

COUNTY FARM BUREAU  
GUIDE TO THE

# FARM

Food, Agriculture & Resources in Motion

# Science Lab



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## What is the FARM Science Lab?

- The FARM Science Lab is a 40-foot mobile classroom, equipped with the latest teaching technologies and tooled with STEM-based lessons that are aligned with the Next Generation Science Standards (NGSS) and National Agricultural Literacy Outcomes (NALOs) to increase agricultural awareness. The FARM Science Lab reinforces grade-level standards with hands-on science opportunities while increasing students' knowledge of how agriculture impacts their daily lives. Each lesson has been individually crafted and tested by certified teachers.
- The FARM Science Lab offers schools the convenience of bringing a field trip- style experience to their front door. Students will receive an out-of-classroom, hands-on experience without the hassle of transportation arrangements or field trip permission slips.

## What does the FARM Science Lab provide?

- Next Generation Science Standards aligned lessons for grades K-5, developed by a certified teacher which exemplify the value of agriculture in our daily lives
- Hands-on science experience integrating Science, Technology, Engineering and Math
- Agriculture-related extension materials for each classroom
- Climate-controlled, handicap accessible mobile lab
- Up to five 50-minute classes per day
- 10 work stations (3 students per station)

## What do schools need to provide?

- Electrical hookup within 75 feet of trailer placement or a generator will be provided by the FARM Science Lab for an additional fee
- Secure, level, paved parking space (10 feet by 50 feet)
- Teachers and administrators are required to review online orientation materials prior to our visit
- A classroom teacher or content specialist must be present during all FARM Science Lab lessons
- One adult volunteer to help all day, each day of the lab's visit
- Schools are encouraged to seek community sponsorship of the lab's visit. These local groups may help fund your FARM Science Lab visit:
  - County Farm Bureaus or other agricultural businesses
  - Local Farm Bureau Insurance agency
  - Community organizations or foundations with grants
  - PTA or PTO

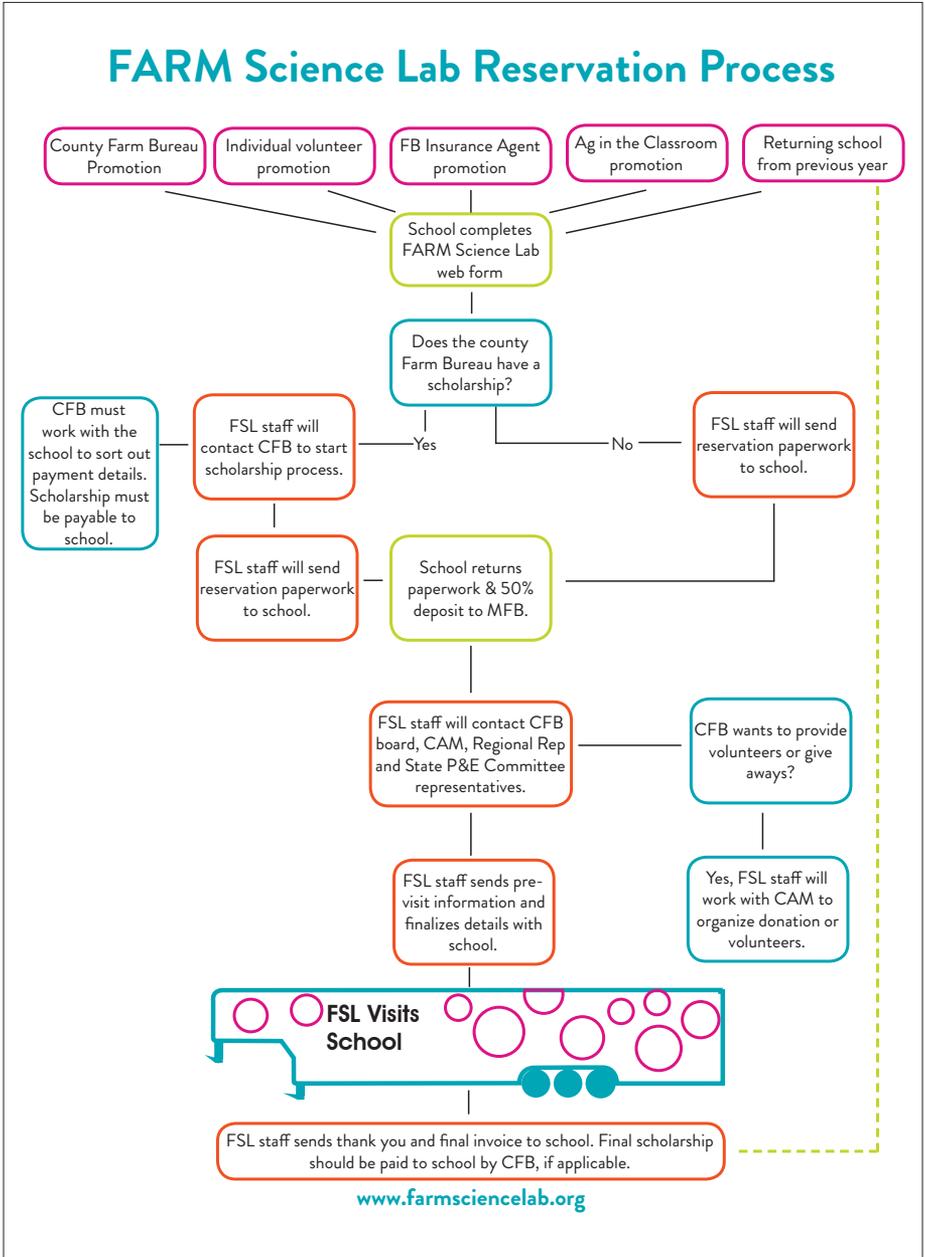
**County Farm Bureaus could coordinate members to volunteer!**

*See pages 12-14 for more details.*



# The Ask

## How does the reservation process work?



## Who to ask

While school staff must coordinate the FARM Science Lab reservations, county Farm Bureau members making local connections with school staff or administrators is the most effective way to promote this program. Consider the ways your county Farm Bureau or membership interact with the school and leverage these partnerships:

### STRONG CONNECTIONS

- Project RED participating teachers
- Agriculture in the Classroom teacher participants
- High school agriscience teacher (to help network with elementary educators)
- Children or Grandchildren's teachers
- Regular Farm Bureau members who work or volunteer at the school

### GOOD CONNECTIONS

- Community members connected to the school — who do you know who is a teacher? Church members, service club members, friends, etc.
- Parent-teacher organization officers
- Farm Bureau Insurance agents — to connect with insureds who are teachers

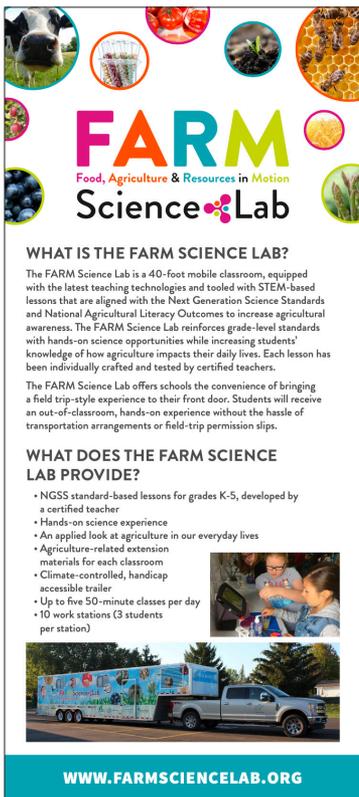
### WEAK BUT STILL FEASIBLE CONNECTIONS

- Cold calls/emails to principals, curriculum directors or teachers
- Cold calls/emails to school board members
- Stop in at a school and ask to speak to an administrator or curriculum specialist

### TEMPLATES PROVIDED IN THIS GUIDEBOOK

- Talking points for explaining the FSL and value to school (page 5)
- Follow up to talking points email (page 6)
- Letter for a cold call email to a school representative (Page 6)
- Email to connect school and FSL staff for scheduling (Page 7)

## How to ask



**FARM**  
Food, Agriculture & Resources in Motion  
**Science Lab**

**WHAT IS THE FARM SCIENCE LAB?**  
The FARM Science Lab is a 40-foot mobile classroom, equipped with the latest teaching technologies and tooled with STEM-based lessons that are aligned with the Next Generation Science Standards and National Agricultural Literacy Outcomes to increase agricultural awareness. The FARM Science Lab reinforces grade-level standards with hands-on science opportunities while increasing students' knowledge of how agriculture impacts their daily lives. Each lesson has been individually crafted and tested by certified teachers.

The FARM Science Lab offers schools the convenience of bringing a field trip-style experience to their front door. Students will receive an out-of-classroom, hands-on experience without the hassle of transportation arrangements or field-trip permission slips.

**WHAT DOES THE FARM SCIENCE LAB PROVIDE?**

- NGSS standard-based lessons for grades K-5, developed by a certified teacher
- Hands-on science experience
- An applied look at agriculture in our everyday lives
- Agriculture-related extension materials for each classroom
- Climate-controlled, handicap accessible trailer
- Up to five 50-minute classes per day
- 10 work stations (3 students per station)



[WWW.FARMSCIENCELAB.ORG](http://WWW.FARMSCIENCELAB.ORG)

### PROMOTIONAL MATERIAL

The FARM Science Lab promotional card is available for free through the Michigan Agriculture in the Classroom online store: [www.miagclassroom.org](http://www.miagclassroom.org). Work with your county administrative manager to order.

### TALKING POINTS TO EXPLAIN THE FARM SCIENCE LAB

Use these talking points if you're going to speak with a teacher or school administrator about having the lab visit their school.

- I am a member of the \_\_\_\_\_ (*insert county name*) Farm Bureau, an organization for farmers here in our area. We have an awesome opportunity to assist in bringing an educational mobile science lab to local schools to share the ways agriculture connects to our daily life and our community.
- The lab is called the FARM Science Lab. It's a 40 foot long trailer with 10

educational stations inside. It would park right at the school, like a field trip that comes to you! Each classroom would visit the lab for a hands-on agriculture lesson. Lessons are taught by a FARM Science Lab staff person.

- All the lessons are tied to science educational standards and there's different lessons available for each grade, K-5. K-2 lessons are 30 minutes long, while 3-5 grade lessons are 50 minutes.
- One contact person from the school would need to help coordinate the lab's visit in order to schedule classes, pick appropriate lessons, and communicate with the other teachers, however I'd be happy to help this person.
- The lab does have a fee associated with it's visit but ( \_\_\_\_\_ *County Farm Bureau would be able to assist with this cost*) or (*I would be willing to work with your parent organization and other community partners to find funds to sponsor this cost*).

## CONVERSATION FOLLOW UP TEMPLATE EMAIL

**New message** — ✕ ✕

Hi \_\_\_\_ (*insert school contact name*),

It was great to speak with you the other day about the FARM Science Lab! I wanted to follow up with a link to the program's website to help you learn more about the program: [www.farmsciencelab.com](http://www.farmsciencelab.com). Like I mentioned, (*\_\_\_\_ County Farm Bureau has funds available to sponsor the lab's visit.*) or (*I would be happy to assist in finding sponsorship for the lab's visit.*)

I hope you'll consider this unique and educational program for students at \_\_\_\_ (*insert school name*). After you've looked through the information on the website, let me know if you have any further questions!

Thank you,  
(*insert your name*)

---

**SEND** A | 📎 🗑️ | ⋮

\*Considering following up one last time in person, especially if this school contact is your child's teacher or other acquaintance that you see frequently.

## EXISTING RELATIONSHIP TEMPLATE EMAIL

Use this template for school contacts you have an established relationship with. This template is meant to be a starting point. Adjust the language to make it your own and reflective of your relationship with the school and your community.

### New message



Hi \_\_\_\_\_ (*insert school contact*),

It is so great to have your class join us each year for our Project RED event at the fairgrounds! As farmers in your community and former parents of children in the \_\_\_\_\_ (*insert school district name*) district, I love being able to support the students and showcase possible career paths during the field trip.

As members of \_\_\_\_\_ (*insert county name*) County Farm Bureau, we have another educational opportunity to offer. The FARM Science Lab is an agricultural education program that visits schools around the state! It's a 40-foot mobile classroom that teaches science lessons to students in grades K-5. One classroom at a time can visit the lab and the lessons are taught by the lab's own educator. All the lessons are tied to appropriate educational standards. The lab needs to stay at one school for two days but can stay as many as needed to reach all the students. It's like a field trip that comes right to you! You can learn more at [www.farmsciencelab.com](http://www.farmsciencelab.com).

While (*insert county Farm Bureau name*) plans to continue our Project RED event, we think this is a great opportunity to continue to connect students with agriculture in other grades. I would love to chat with you more about this. (*insert optional statement: Our county Farm Bureau has scholarship funds to support the cost of the FARM Science Lab at your school.*) You can reach me at (*insert phone number*) or reply to this email.

Thank you for your consideration,  
(*insert your name*)

SEND



Use this template for an email to a school administrator or teacher that you do not have a relationship with.

**New message** — ✕ ✕

Hello \_\_\_\_ (*insert school contact*),

As a community member and a local farmer, I would like to share an agricultural education opportunity \_\_\_\_ (*insert county name*) Farm Bureau could help support for your elementary school. The FARM Science Lab is an agricultural education program that visits schools around the state! It's a 40-foot mobile classroom that teaches science lessons to students in grades K-5. One classroom at a time can visit the lab and the lessons are taught by the lab's own educator. All the lessons are tied to appropriate educational standards. The lab needs to stay at one school for two days but can stay as many as needed to reach all the students. It's like a field trip that comes right to you! You can learn more at [www.farmsciencelab.com](http://www.farmsciencelab.com).

I would love to chat with you more about this. (*insert optional statement: Our county Farm Bureau has scholarship funds to support the cost of the FARM Science Lab at your school.*) You can reach me at (*insert phone number*) or reply to this email.

Thank you for your consideration,  
(*insert your name*)

---

**SEND** A | @ 🗑️ | ⋮

\*If you don't receive a response from your outreach within a couple of days, consider following up with a phone call.

## TEMPLATE EMAIL TO CONNECT SCHOOL STAFF TO FARM SCIENCE LAB STAFF

### New message



Hi \_\_\_\_ (*insert teacher name*)

I am so excited to hear you're interested in having the FARM Science Lab come to \_\_\_\_ (*insert school name*). Now that you are ready to start the reservation process, you will need to fill out this online form. This will connect you with the FARM Science Lab staff who will assist in finding a date that will work along with selecting lessons and all other logistics of the lab's visit. As the information states, you will be billed for a deposit and for a final payment for the lab's visit. Once you have this in process, you and I can visit further about the sponsorship we discussed as \_\_\_\_ (*insert county name*) Farm Bureau will make the \$\_\_\_\_ payment directly to the school.

If you have any other questions, don't hesitate to reach out.

Thank you,  
(*insert your name*)

SEND



**Independent**  
NEWSGROUP

HOME CLASSIFIEDS DEATH NOTICES COMMUNITY LETTERS TO THE EDITOR SPECIAL SECTIONS RATES & MEDIA KITS CONTACT

## FARM Science Lab Visits Bryant Elementary in Owosso

Home » News » Sunday North » FARM Science Lab Visits Bryant Elementary in Owosso

December 23, 2019 • Sunday North, Sunday South

*THESE 4TH-GRADERS at Bryant Elementary School in Owosso thoroughly enjoyed their lesson from FARM Science Lab agricultural educator Nicole Whitmore on Wednesday, Dec. 18. Robin Powell's 4th-grade class received a tutorial covering the importance of agriculture, with visual aids, hands-on learning tools and interactive group work to further enhance the presentation.*

*The students learned the difference between dirt and soil, and that approximately 75 percent*

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## Media

Michigan Farm Bureau staff recommend the school takes the lead on media outreach in order to accommodate school security and student privacy needs. However, if the county Farm Bureau can assist school staff or provide comments to the media this would further support both school and media relationships. Collaborate with your school contacts to discuss media outreach strategies and timing. If the school is interested in assistance, use the following documents as guidance.

### Suggestions for connecting with the media

- Once the FARM Science Lab dates are confirmed, have a conversation with your school contact about their desired media promotion.
  - » Discuss if the school is comfortable having a reporter stop by to experience the FARM Science Lab.
  - » Sometimes schools have a dedicated reporter assigned to their school or district. A school representative might be most comfortable working with this person directly.
  - » Offer to have a county Farm Bureau representative at the lab when the reporter arrives to assist the media representative.
  - » Confirm if the school representative would like to reach to the media directly.
- If your county Farm Bureau has a strong relationship with a local media outlet, offer to introduce the school contact to the media representative and let the school contact coordinate the outreach from there.
- **Only if the school agrees to have media visit the lab and requests assistance should the county Farm Bureau reach to the media directly.**

# Template press release



## Students receive hands-on agriculture lesson at FARM Science Lab

Today, students from (**INSERT SCHOOL NAME**) learned more about how their food is raised when they visited the Michigan Farm Bureau Food, Agriculture & Resources in Motion (FARM) Science Lab.

Equipped with the latest teaching technologies and STEM-based lessons to increase agricultural awareness, the mobile classroom brought hands-on, field trip-type learning directly to (**INSERT SCHOOL NAME**).

The lab is facilitated by regional educators who've been trained on the current Next Generation Science Standards (NGSS), who aim to expand participants' horizons regarding science and agriculture.

Students learned more about careers in agriculture and science through experiential lessons, including (**INSERT LESSON DETAILS**), helping them understand how agriculture impacts their daily lives so they grow into informed consumers.

"Agriculture affects all our lives every day, but many people don't understand how healthy, nutritious food arrives on their tables; how fiber is produced to clothe them, or how agriculture products provide shelter," said (**INSERT NAME AND TITLE**). "Michigan's food and farm sector produces more than 300 commodities and generates more than \$100 billion in economic activity annually. Not only is agriculture important to students personally, it is vital to our state and national economy."

The FARM Science Lab has visited over 400 schools in Michigan since fall of 2017, impacting more than 45,000 students and 1,800 educators. The program is facilitated by regional educators who aim to expand the horizons of students regarding science and agriculture.

Stemming from an idea proposed by county Farm Bureau members, the FARM Science Lab was made possible by the Michigan Foundation for Agriculture. This FARM Science Lab brought to life by the generous donations of our Farm Bureau members, 26 county Farm Bureaus, agricultural commodity organizations and other corporate sponsors.

Teachers or school districts can learn more about how to book a lesson by visiting [farmsciencelab.org](http://farmsciencelab.org).

## County Farm Bureau media talking points

- \_\_\_\_\_ County Farm Bureau is proud to sponsor the FARM Science Lab as an agricultural education opportunity for students at \_\_\_\_\_ (*insert school name*). As farmers in this community, we want to help students see the connections between our farms and the products they use every day.
- With food and farming as Michigan's third largest economic sector, we have many jobs available in these careers. We want \_\_\_\_\_ (*insert school name*) students to see the opportunities available.
- The FARM Science lab is a mobile classroom, equipped with the latest teaching technologies and lessons that meet Next Generation Science Standards and National Agricultural Literacy Outcomes to increase agricultural awareness.
- The FARM Science lab offers schools the convenience of bringing field-trip-style learning to our front door.
- Students are exposed to careers related to agriculture and science through experiential lessons, aiming to help students understand how agriculture impacts their daily lives so they grow into informed consumers.
- The FARM Science Lab was created out of an idea from our county Farm Bureau members.
- The FARM Science Lab was made possible by the Michigan Foundation for Agriculture. This idea was brought to life by the generous donations of our Farm Bureau members, 26 county Farm Bureaus, agricultural commodity organizations and other corporate sponsors.



## Template social share graphics or Facebook posts

As you post, be sure to tag as many of the schools and organizations as you can!

- **Promotion with scholarship funds:** Teachers or elementary school parents! \_\_\_\_\_ (*insert county Farm Bureau name*) would like to help bring the FARM Science Lab to our community! Help us connect to a local school. Direct message us for more details!
  - Post with attached share graphic:



- **General Promotion:** The FARM Science Lab is now taking reservations for the \_\_\_\_\_ (*insert years*) school year! Reserve a spot to bring the lab to your school today! (*Include the following link for reservation documents [www.miagclassroom.org/lab](http://www.miagclassroom.org/lab).*)
- **To post following the visit:** \_\_\_\_\_ County Farm Bureau welcomed the FARM Science Lab to \_\_\_\_\_ (*insert school name*) this week! \_\_\_\_\_ (*list members who volunteered*) had fun sharing agriculture with the (*insert grade*) students! Thank you to (*insert sponsors, if any*).
  - Post with photo of the lab parked at the school and/or photos of activities inside the lab, if allowed by the school.
- **Second option for post following visit:** The FARM Science Lab visited \_\_\_\_\_ (*insert school name*) this week! (*Include 1-5 photos of the lab and students, if you have school permission or use the attached graphics.*)



## Scholarships

### Tips and tricks for how to provide a scholarship

- Have an application process (see sample on next page).
- Consider if all applications must be received by one deadline or if funds would be distributed on a rolling-basis.
  - Suggested deadline: Apply by April 1 for funds for the next school year. The FARM Science Lab calendar is often nearly full by the end of one school year for the following school year.
- Keep it simple! Too much red tape will discourage schools from applying.
- Consider how you might spread funds throughout your county or encourage schools you have less connection with to apply to build these relationships.
- Funds distribution—any scholarship must be paid to the school as the school is directly billed for the FARM Science Lab visit. A 50% deposit is required to reserve the FARM Science Lab. If your county Farm Bureau is providing a partial scholarship, consider suggesting the school pay the deposit and the county Farm Bureau fund the balance.
- Notify the FARM Science Lab staff that your county Farm Bureau has a scholarship available to help connect schools who may reach out with local funding opportunities.



## Suggested scholarship application questions

The questions listed below are suggested questions for a FARM Science Lab scholarship application. However, each county Farm Bureau may create their own application. Consider working with your county Administrative Manager to use using Microsoft Forms or Google Forms as a free tool to create a digital application.

- School Contact Name
- School Contact phone number and email address
- School Contact Title
- School District
- School Name and address
- Number of classrooms wishing to visit the FARM Science Lab (provide space to fill in a number for each grade K, 1, 2, 3, 4 and 5)
- Provide an explanation of how the FARM Science Lab would connect to your school's current science curriculum
- Explain why you are seeking funding from a community partner for this experience
- Would your school be interested in additional educational opportunities with local farmers? Yes or No
- Is your school interested in additional information about Michigan Agriculture in the Classroom lessons, teacher training and programming? Yes or No
- Provide an application deadline
- Provide a date by which recipients and non-recipients will be notified



## During the Visit

### County Farm Bureau members in the FARM Science Lab

#### VOLUNTEER IN THE LAB

The FARM Science Lab needs one additional adult each day to assist the regional educator in preparing and cleaning up materials between classes. Having local farmers as this volunteer helps to build greater agricultural awareness and provides Farm Bureau members a unique opportunity to make connections within the school.

- Volunteer Role
  - Full day volunteers are preferred however half day options may be available depending on the school schedule. A full day is approximately 7:30 a.m. to 4:00 p.m. with a half hour for lunch.
  - Regional Educator will provide direction as to responsibilities of the day.

- Tasks include passing out papers and lab materials, cleaning up between classes, resetting student stations, preparing materials for future lessons, and assisting students as instructed by regional educator.
- Volunteers must be comfortable being on their feet most of the day and should plan to pack a nut-free lunch.
- Volunteers must be able to pass a school volunteer background check such as iChat which would be run by the school office, if required.
- Volunteer Coordination Timeline
  - **3 months out:** Michigan Farm Bureau will notify a county Farm Bureau (CAM and P&E Chair) that the FARM Science Lab has a confirmed reservation in their county. This communication will ask if the county would like to provide volunteers.
  - **1 month out:** County Farm Bureau will be reminded of commitment to provide volunteers, what information needs to be collected and provided a final deadline to turn in volunteer list to the FARM Science Lab staff.
  - **2 weeks out:** Michigan Farm Bureau will follow up with CAM to obtain list of volunteers.
  - **1 week out:** MFB will email each volunteer to confirm the schedule for their day in the lab and provide any last-minute reminders.
  - **Week of visit:** FARM Science Lab staff should have cell phone numbers for all volunteers and will communicate directly if changes arise. The volunteers, CAM, or any other county Farm Bureau representatives a part of the lab's visit should communicate directly with FARM Science Lab staff should problems or questions arise.
  - **Following the visit:** Whether or not the county Farm Bureau has provided volunteers, Michigan Farm Bureau staff will be in touch to remind the county Farm Bureau of follow up opportunities with each school and thank volunteers.

## JUST CHECKING IN VISIT

If your county Farm Bureau is unable to provide daily volunteers but your P&E Chairperson, county President or other leadership would like to welcome the FARM Science Lab to your community, consider organizing a time for one or two people to stop in.

- Due to school security and a very tight schedule, unannounced visitors present a challenge for the FARM Science Lab's regional educator.
- When your county receives the notification that the FARM Science Lab is coming to your community, please reply letting FARM Science Lab staff know one of your leaders would like to stop in. You will then be

notified of the lab's schedule and what time is best for the drop in. Likely this timeframe will be before or after school.

- If you would like to see the lab in action, discuss this with FSL staff early on to find a time that would work best.
- One of these check in times is a great time to take a photo of the lab recognizably at the school, without students around, for posting to social media.

## **WHAT IF CFB BOARD OR OTHER MEMBERS WANT TO SEE THE LAB IN COMMUNITY**

As the FARM Science Lab travels the state this provides a great opportunity to realize the investment made by Michigan Farm Bureau, Michigan Foundation for Agriculture, corporate partners, county Farm Bureaus and individual donors. Coordination of any special visit to the lab must be done well in advance through the Michigan Farm Bureau contacts, once visit dates are finalized.

- When your county Farm Bureau receives the notification that the FARM Science Lab is coming to your community, reply letting staff know you would like to arrange this special time.
- Depending on the lab's travel schedule, regional educator availability, and school permissions a few adults may be able to join the lab for a few short intervals to observe programming.
- If the county Farm Bureau has additional ideas of bringing the full board or other community partners to the FARM Science Lab after school hours, share these ideas with FSL staff right away so appropriate plans can be considered. It is important the most appropriate staff members and leaders are available and adequately prepared to discuss the lab programming with supporting audiences therefore extra planning may be needed for this type of visit.
- Remember, the FARM Science Lab's first priority is to provide agricultural education to school students. Events for adults must be flexible around the class and travel schedule so this is not always feasible.

## **How to provide extra handouts or classroom/student resources**

- The FARM Science Lab provides each teacher whose class visits the lab the following items:
  - One Michigan commodity map placemat
  - Michigan Fruits Coloring Book or Michigan Ag Mag (K-2 grades only)
  - Agricultural Careers Ag Mag (3-5 grades only)

- My American Farm App promotional card
- Michigan Agriculture in the Classroom promotional card
- County Farm Bureaus are welcome to provide additional handouts to the classes. Some suggestions include:
  - A book for each classroom or the school library that compliments the lesson themes
  - Additional Ag Mags on the lesson topic
  - Trinkets such as bookmarks, pencils, animal erasers or other small item
  - Locally raised food product for each student that associates with the lesson content such as apples, dairy items, popcorn, crackers, cereal, or other options. For food donations, be sure to consult with your school contact to accommodate allergies or other school snack policies.

Check out the Michigan Agriculture in the Classroom online store for school gift options!





## Suggested lesson and book pairings

GRADE	FARM LESSON	BOOK	AUTHOR
K-2	Build-A-Farm	<i>Busy Barnyard</i>	John Schindel
		<i>Sleep Tight Farm</i>	Eugenie Doyle
		<i>How did that get in my Lunchbox?</i>	Chris Butterworth
K-2	Crawly Critters	<i>National Geographic: Caterpillar to Butterfly</i>	Laura Marsh
		<i>The Beeman</i>	Laurie Krebs and Valeria Cis
		<i>Insects are my Life</i>	Megan McDonald
K-2	Forest and Me	<i>The Tree Farmer</i>	Chuck Leavell
		<i>The Michigan Counting Book</i>	Kathy-jo Wargin
		<i>Sugarbush Spring</i>	Marsha Wilson Chall
K-2	Window Garden	<i>A Seed in Need: A First Look at the Plant Cycle</i>	Sam Godwin
		<i>First Peas to the Table</i>	Susan Grigsby

GRADE	FARM LESSON	BOOK	AUTHOR
3-5	Extraction of Life	<i>The Kid Who Changed the World</i>	Andy Andrews
		<i>11 Experiments that Failed</i>	Nancy Carpenter
3-5	Field Plastic	<i>Corn in the story of agriculture</i>	Susan Anderson and JoAnne Buggey
		<i>Popcorn!</i>	Elaine Landau
3-5	Parts Per Water	<i>Watersheds</i>	Clive Dobson
		<i>Water is Water</i>	Miranda Paul
		<i>Did a dinosaur drink this water</i>	Robert E. Wells
3-5	Power of Potato	<i>Tops and Bottoms</i>	Janet Stevens
		<i>George Crum and the Saratoga Chip</i>	Gaylia Taylor
		<i>No Small Potatoes: Junius G. Groves and His Kingdom in Kansas</i>	Tonya Bolden
3-5	Resourceful Bean	<i>Auntie Yang's Great Soybean Picnic</i>	Ginnie Lo
		<i>Full of Beans</i>	Peggy Thomas
3-5	Simply MOOvelous	<i>Tales of the Dairy Godmother</i>	Viola Butler
		<i>The Girl Who Thought in Pictures</i>	Julia Finley Mosca
3-5	Spying on Soil	<i>Diary of a Worm</i>	Dorren Cronin
		<i>A Handful of Dirt</i>	Raymond Bial
		<i>Erosion</i>	Darcy Pattison



## Follow Up

The FARM Science Lab is just one piece to the agricultural education puzzle. In follow up to the lab's visit in your community, consider how your county Farm Bureau is building upon this and other outreach to share agricultural lessons with students of all ages. The next few pages provide examples of how to thank schools for hosting the lab as well as share ways to build a continuum of agricultural outreach to students in different grades.

### Thank a school for hosting the FARM Science Lab

- Write a thank you note to the main teacher who organized the visit.
- Write a thank you note to the school's principal for partnering with your county Farm Bureau or for simply supporting special activities for the students.
- Write a thank you note to the parent organization board for helping to sponsor the FARM Science Lab (if applicable).

#### SAMPLE TEACHER THANK YOU NOTE

Dear Mrs. School Teacher, *(insert teacher name)*

Thank you for all the work you've put in to organizing the FARM Science Lab visit to \_\_\_\_ *(insert school)*. We have enjoyed partnering with you to show the students at \_\_\_\_ *(insert school)* the career opportunities agriculture has to offer and the way farms provide for our daily needs. You have gone above and beyond to provide this experience for your students. We look forward continuing to partner with you for Project RED and other Agriculture in the Classroom visits!

Thank you,

*\*(insert names of county Farm Bureau board or P&E Chairperson)*

#### SAMPLE PRINCIPAL THANK YOU NOTE

Dear Mrs. Principal, *(insert principal name)*

Thank you for hosting the FARM Science Lab this week at \_\_\_\_ *(insert school)*. As a community organization, we are proud to partner in order

to show students career opportunities in our county. We are thankful you and your teachers value these opportunities as well. We really appreciate the time \_\_\_\_\_ (*insert teacher coordinator's name*) took to work with us to bring the lab to your school. We look forward to continuing these agricultural education partnerships such as the lab, Project RED and March is Reading month visits (*or insert other activity here*).

Thank you,

*\*(insert names of county Farm Bureau board or P&E Chairperson)*

**\*Thank you note tip:** Insert a list of first and last names of county Farm Bureau board of directors rather than “\_\_\_\_\_ County Farm Bureau Board” to provide connectivity to the people involved in making this happen. Relationship building will go further knowing names of individuals associated with the project.

## **Classroom donation thank yous**

See pages 14-15 for a list of classroom donation ideas. County Farm Bureaus are welcome to provide these extension items in coordination with the FARM Science Lab's visit or set up a future visit at the school to read and donate books, additional classroom items, etc.

## **Attend a parent organization meeting**

If the parent organization provided sponsorship for the FARM Science Lab, consider attending one of their meetings to thank the board for providing the experience.

## **Connect the agricultural dots**

Agricultural education outreach doesn't stop with the FARM Science Lab! To build lasting connections with students and teachers, find ways to incorporate Agriculture in the Classroom at each grade level. County Farm Bureau programming is as diverse as our Michigan farms. Each county organization should find what fits for their farmers and the schools they partner with.

### **CONSIDER THIS:**

- What touch points is your county Farm Bureau offering to each grade level?
  - Examples:
    - » FARM Science Lab visit for K-5
    - » Project RED 3rd or 4th grade
    - » FARM Crates or reading in the classroom during March is Reading Month for K-2
    - » Virtual or regular farm tour for upper elementary grades not involved in Project RED
    - » FARM Crates for upper elementary not involved in Project RED

- What grade do you invite to Project RED?
  - Are there gaps in grades you partner with? If so, how could you reach these grades?
    - School Science Night
    - Career Day or Career Expos
    - March is Reading Month
    - Individual classroom lessons
    - Field trips
    - Safety events that include agriculture aspects, but are generalized to fit all students
    - Virtual field trip or Ask a Farmer web conference
- 

## **We're Here to Help!**

### **FARM SCIENCE LAB GENERAL INQUIRIES**

[farmsciencelab@michfb.com](mailto:farmsciencelab@michfb.com) | 517-679-5969

#### **Nathan Hanselman**

##### **AGRICULTURE IN THE CLASSROOM SPECIALIST**

[nhansel@michfb.com](mailto:nhansel@michfb.com) | 517-679-5969

- Inquiries about FARM Science Lab scheduling and promotion
- School reservation and billing needs
- Volunteer scheduling in the FARM Science Lab

#### **Amelia Miller**

##### **PROMOTION AND EDUCATION PROGRAM SPECIALIST**

[amille2@michfb.com](mailto:amille2@michfb.com) | 517-679-5688

- County Farm Bureau volunteer led Agriculture in the Classroom support
- FARM Science Lab volunteer responsibilities and recruitment assistance
- Project RED or other farm field trip support

#### **Michelle Blodgett**

##### **MICHIGAN AGRICULTURE IN THE CLASSROOM MANAGER**

[blodge@michfb.com](mailto:blodge@michfb.com) | 517-679-5893

- FARM Science Lab Regional Educator Recruitment and Training
- FARM Science Lab Open Houses or community outreach
- Teacher-focused Agriculture in the Classroom lesson development and promotion



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