



WHITE PAPER

Helping Family Farms Succeed: Our New Plan for Questr

Questr Automation is changing how we work. Instead of just building tools, we are focusing on selling a complete plan called the **Stability Ecosystem**. This plan helps family farms stay in business during tough times. Today, farmers face many problems like high costs for fuel and feed, and it is very hard to find workers.¹ Our plan uses simple technology, helps find free government money, and trains local workers to help farms run better with less stress.¹

We found that farmers usually don't buy new tech for two reasons: it costs too much (often \$75,000 or more) and they are afraid they won't be able to fix it if it breaks.¹ Our Stability Ecosystem fixes both of these problems.

1. The Technology Suite: Making Current Barns Smarter

We don't ask farmers to build brand-new barns. Instead, we put "smart" tools into the barns they already have.¹

- **Smart Sensors:** We use small devices to watch the temperature, air quality, and water.⁴ This helps stop problems like water leaks or animals getting too hot before they cause a disaster.¹
- **Saving Time:** These tools can "buy back" about 1,000 hours of work a year for a family farm.¹ That is like getting 20 hours back every single week.
- **Precision Tools:** We use machines that feed and water animals exactly when they need it. This can cut down on wasted feed by up to 18%.⁶
- **Drones:** Flying drones can check on crops or fences in just 15 minutes—a job that used to take a whole day of walking.¹

2. Financial Navigation: Getting Tech for Minimal Out-of-Pocket Cost – Sometimes \$0

The second part of our plan is helping farmers find the money to pay for these tools. We act like advisors to help them get "grants," which is money from the government that they do not have to pay back.³

- **Government Grants:** We help farmers use programs like USDA REAP and EQIP.¹ These programs can often pay for 50% to 90% of the cost for new equipment.⁸
- **The \$0 Goal:** By combining different grants, our goal is to make the cost \$0 for the farmer. This is not always possible due to the nature of different government programs, but many times it is.
- **Better Loans:** Our sensors keep records of how the farm is doing. Farmers can show this data to banks to prove their farm is safer than a traditional farm, which helps them get better loans and cheaper insurance.¹

3. Workforce Sustainability: Local Help That Never Leaves

Farmers are often scared that a robot will break at 3:00 AM and no one will be there to fix it. Our **ROOST** program solves this.¹

- **Local Training:** We partner with local community & technical colleges to train students how to fix farm technology.³ These students are often from the same community, so they live nearby and can help quickly.³
- **Earn While You Learn:** These students get paid to learn on the job.¹¹ This creates good jobs in rural areas and keeps young people from moving away.³
- **Maintenance as a Service:** Farmers pay a small monthly fee, and we make sure a local expert is always available to keep everything running.¹³

Why This Matters Now

In places like Hardy County, West Virginia, the average farmer is about 58 years old.² Many young people don't want to do the hard manual labor their grandfathers did.³ By making farming more like a "tech job" with command centers and remote controls, we can make farming more exciting for the next generation.³

How We Sell Our Plan

We know that farmers don't always trust big advertisements. They trust their neighbors.

- **Field Demos:** We show our tech working on real farms so neighbors can see the results

for themselves.¹⁶

The Future

We are starting with 6 farms in Hardy County to prove our plan works.³ Once we succeed there, we will move to other counties. We want to prove that rural towns can be leaders in new technology while keeping their family farms strong for years to come.¹³

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