AUTHORIZATION REQUEST FOR FY 2023

CBB Budget Category: Consumer Information

Name of Contractor: American Farm Bureau Foundation for Agriculture

Name of Organization Subcontracting:

Start Date: 10/1/2022

End Date: 9/30/2023

AR OVERVIEW

AR Purpose and Description

"An investment in knowledge pays the best interest."

- Benjamin Franklin

Primary Goal: Provide science and STEM teachers and students with high-quality immersive experiences and materials to teach science through the lens of beef production, thereby increasing agricultural awareness and literacy in teachers and students, resulting in increased long-term consumer trust and interest in the beef industry.

STEM stands for science, technology, engineering, and mathematics. In this AR, the term STEM is used to categorize teaching and learning that incorporates the concepts of these fields. Often, teachers work in departments made up of instructors from each discipline, or many districts offer courses that incorporate each field of study as a single class or section.

The American Farm Bureau Foundation for Agriculture (AFBFA) is driven by its mission to build awareness, understanding and a positive public perception of agriculture through education. Over the course of the last seven years, as a contractor to the Beef Checkoff, AFBFA has expanded its reach and engagement in science classrooms across the country. The goal of this AR is to continue building awareness and understanding of the beef industry through science education.

Conceptual shifts in education have driven teachers to find relevancy and authenticity in the lessons they teach. Traditional textbook companies are unable keep up with the rapid rate of information distribution in the 21st Century nor can they address the new ways in which teachers engage with their students. As such, an increasing number of teachers are creating their own curricula, turning to the internet for research, content, and guidance. As agriculture is highly relevant, and connects with everyone’s lives, it is a valuable context from which to teach students how science is applied in the real world. More and more examples of lessons featuring agriculture as context can now be found...
online. However, these resources tend to be one-sided, or inaccurate, and they are being implemented with little to no support.

As educators take on the challenge of building curricula, a unique opportunity exists to create collaborations between industries. The benefits to the beef industry from working with non-traditional partners like educators are broad, ranging from a more educated consumer base to a clearer understanding of beef’s sustainability practices to an expanded talent pool. These collaborative efforts ensure that accurate information about the beef industry reaches classrooms and that more people understand the industry’s efforts in land stewardship, animal care, and sustainability.

Educating students and teachers about scientific concepts through the lens of beef production results in higher levels of critical thinking and an increased ability to discern misleading paradigms. Further, this deeper understanding leads to a more positive perception of the beef industry. This program’s ability to build beef demand and protect beef’s image was made apparent from the following data collected via a 2021 survey of science educators:

“Overall, those educators who have attended an event or participated in one of AFBFA’s programs tend to have more positive perceptions of the beef industry as a result of the information they learned. Of educators who have attended at least one of the programs:

- 92% state that AFBFA programs have furthered their students understanding of the importance of the beef industry to society (versus 81% who had not participated)
- 82% have a positive perception of how cattle are raised for beef production (versus 71% who had not participated)
- 85% believe that the beef industry is very important to society (versus 76% who had not participated)
- Those who have attended a program are, on average, 8 points more likely to trust positive statements about beef production than those who had not attended”*

* Data is sourced from AFBFA’s third-party “External Program Review Report,” which is managed through the Checkoff Evaluation Committee and conducted in 2020.

<table>
<thead>
<tr>
<th>FY23 CBB/BPOC Funding Request</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Direct Costs</strong></td>
</tr>
<tr>
<td>$810,000</td>
</tr>
</tbody>
</table>

AFBFA – 2321-CI – Page 2
Beef Industry Long Range Plan (LRP) Core Strategies Addressed by this AR
(Check all that apply)

<table>
<thead>
<tr>
<th>Core Strategy</th>
<th>Tactic A</th>
</tr>
</thead>
<tbody>
<tr>
<td>Drive Growth in Beef Exports</td>
<td></td>
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<tr>
<td>Grow Consumer Trust in Beef Production</td>
<td></td>
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<tr>
<td>Develop &amp; Implement Better Business Models &amp; Value Distribution Across All Segments</td>
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<td>Promote &amp; Capitalize on the Multiple Advantage of Beef</td>
<td></td>
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<tr>
<td>Improve the Business &amp; Political Climate of Beef</td>
<td></td>
</tr>
<tr>
<td>Safeguard &amp; Cultivate Investment in Beef, Industry Research, Marketing &amp; Innovation</td>
<td></td>
</tr>
</tbody>
</table>

PROGRAM INFORMATION FOR THIS AR

Tactic A

Tactic Name: Immersive professional development and accurate science education materials for STEM educators

Tactic Description
Tactic A continues the work that was begun in prior years with the goal of expanding reach and impact. This AR will build the capacity of teachers to work directly with agricultural literacy groups in their states to deliver immersive events similar to the national On The Farm STEM event as well as develop the skills of educators to deliver professional development around beef-funded education materials at their local or regional education centers, creating a system in which state agricultural literacy groups could take the lead in planning and executing these types of events and could rely on “beef-trained” teacher facilitators.

Tactic A is built around three pillars: Professional Development, Education Resources, and Partnerships. Throughout all three categories, this program plans to expand its reach by providing the resources and materials needed to those facilitating these efforts at the state/local level as well as prepare teachers to accurately implement science lessons built with context from the beef industry. Efforts in the FY23 AR expand impact with direct teacher and student interactions. Programming continues to extend its reach as this program includes virtual and immersive learning experiences as well as asynchronous learning opportunities.

The Need

The need to provide support and resources to educators that promote scientifically accurate, unbiased messaging about the science of beef production is at an all-time high. Teachers and students are receiving information from educationally trusted sources that do not represent agriculture accurately or in a balanced way, and beef production might be at the forefront of the misinformation.
As the Next Generation Science Standards (NGSS) are implemented in 44 states across the country, science teachers are facing a new educational landscape in which they must alter or rewrite their curricula. This new direction from the NGSS requires teachers to connect students with more tangible, real-world context. Agriculture continues to prove it is a great context for science education with this regard. However, as teachers turn toward the internet for information when designing lessons, they are faced with sorting through misinformation and propaganda from various groups pushing agendas.

Furthermore, NGSS requires teachers to approach challenging topics such as climate change and sustainability. Making sense of such challenging and nuanced topics such as these requires collaborative efforts and accurate information. There is a need to provide such opportunities as too often the loudest voices prevail, and teachers and students are exposed to inaccurate and/or misleading information. To achieve balance, and to ensure accuracy of information, a concerted effort must be made to engage teachers in the conversation around these topics.

The cattle industry is doing many great things rooted in science to work toward a sustainable future and we intend to introduce teachers, and therefore students, to those efforts and concepts. This connection will lead to a deeper understanding and appreciation of the beef industry as current and future consumers become better equipped to sort fact from fiction.

The Proposed Solution

To maximize the number of educators who are reached with the program, this tactic will continue to focus on strengthening relationships with State Beef Councils (SBCs). AFBFA and select teachers from its expansive network will work with SBCs to implement aspects of this initiative to obtain a broader level of participation and further reach of resources. AFBFA will work at a national level to train facilitators that are prepared to lead additional state-level events put on by SBCs and educational partners. AFBFA will work to make these important connections and to support both SBCs and educational entities. This will create more opportunities for teachers to be reached in their own localities and will strengthen connections to key industry leaders.

AFBFA proposes the following activities to continue building and supporting a community of science education influencers:

In-Person Professional Development

1. On The Farm STEM – National Event

Teams of elementary school, middle school, and high school science teachers and administrators will engage in extensive training on the Next Generation Science Standards and apply their learning through an immersive experience that connects teachers, cattle producers, and industry experts. This national
event will serve to grow the pool of educators eligible to join the On The Farm Train-the-Trainer Program (described in the following bullet). These teachers will work as a team to accomplish the following:

- Gain an understanding of the relevancy of cattle production to society and science education
- Design materials for the On The Farm STEM Open Education Resource (OER) platform. Open Education Resources are classroom materials that are freely available and contain a Creative Commons license. OER materials have been the latest trend in education for a number of years as teachers work toward acquiring more equitable resources. Creative Commons licenses help creators to retain copyright while allowing others to copy, distribute, and make some non-commercial uses of their work.
- Implement materials across their district’s science curriculum
- Create lasting connections with education and industry and address common misconceptions surrounding production, animal welfare, sustainability and more

2. On The Farm STEM Train-the-Trainer Program

This event will prepare 3 SBCs (implementing organization) and their educational partners* (facilitation organization) to enter a yearlong program to learn how to facilitate the connections between science and cattle production with accuracy and impact. Based on the successful On The Farm STEM program, this initiative is designed to empower state ag literacy groups to host immersive science education events in their own states. AFBFA identified 3 SBCs in FY22 for this program. This includes New York Beef Council, Washington Beef Commission, and Colorado Beef Council.

State Beef Councils, along with educational partners, and AFBFA will collaborate to achieve the following results through this initiative:

- Train teachers on NGSS connections and how to contextualize science education through the lens of cattle production
- Produce a facilitator guide that state ag literacy groups can use to plan and deliver events
- Formalize an instructor led training that teachers can use when facilitating education and industry connections
- Educational partners and SBCs deliver 3 state-level On The Farm STEM events
*Educational partners could include ag. literacy groups such as Ag in the Classroom, local educational departments, informal education outreach groups, etc. Educational partners would be required to facilitate NGSS context while working closely with their State Beef Council for content and communications accuracy.

3. On The Farm STEM – State Events

This event, delivered by State Beef Councils (SBC), introduces science teachers and administrators to the scientific concepts that drive the cattle industry. This immersive tour would link science teachers and influencers directly to beef farmers and ranchers, industry scientists, and other industry experts at the local level. This training will build capacity of teachers who have awareness and understanding of beef production and deliver accurate science experiences in the K-12 classroom while strengthening connections at the state level. State Beef Councils would be required to implement and meet certain benchmarks of the national OTF model to ensure quality and consistency. Based on FY22 SBC recruitment, these events will occur in New York, Washington, and Colorado.

Virtual Professional Development

1. Professional Development Livestream Events

These two half-day online events continue the success from FY20, FY21, and FY22. Guest speakers from the industry are brought in to provide context to the application of scientific principles as well as provide information on STEM career pathways in the beef industry. These experts are non-biased and help teachers and students to understand the challenging concepts that they may have never discussed or experienced otherwise. Connecting teachers and students to these experts ensures that they are receiving accurate information directly from the source rather than an opinion piece found online.

An important iteration to this year’s proposal is the inclusion of students in the design of these events. In FY23, AFBFA will design these virtual events with both teachers and students in mind. Data from student surveys conducted by AFBFA in FY22 demonstrates high interest in the science of food production, specifically beef. The results showed students were curious about the impact that cattle production has on sustainability, climate change, and food security. This interest shows us that beef production holds relevancy to students’ lives and that they are eager to learn more. With this in mind, it is important that students receive information that is accurate and comes from trusted sources.

2. “Science through the Lens of Agriculture” Webinar Series – Beef Focused

This series of webinars is proposed to feature the materials created by AFBFA as a contractor to the Beef Checkoff. An observation from the FY21 third-party external program review (managed through the Checkoff Evaluation Committee) was that teachers are hungry for more materials and guidance on the implementation of those
materials. This series of webinars will promote and support teacher efforts to include beef-funded education materials in their classroom.

**Educational Resources**

1. Classroom Resources (Lessons, Assessments, Teacher Guides, Etc.)

According to the external review of AFBFA programming, 9 out of 10 teachers reported a high interest in obtaining more materials that feature agriculture and beef production as a context for teaching science.** AFBFA will maintain/update existing materials while creating additional beef-science resources, including:

   - Iterative improvement of current units of instruction based on user feedback to make them better as a larger scope of students and teachers engage with the beef-science units of instruction. Keeping the units current and improving will ensure better implementation.

**Partnerships**

1. Collaborative Partnerships between Beef and Education

   This effort continues to connect groups of educators with beef industry experts. These partnerships could include, but are not limited to, teacher support networks, district partnerships, pilot programs, and more. AFBFA is dedicated to continued efforts to keep its nearly 3,000 educators engaged with beef producers and beef scientists. These partnerships not only build trusting relationships, they help in evaluating all components of this programming through feedback, iterations, and test trials, bringing teachers together with the industry allows for honest conversations further spreading the positive impact the beef industry has not only on the food supply chain, but also on society at large.

**Communications and Promotions**

1. National Science Teaching Association

   Continue strategic partnerships and promotion within the educational community to target educational influencers and key opinion leaders to broaden the network of people engaging with the beef-science units and professional development opportunities. This will be completed by engaging with the National Science Teaching Association (NSTA) along with direct engagement with district and state curriculum administrators.

2. Educational Articles and Publications

   Draft publications such as white papers, blog posts, articles, etc. for educational publications making the case for incorporating agriculture in general science
education. Use these articles and publications to share the success of these programs.

3. Volunteer Engagement

Engage and equip volunteers (Farm Bureau and other organizations) to use beef resources in classroom visits, school engagements, and other promotional efforts. As part of a broader effort to engage local volunteers passionate about ag literacy, AFBFA is committed to equipping volunteers with strategies and tools to use the developed beef resources in classroom visits and administrative meetings and as part of the overall community support movement with educators using beef-science in their curriculum.

** Prompted by the Beef Checkoff Evaluation Committee - External Program Review Report distributed by CBB Staff

**Measurable Objectives**

For tactics requesting $100,000 or less of CBB/BPOC funding, two measurable objectives are required. For tactics requesting over $100,000 of CBB/BPOC funding, at least three to five measurable objectives are required.

1. Maintain an average satisfaction score of 4 or higher on a 5-point Likert scale for all professional development events.
2. 80% of teachers who participate in professional development events or use Checkoff-funded AFBFA educational materials will report a positive perception of the beef industry.
3. Engage 3 or more state beef councils to host an immersive On The Farm STEM event in their state.

**Performance Efficiency Measures**

A tactic can have up to three identified target audiences for the “General Target Audience” and “Key opinion Leaders” categories.

General Target Audience:
- Educators Reach Goal: 3,076,890
- Educators Engagement Goal: 486,630

Key Opinion Leaders:
- Educator Coordinators/Leads Reach Goal: 141,010
- Educator Coordinators/Leads Engagement Goal: 28,860
## LRP Initiatives Addressed by this Tactic

<table>
<thead>
<tr>
<th>Drive Growth in Beef Exports</th>
<th>Grow Consumer Trust in Beef Production</th>
<th>Develop &amp; Implement Better Business Models &amp; Value Distribution Across All Segments</th>
<th>Promote &amp; Capitalize on the Multiple Advantage of Beef</th>
<th>Improve the Business &amp; Political Climate of Beef</th>
<th>Safeguard &amp; Cultivate Investment in Beef, Industry Research, Marketing &amp; Innovation</th>
</tr>
</thead>
<tbody>
<tr>
<td>☐ Drive the adoption of traceability for all U.S. cattle to help promote U.S. beef through (verified) value-added programs, while protecting the health &amp; well-being of cattle and our markets from the effects of contagious diseases</td>
<td>☐ Measure, document, improve &amp; communicate the net climate and environmental impact of beef production</td>
<td>☐ Use innovative methods &amp; technologies to value carcasses based on eating satisfaction &amp; red meat yield</td>
<td>☐ Promote the role of beef in a health &amp; sustainable diet</td>
<td>☐ Demonstrate beef's positive sustainability message &amp; key role in regenerative agriculture</td>
<td>☐ Attract innovation &amp; intellectual capital &amp; cultivate the next generation of talent into the beef industry</td>
</tr>
<tr>
<td>☐ Identify &amp; address export customer needs &amp; values</td>
<td>☐ Educate medical, diet &amp; health professionals about beef &amp; beef production</td>
<td>☐ Develop production/processing/marketing systems that result in more equitable margin distribution</td>
<td>☐ Implement a marketing campaign that communicates beef's advantage compared to alternative proteins</td>
<td>☐ Defend beef’s product identity</td>
<td>☐ Encourage the cooperation &amp; collaboration of existing industry advisory committees to identify &amp; prioritize research efforts</td>
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<tr>
<td>☐ Collaborate with targeted partners to promote U.S. beef in foreign markets</td>
<td>☐ Align &amp; collaborate with traditional &amp; nontraditional partners to tell the positive story of beef production</td>
<td>☐ Engage positively in the sustainable nutrition conversation</td>
<td>☐ Develop targeted marketing programs focused on the highest opportunity market segments</td>
<td>☐ Ensure beef’s inclusion in dietary recommendations</td>
<td>☐ Increase industry funds for beef marketing, promotion, and research</td>
</tr>
<tr>
<td>☐ Invest in research, marketing &amp; education programs</td>
<td>☐ Intensify efforts in educating consumers as well as supply chain decision makers about the benefits of animal care programs like BQA &amp; their impact on animal well-being</td>
<td>☐ Explore business models and risk management tools that result in more sustainable producer profit opportunities</td>
<td>☐ Cultivate collaborative promotion partnerships</td>
<td>☐ Drive continuous improvement in food safety</td>
<td>☐ Develop crisis management plans</td>
</tr>
<tr>
<td>☐ Expand BQA program to include verification</td>
<td>☐ Develop a direct-to-consumer beef safety campaign</td>
<td>☐ Use innovative methods &amp; technologies to value carcasses based on eating satisfaction &amp; red meat yield</td>
<td>☐ Promote innovative online marketing, packaging &amp; shipping solutions to enable the direct marketing of beef</td>
<td>☐ Engage consumers in a memorable beef eating experience</td>
<td>☐ Promote underutilized beef cuts &amp; new variety meat products</td>
</tr>
</tbody>
</table>

### Committee(s) to Score this Tactic

<table>
<thead>
<tr>
<th>Consumer Trust</th>
<th>Domestic Marketing</th>
<th>International Marketing</th>
<th>Nutrition &amp; Health</th>
<th>Safety &amp; Product Innovation</th>
<th>Stakeholder Engagement</th>
</tr>
</thead>
<tbody>
<tr>
<td>☐</td>
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</tr>
</tbody>
</table>

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SUPPLEMENTAL INFORMATION FOR THIS AR

1. **Please explain changes from the FY 2022 approved AR:**

   The focus on expanding SBC connections and providing the resources from a national level to support state-level efforts will ensure better, localized support and implementation.

   AFBFA has greatly expanded its virtual offerings in this year's AR. This effort is to support teachers in asynchronous learning opportunities that can be enhanced by state-level ag literacy groups and SBCs. This chance was made to expand reach that the national level while deepening engagement at the local level.

2. **List any proposed vendors/agencies that will be used to complete the work in this AR.**

   Instructional Design and Project Management: Vivayic, Inc. (Lincoln, NE) [www.vivayic.com](http://www.vivayic.com)

3. **Will all work with vendors/agencies be competitively bid?**

   No. This program will leverage an ongoing relationship between AFBFA and Vivayic, Inc. Vivayic's agricultural education experts fulfill the responsibilities of the Foundation's Education Director.

4. **Please list any relationships between this AR and projects previously funded by the Beef Promotion Operating Committee (BPOC).**

   This AR extends the reach and impact established through AR 1708-CI, AR 1606-CI, AR 1509-CI, AR 1921-CI, AR 2021-CI, and AR 2121-CI.

5. **If applicable, explain how this AR can be extended by State Beef Councils or other contractors.**

   State Beef Councils (SBCs) will play a large role in the proposed AR. SBCs will deliver the professional development immersive events at the state-level. SBCs will lead and assist in the teacher recruitment efforts and event planning. AFBFA will generate support materials for these events and assist in training both teachers and SBC personnel to deliver these immersive On The Farm STEM workshops/farm tours.
POTENTIAL PARTNERSHIP LIST
Partners/collaborators does NOT include subcontractors.

- Cornell University and New York State Extension
- American Farm Bureau Federation
- National Science Teaching Association
- WestEd: NextGenScience team
- National Agriculture in the Classroom Organization
- State Agriculture in the Classroom organizations
- State Departments of Education
- New York Beef Council
- Washington Beef Commission
- Colorado Beef Council
- Oklahoma Beef Council
- United States Department of Agriculture
- Pacific Education Institute

DETAILED BUDGET SUMMARY
In the following three sections, use the tables to report program budget information from the following funding sources:

- Cattlemen's Beef Board/Beef Promotion Operating Committee (CBB/BPOC)
- "Other Funding" sources such as:
  o Federation of State Beef Councils (FSBC)
  o Individual Qualified State Beef Council (QSBC) Funds
  o Government Funds (e.g., Market Access Program, Foreign Market Development)
  o Grain/Oilseed Funds (e.g., National Corn Growers Association, American Soybean Association)
  o Corporate Funds (e.g., tech and pharma companies)
  o Etc.
Section 1 – FY23 Funding Requested by Tactic

CBB/BPOC Funding Requested by Tactic
The following table outlines the amount of CBB/BPOC funding that is being requested for each tactic within this AR, and the committee(s) that has been selected to score each tactic.

<table>
<thead>
<tr>
<th>Committee Name</th>
<th>Tactic</th>
<th>Tactic Name</th>
<th>Direct Costs</th>
<th>Implementation</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consumer Trust</td>
<td>A</td>
<td>Immersive professional development and accurate science education materials for STEM educators</td>
<td>$810,000</td>
<td>$90,000</td>
<td>$900,000</td>
</tr>
</tbody>
</table>

TOTAL $810,000 | $90,000 | $900,000 |

Other Funding Sources Requested by Tactic
The following table reports the amount of proposed and/or anticipated "Other Funding" sources that would be applied to this AR’s tactics. The funding information in this table is for informational purposes only and demonstrates external collaboration as delineated in the 2021-2025 Beef Industry Long Range Plan.

<table>
<thead>
<tr>
<th>Funding Source</th>
<th>Tactic</th>
<th>Tactic Name</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dairy Management, Inc.</td>
<td>A</td>
<td>Immersive professional development and accurate science education materials for STEM educators</td>
<td>$37,000</td>
</tr>
<tr>
<td>N/A</td>
<td>B</td>
<td>Antimicrobial Fellowship Program – Phase 2, The Built Experience</td>
<td>$</td>
</tr>
</tbody>
</table>

TOTAL $37,000
Use the space to below if you wish to provide additional comments/information on the FY23 CBB/BPOC or Other Funding amount that are being requested for this AR’s tactics.

Dairy Management, Inc. is providing funding for an On The Farm STEM program similar in scope to the On The Farm STEM program funded by the Beef Checkoff. By co-promoting the two programs through paid social media, at conferences such as the National Science Teaching Association conference, and professional development opportunities presented through AFBFA’s Food and Agriculture Center for Science Education, we will be able to gain greater leverage to reach more educators for the programs described in this AR.

Section 2 – Summary of FY22 AR Budgets and Expenses

AR Classification

This section reports budget information on ARs that are continuing program work from last year. The below description outlines the classification category the describes this AR.

Classification: This AR is a continuation of, or builds up, program work from last year. CBB will report information in the "FY22 CBB/BPOC Funding" table and the contractor will provide information for the "FY22 Other Funding Sources" table.

FY22 CBB/BPOC Funding

The following table reports the amount of awarded and expended CBB/BPOC funding for this AR in FY22.

<table>
<thead>
<tr>
<th>AR# 2221-CI</th>
<th>FY22 CBB/BPOC Funding</th>
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</thead>
<tbody>
<tr>
<td>Direct Costs</td>
<td>Implementation</td>
</tr>
<tr>
<td>Funds Awarded</td>
<td>$833,400</td>
</tr>
<tr>
<td>Actual Expenses</td>
<td>$0</td>
</tr>
</tbody>
</table>

Note: The Cattlemen’s Beef Board completed the fields in this table.
FY22 Other Funding Sources
The following table reports the amount of committed and expended "Other Funding" sources for this AR in FY22. The funding information in this table is for informational purposes only and demonstrates external collaboration as delineated in the 2021-2025 Beef Industry Long Range Plan.

<table>
<thead>
<tr>
<th>FY22 Other Funding Sources (Informational Only)</th>
</tr>
</thead>
<tbody>
<tr>
<td>AR# 2221-CI</td>
</tr>
<tr>
<td>Funding Source</td>
</tr>
<tr>
<td>A Dairy Management, Inc.</td>
</tr>
<tr>
<td>B American Farm Bureau Foundation for Agriculture</td>
</tr>
</tbody>
</table>

Use the space to below if you wish to provide additional comments/information on the FY22 CBB/BPOC or Other Funding budget and expense summaries.

AFBFA created and launched the Food and Agriculture Center for Science Education (The Center) to showcase our resources and professional development opportunities for science educators. The curricula, resources, and professional development created and offered with funding from the Beef Checkoff are prominently featured on this site. AFBFA use its own funds to create the site and create a brochure to promote the site. The site and brochure cost a total of $11,789.

With the addition of an On The Farm STEM program funded by Dairy Management Inc (DMI), DMI paid for a banner ad on the National Science Teaching Association website to encourage applications for the program. This elevated the profile of the On The Farm STEM program focused on beef. The cost of the banner ad was $2,250.

Section 3 – Historical Summary of AR Budgets and Expenses

AR Classification
This section reports budget information on ARs that are continuing program work from last two years (or longer). The below description outlines the classification category the describes this AR.

Classification: This AR is a continuation of, or builds upon, program work from the last two years (or longer). CBB will report information in the "CBB/BPOC Historical" table, and we will provide information for the "Other Funding Sources Historical" table.
CBB/BPOC Funding – Historical Summary
The following table reports the amount of awarded and expended CBB/BPOC funding for this AR in FY19, FY20, and FY21.

<table>
<thead>
<tr>
<th>AR Period1</th>
<th>FY21 AR# 2121-CI</th>
<th>FY20 AR# 2021-CI</th>
<th>FY19 AR# 1921-CI</th>
</tr>
</thead>
<tbody>
<tr>
<td>Start Date:</td>
<td>October 1, 2020</td>
<td>October 1, 2019</td>
<td>October 1, 2018</td>
</tr>
<tr>
<td>End Date:</td>
<td>December 31, 2021</td>
<td>September 30, 2020</td>
<td>November 29, 2019</td>
</tr>
<tr>
<td>Funds Awarded</td>
<td>$670,996</td>
<td>$698,300</td>
<td>$700,000</td>
</tr>
<tr>
<td>Actual Expenses2</td>
<td>$575,514</td>
<td>$630,176</td>
<td>$610,193</td>
</tr>
</tbody>
</table>

1For multiyear ARs, the "End Date" reflects the date that the AR is schedule to be completed.
2If the AR "End Date" has not year occurred, actual expenses will be reflective of the following time period: AR Start Date - June 30, 2022.

Other Funding – Historical Summary
The following table reports the amount of "Other Funding" source expenditures for this AR in FY19, FY20, and FY21. The funding information in this table is for informational purposes only and demonstrates external collaboration as delineated in the 2021-2025 Beef Industry Long Range Plan.

<table>
<thead>
<tr>
<th>Other Funding Sources (Informational Only)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY21 AR# 2121-CI</td>
</tr>
<tr>
<td>-----------------</td>
</tr>
<tr>
<td>Funding Source</td>
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<tr>
<td>American Farm Bureau Foundation for Agriculture</td>
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</tbody>
</table>

Use the space to below if you wish to provide additional comments/information on the historical CBB/BPOC or Other Funding budget and expense summaries.

FY21: AFBFA spent $6,000 of its own funds for the early development of the Food and Agriculture Center for Science Education platform, which features Checkoff-funded resources and professional development.