dowerin GWN7 **Machinery Field Days**



Editorial Examples

28 Farm Weekly Thursday, July 14, 2022

FARM BUSINESS

Advocates bolster Dowerin partner portfolio

NAVIGATING supply chain and food security is climate change regulations and global fertiliser supply and global retruiser supply shortages, todays' farm businesses are complex and the cumulative regulatory burden on farmers is substantial. United by commitments to support, inform and advocate for the aericultural community.

for the agricultural community, the Dowerin GWN7 Machinery

for the agricultural community, the Dowerin GWN7 Machinery Field Days has welcomed law firm Bennett – Lingation and Commercial Law as a new partner supporting the historic Field Days event. Founded in 2011, Bennett is at the forefront of Western Australia's legal landscape, as one of WA's top lifugation and dispute resolution firms with a focus on agribusiness. Tasked with the mandate of 'Growing industry, seeding connections and cultivating connetions and cultivating period by Senter John Statistics and Bennett's position as an advocate for agricultural operators was a natural fit with the Dowerin event. "Dowerin GWN7 Machinery Field Days provides a vital information highway and one-stop-shop for all famers, primary producers, agricultural workers and their families, in

a community enviro a community environment that encourages engagement and connection with industry and commerce," Ms Green said. "The ag industry is diversifying, innovating and examplies at a transaction.

expanding at a tremendous rate given the ever-increasing demand for food and textiles. "We're thrilled to welcome demand for food and textiles. "We're thrilled to welcome a partner who is equally dedicated to helping our stakeholders navigate this increasing complexity and leverage opportunities to grow sustainable agricultural businesses" she said. Bennett managing principal Nathan Ebbs agreed the partnership with the event was the right platform to seed ideas and connections and help grow the agricultural industry, in terms of legislative compliance, financial value and sustainable tature potential. "Bennett has close affinity with the industry – we understand its unpredictability, challenges and opportunities," Mr Ebbs said. "Our agribusiness lawyers have the knowledge to protect and advance the interest of families, business, partnerships, corporations, entities and individuals. "As our firm's ties with the

Dowerin GWN7 Machinery Field Days provides a vital information highway and one-stop-shop for all farmers. primary producers, agricultural workers and their families... .99

sector continue to grow, it's fantastic to partner with the field days as a major sponsor. "It's one of the biggest events in the WA agricultural calendar and we see this as a perfect opportunity to support the industry and regional communities from across the State – we look form across the State – we look form across the State – we look form across the form across the field days. "I grew up in the country myself, and I understand the role of the field days in supporting the agriculture industry, which is so vital to Australia.



"It's a real privilege for our firm to partner on this important event and we look forward to meeting people in Double in

The second secon

READ FARM WEEKLY SPONSORSHIP ANNOUNCEMENT

VIEW COUNTRYMAN EDITORIALS

VIEW FARM WEEKLY EDITORIALS

WATCH 7 REGIONAL NEWS

FARM BUSINESS

Harvest Road backs field days

THE Dowerin GWN7 Machinery Field Days has welcomed Harvest Road as one of its supporting partners. A company of Tattarang,

A company of lattarang, Harvest Road is one of Australia's biggest and most diverse agri-food businesses. The group's beef division, which includes the Harvey

Beef brand, is WA's largest beef processor and owns a state-of-the-art processing facility at Harvey. Tasked with the mandate of

'Growing industry, seeding connections and cultivating community', field days general manager Danielle Green said Harvest Road's legacy in the sector and regary in the sector and proximity to the communities served by the field days (Harvest Road recently purchased New Norcia Farm in the Shire of Victoria Plains int two shires new form just two shires away from Dowerin) was a symbiosis with the Dowerin event.

Citing recent forecasts from the Australian Bureau of Agricultural and Resource Economics and Sciences modelling, Australian agriculture will hit a new record-high \$81 billion in 2021-22, Ms Green said the iconic two-day event focused on supporting the sector and agricultural operators so they could harness this growth now and into the future. "Harvest Road is a terrific example of agricultural leadership, innovation and

sustainability in practice,"

Ms Green said. "Having recently joined other international leaders in the Global Roundtable for Sustainable Beef, they are contributing to stewardship of ensuring the beef value chain is environmentally sound, socially responsible, and

economically viable. "And this too is what Dowerin GWN7 Machinery Field Days is all about: bringing people together at an event which unites the agricultural industry and promotes its long-term sustainability." Harvest Road chief

executive officer Paul Slaughter agreed that industry collaboration was vital to the growth and sustainability of the agricultural sector.

"Our commitment is to work across the sector to ensure that the standards articulate the good work that is happening in Australia," Mr Slaughter said. "This enables continuous improvement." With a 58-year history, Dowerin GWN7 Machinery

Field Days brings together about 700 exhibitors and 24,000 visitors annually to Dowerin to showcase agricultural-related and general interest product and services.

This year's event will be held on August 24-25.

Food prices jump 4.3pc

By ANDREW MARSHALL

RISING transport, packaging and ingredient costs, combined with soaring crop input prices for farmers have sent food prices into their biggest leap in 10 years. Restockers also continue to keep pressure on livestock markets and have subsequently kept meat prices high. Consumers should be

bracing for further food price rises in coming months, warns Rabobank.

Continued on page 29



Official Program

This year all intellectual property of the Field Days was brought in house and the Official Program was produced as a 108-page glossy magazine with a corresponding digital edition, providing the only available source of exhibitor lists, advertisers list, site maps, awards information, full program of events and other important event information

The official program was made available at the gates as well as a digital edition.

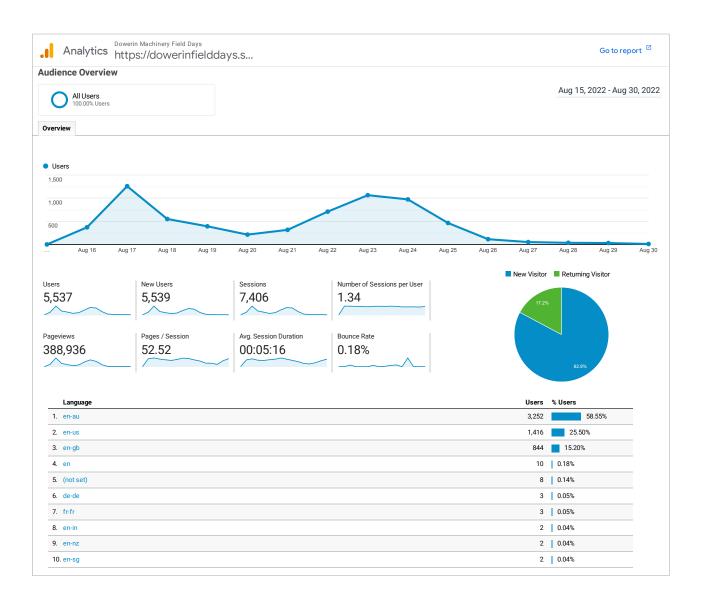
The digital edition attracted 5,537 users with 7,406 sessions and 388,9386 page views with an average session duration of more than 5 minutes.

A full-page advertisement in The West Australian on August 17 including a QR code, as well as direct marketing was used to promote the program.

VIEW DIGITAL OFFICIAL PROGRAM



Google Analytics for Digital Program





Bringing Dowerin downtown

In collaboration with the Wheatbelt Development Commission, Department of Primary Industries and Business Events Perth a new initiative for 2022 was introduced to further enhance the Field Day's role in supporting agricultural and community prosperity.

While the Field Days has an important and unbreakable bond with its namesake location, the Bringing Dowerin downtown lunch shone a light on Australia's vital agricultural industry and regional communities to a broader business audience by bringing together industry and political leaders to discuss the challenges and opportunities in the sector, and promote the Wheatbelt as a place to work, live and invest.

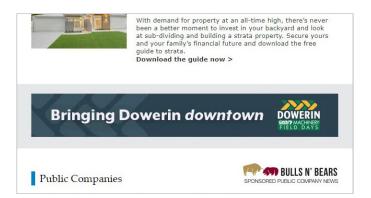
The lunch event was held on Tuesday 23 August at Crown Perth to an audience of over 500 attendees, in which 60% were C-Suite or General Manager level. The lunch united the state with just under half the audience travelling from a regional area.



Full Page Advertisement in Business News, Farmweekly and Countryman



Digital Campaign in Business News





Social Media Post



Database Emails





- Hon. Alannah MacTiernan MLC, Minister for Regional Development; Agriculture and Food; Hydrogen Industry
 Tony Mahar, chief executive, National Farmers Federation
- Paul Slaughter, chief executive, Harvest Road Group
 Ben Macmamara, chief executive, CBH Group
 Mark Scatena, general manager, CSBP Fertilisers
 Brandon Stannett, managing director, CNH Industrial

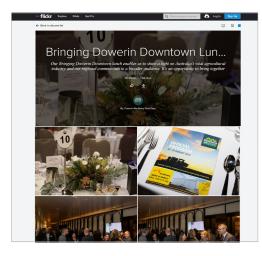
The lunch will be held on **Tuesday 23 August** from Noon to 3:00pm at the Grand Ballroom, Crown Perth. Tickets go on sale next week and a dedicated event eDM will be sent with further



Countryman Editorial



Post Event Photogallery & Video



VIEW GALLERY





Our iconic event is not possible without our stakeholders. Thank you to the 2022 **Dowerin GWN7 Machinery Field Days** partners for your support.





EURØZ HARTLEYS

EVENT PARTNERS



DOWERIN





 $\underbrace{\text{HARVEST}}_{\text{ROAD}}$









Small Business Development Corporation