FDACS PEANUT MARKETING ORDER 2023-2024 REPORT QUARTER 4 - FINAL - APRIL, MAY, JUNE 2024



REPORT DATE
JUNE 28, 2024

PREPARED BY
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FPF President, Dwight Stansel, Executive Director, Laura Goss, met with a small group Round Table discussion at UF, with USDA Deputy Secretary Xochitl Torres Small & Under Secretary Dr. Chavendra Jacobs-Young, January 26, 2024.



Feeding Florida Agriculture Liaison, Cacee Hilliard (L) & Food4Kids Backpack program Executive Director Margot DeConna (R), receive Peanut Butter from FPF.

SNAPSHOT

2023-2024	Q1.	Q2	Q3	Q4	TOTAL
PROMOTIONAL EVENTS/ ACTIVITIES	45	30	61	32	168
JARS OF PEANUT BUTTER DONATED	14,322	0	3,936	17,280	35,538
TOTAL REACH	152,114	485,930	1,710,778	308,050	2,656,872

ACTIVITY OVERVIEW

Q	CONSUMER	INDUSTRY	TOTAL
1	40	5	45
2	26	4	30
3	52	9	61
4	28	4	32
Q	NEW	ONGOING	TOTAL
1	20	25	45
2	14	16	30
3	21	40	61

CORE PROGRAMS



February 24, 2024, Florida Peanut Federation Annual Membership Meeting and Banquet in Lake City, Florida.

Each of the core programs highlights a value of Florida Peanut Federation (FPF). FPF is always striving to execute activities, in order to achieve maximum results for efforts and investments. Year-to-year, the number of projects wax and wain, yet each year the effectiveness of each program is closely measured and monitored for growth.

ADVOCACY

support for or recommendation of PEANUTS



PROMOTION

publicization to provide support to increase sales of PEANUTS



PHILANTHROPY

concern for others demonstrated by Peanu Butter DONATIONS



62ACTIVITIES

EDUCATION

imparting knowledge of ◀ PEANUTS and peanut industry in Florida



PARTNERSHIPS

joint interest, being a partner with a group/organization



658
PARTNERS



MagriScience students, FFA members, throwing out packs of peanuts in their school homecoming parades.



Suwannee County 4H member, giving Power up Patrol, packs to the security office at North Florida Fair in Tallahassee.



FFA Advisors happy to have packs of peanuts for their National FFA Week celebrations with their chapters.



The intention was a spin off of a traditional 'corn dig' where kids dig through the pool of peanuts to find treasures. This little guy just needed a rest after a so much walking at the Central Florida Peanut Festival in Williston.

PERFORMANCE SUMMARY

Marketing Order year 2023-24 saw a budget decrease from the several years prior. Fifteen and a half percent lower than last year, marketing efforts remained on target, despite the contract amount being \$33,667 lower than the year before. Find the report below, percentage by quarter, increase or decrease in numbers.

2023 vs 2024	Total Events/ Activities	Industry Events/ Activities	ADVOCACY PROMOTION EDUCATION PHILANTHROPY	Partnerships	Total Reach
Q1	26% 🖡	73% 👃	++++	7%	56% 👃
Q2	35% 🖡	60% 🖡	++++	80% 🖡	86% 👚
Q3	30% 🕇	18% 👃	***	73% 👃	13%
Q4	22% 🖶	69% 🖶	++++	478%	44% 🖡
Total	10% 🕇	58% ₩	++++	56%	3.3%

2023 MEDIA IMPRESSIONS 2023 EARNED MEDIA

1,819,140

5,673,102

INVESTMENT

FDACS Peanut Marketing Order 2023-24 Investment

\$ 183,000

Florida Peanut Federation raised funds invested

\$ 40,000



Total

\$ 223,000

COST PER CONSUMER REACHED 2023-2024

8.4¢

2022-2023 10 CENTS 2021-2022 11 CENTS

QUARTER 1 HIGHLIGHTS

Florida Farm Bureau Young Farmers & Ranchers Conference

American Peanut Research & Education Society Annual Conference

Taste of the South annual fundraiser gala in Washington DC

UF Florida Youth Institute Tour

Elementary Teacher Resource Guide

Gilchrist Co 4H Camp Pilot Program

Florida 4H State University Conference

Pallet of Peanut Butter to Mt Gilliad Church Food Bank

Pallet of Peanut Butter to Feed the Need of Putnam County

Florida Climate Smart Agriculture stakeholder meeting

Back to School Weekend Backpack Program Peanut Butter Donations

Elementary School Back to School events

Power Up Patrol School Resource Officer Protein Snack Packs

Levy Co On-Farm Researcher Reverse Field Day

Hamilton Co On-Farm Researcher Reverse Field Day

Peanut Field Day at NFREC-SV

Hamilton Co Peanut Field Day, On Farm Trials

Pallet of Peanut Butter to Citrus County Bags of Blessings

900 jars of Peanut Butter to Backpack for Kids of Jackson County

Florida Farm Bureau Ag Tailgate

National Peanut Day Celebrations

Hurricane Idalia Response & Support

Office Snack Sneak Attack

Student Peanut Recipe Challenge

Peanut Harvest Student Tour



QUARTER 1 MONTHLY SPOTLIGHT ACHIEVEMENT

JULY 2023

American Peanut Research & Education Society Annual Conference, FPF attended July 10th, at the UGA Research Center for the international researchers tour. Researchers discussed peanut topics as they toured the GA research facility.



AUGUST 2023

Levy & Hamilton County On-Farm Researcher Reverse Field Days, a highlight to innovation and commendable way for research staff to get in the field and see the 'real world' problems first hand..



SEPTEMBER 2023

In the aftermath of Hurricane Idalia, North Florida agricultural losses were staggering, with initial estimates indicating damages totaling over \$500 million. Crops, equipment, buildings suffered extensive damage due to the storm's high winds and flooding, leading to significant financial setbacks for farmers across the region. The widespread destruction underscored the vulnerability of the agricultural industry to extreme weather events, highlighting the urgent need for resilience and adaptation measures to mitigate future impacts.



QUARTER 2 HIGHLIGHTS

Peanut Butter Challenge

Farmers Recovery from Hurricane Idalia

Series of Did You Know social media posts

Breast Cancer Awareness Month

Pink Peanuts in Action

Central Florida Peanut Festival

Sunbelt Ag Expo

Student T-Shirt Design Contest

Fall Festivals / Trunk or Treat / Halloweed Decor cost share program

Student Peanut Harvest Tour

Pioneer Day Festival

Dixie Ag10 Festival

Annual Farm Bureau Federation
Conference

Forestry Festival Field Trip

National FFA Convention

Florida Gateway Fair

Taste of the Nature Coast

Fall Harvest Experience at UF IFAS NFREC-SV

National STEAM/STEM Day

Power Up Patrol at North Florida Fair

National Junior Horticulture Association conference

Christmas Card Coloring Contest

Christmas on the Square

































QUARTER 2 MONTHLY SPOTLIGHT SACHIEVEMENT

OCTOBER 2023

The Central Florida Peanut Festival is held in Williston on the first Saturday of October each year. More than 10,000 visitors attended this year's event. FPF was showcased on WCJB TV-20 News.



NOVEMBER 2023

The Fall Harvest Experience, hosted by UF IFAS NFREC-SV, is a three week event that hosts thousands of elementary school students. The 2023, theme was "Water". As peanuts played right into that theme, we showcased peanuts to all of the participating students and sent teachers and school administrators with peanut curriculum, to reach an estimated 10,000 students.



DECEMBER 2023

December 1-18, FPF hosted the annual Christmas Card Coloring Contest.

More than 4000 students participated, FPF recognized more than 200 elementary school teachers, providing peanut educational resources and Thank You! drawing for one teacher to win \$250 gift car for classroom supplies.



QUARTER 3 HIGHLIGHTS

2024 New Year "Did You Know" social media campaign, featuring healthy peanut facts with recipes and nutritional information

Christmas Card winners recognition & celebration

Peanuts help Brains Work school teacher program

Presentation to Ft White FFA Chapter for their social media post reaching over 10.000

Healthy Farms - Healthy Bays stakeholder group workshop

FPF promo video "Day in the Life" released on Social Media

1440 jars Peanut Butter delivered to Citrus County Blessings backpack program

Florida Association of Agricultural Educators conference favor bag sponsor

Dixie Middle FFA State Ag Tour

FFB Taste of Florida Agriculture in the Capitol Courtyard in Tallahassee

1440 jars of Peanut Butter to Food4Kids Backpack Program FPF meeting specifically discussing impacts to the peanut industry

Florida Literacy Week, 4H members reading peanut books to elementary students

National Peanut Butter day, peanut butter donation blitz

FDACS PAC Winter Research Meeting

Roundtable meeting with USDA

George Washington Carver Lending Library to Lafayette County Elementary School

Social Media Campaign leading up to World Cancer Day

February is Hearth Month, Peanuts are good for heart health, social media campaign

Online celebration of George Washington Carver during Black History Month, complete with elementary curriculum for teachers

FPF offered match for Peanut Butter donations to Children's Table pantry, in high need, food drive































QUARTER 3 HIGHLIGHTS

Florida State Fair, FPF sponsored peanut 'digging' display in the Little Farm Hands interactivie area, int he Florida Ag Hall of Fame Building

National FFA Week, FPF sponsored chapter activities

Dixie Middle FFA hosted Ag Day

Williston FFA Ag Day festivities

FFA Alumnus, Laura Goss, guest speaker for FFA week celebration

Lake City Middle School FFA, FPF supported homelessness supply bags

Columbia County FFA invited Laura Goss to be a member of the Advisory board

Laura Goss elected Board of Director for Food4Kids Backpack Program of North Florida

Bell Elementary Science Day

Trenton Elementary Science Day

Mayo Ag Services Tradeshow and Vendor Expo

Hamilton County Peanut Producers pre-planting season seminar

Gathering in Gilchrist event

#BuildingBlocksChallenge, lego building contest, 2 regional events, 1 state event

FPF Annual Membership Meeting and Banquet

BHS Scholarship Gala sponsor

Florida Strawberry Festival, sponsor, Florida Peanut TWOSDAY, peanut promo packs distributed on Tuesday, March 5th

National Peanut Butter Lovers Day

FPF First Annual TShirt Design Contest Winners Annual Contest

Suwannee County Farm Bureau popcorn and peanuts sponsor

Branford Ag Day with High School, Middle School, & Elementary School

Hamilton County Ag Day with Jasper 4th graders

Interview of Laura Goss, FPF, featured on Southeast Ag Net

Lafayette County Peanut Production Meeting

Florida 4H County Events, contests, support in many counties

Peanut Butter Donation to Wakulla District Schools

Williston High School peanuts are nutritional workshop

Florida 4H Day at the Capitol

McAlpin Community Feed the Community Day

6 Gen Ag Services Farmer Appreciation Dinner

JANUARY 2024

3000 jars of Peanut Butter were donated in Early January. FPF hosted students (young and old), along with supporter volunteers, to make the Peanut Butter deliveries to the organizations that distribute.





QUARTER 3 MONTHLY SPOTLIGHT ACHIEVEMEN

FEBRUARY 2024

#BuildingBlocksChallenge was a lego building contest, based on the premise of "Peanuts are Building Blocks of a Healthy Body". The contest was held in two regional competitions, with winners advancing to the state contest on February 24th at the FPF Annual Meeting, WCJB TV-20 got wind of the contest and featured Laura Goss for a live interview that aired on 5 news programs throughout the day. Online reach was over 35.000, and the total media reach was just under 500,000. This contest will be expanded and offered for years to come!



MARCH 2024

The Gathering in Gilchrist has become an honored tradition with Sheriffs from across the state. An evening of patriotism and appreciation for Law Enforcement, FPF was thrilled to have a larger part this year. providing the VIP tent and peanuts for all 600+ attendees.



QUARTER 4 HIGHLIGHTS

Day at the Farm NFREC-SV hosted community day, FPF set up peanut booth, giving packets with seads and instructions so people can take them home and grow their own peanuts

Dixie County Centenial Celebration, festival and parade, FPF booth showcased peanuts in light of how environmentally friendly they are, as Dixie County is boardered by water on three sides

Farm Bureau President's Conference, FPF supplied packs of peanuts for the conference favor bags

April 1st Peanut Butter Pick Up Party, FPF hosted reception appreciation event for volunteers of various groups, as nearly a dozen organizations picked up peanut butter to supply their community through the rest of the school year and their summer programs, refreshments were available, favor bags given, and lots of hugs, as more than 10,000 jars of Peanut Butter was picked up

Every Kid Healthy Week 3-week radio campaign

Peanut Education Program for LoveNCare preschool & daycare

\$10,000 presented to Dr. Barry Tillman to go toward the purchase of a research combine that will be used at UF/IFAS NFREC-SV

Contribution to The Peanut Institute Foundation for peanut nutritional research

911 Dispatcher Appreciation Week, FPF provided rain gauges and peanuts for local Sheriff's departments' 911 Dispatchers

Teacher Appreciation Week DIY Trial Mix Bar at BHS

Nurse's Appreciation Week DIY Trail Mix Bar

Hospital Week DIY Trail Mix Bar

Florida FFA State Convention

Florida 4H Legislature Conference

Suwannee High School Teen Health Fair

Nutrien White Springs Corporate Health Fair & Expo

CARES Celebration

Lafayette County AgVentures

Gilchrest Day at Bell Elementary

Sponsored Dixie FFA Banquet

Sponsored Ft White FFA Banquet

Sponsored Branford FFA Banquet

































APRIL 2024

Dixie Centennial Celebration Festival and Parade, FPF booth provided peanuts, games, and Goldfish for festival-goers, Booth depicting how sustainable peanuts are and was well received by all attendees



SPOTLIGHT SACHIEVEMENT



Congresswoman Kat Cammack's office presented a centennial flag to Dixie County leaders







MAY 2024



SPOTLIGHT S ACHIEVEMENT

April 18 at 10:02 AM - @

Congratulations to our 2024 #ThisFarmCARES recipients. We are so excited to honor these farms for their dedication to environmental stewardship in just two weeks at our 23rd annual Suwannee CARES Celebration! We hope you will join us to celebrate, click the link below to register! #Voicec/Ag #ThankAFarmerThursday

https://loom.ly/nfer9RI



2024 CARES Dinner had 600+ attendees and was a one-of-a-kind event showcasing the bounty of North Florida













JUNE 2024



Day Two of the 96th Florida FFA State Convention & Expo is coming to a close! Check out the highlights, sponsored by the Florida Peanut Federation #FLAFFA24





SPOTLIGHT SACHIEVEMENT



The Florida FFA Association recently selected 25 student members as finalists in the highly coveted "Stars of Florida" award recognition program. This program symbolizes the highest competitive recognition for FFA members and their Supervised Agricultural Experience (SAE) program(s) in seven different categories. Each candidate will be interviewed by a team of FFA, industry and Agriculture Education representatives to determine the winner in each area. Each finalist, their family and agriculture instructor(s) will be recognized at the Fourth General Session of the 96th Florida FFA Convention to be held at the Caribe Royale Resort in Orlando.



STATE STAR DISCOVERY

Wyatt Watson

Suwannee Middle

Hayden Henderson Trenton Middle

Kelsey Wilkerson Trenton Middle

Colby Holcomb

Turkey Creek Middle

WINNER ANNOUNCED IN SESSION 4
WEDNESDAY, JUNE 12

Florida FFA Convention Sponsor











November 10, 2023 LFG

EFFECTIVENESS METRICS

In response to this year's budget cuts, Florida Peanut Federation made strategic decisions to maintain continuity in many of our longstanding programs, albeit on a reduced scale.

While some activities showcased comparable effectiveness with limited resources, the majority did not yield the hopeful, anticipated outcomes.

Through rigorous evaluation grounded in our established effectiveness metrics, we have gleaned invaluable insights. These insights will serve as guiding principles for future decision-making, enabling us to prioritize resource allocation more effectively and optimize program performance in alignment with our overall goals.



Stakeholder meeting with Healthy Farms - Healthy Bays program, along with Florida Climate Smart Agriculture.



Sampling of Comparative Activities

July - Florida 4H University - Suggest Continuing to Support in Monetary Sponsorship and Providing Refreshments for the Student State Leaders and Volunteer Staff, 2022 Workshop was a huge success, however, may not be worth the additional cost required

August - Back to School - Suggest focusing on Peanut Butter donations for Backpack Programs (not included in this comparison), focus on supporting Ag & STEAM teachers Wish Lists, do not know if FPF pencils are an effective promotion

September - National Peanut Day Harvest Tour - Community Leadership Tour is eye-opening, suggest hosting this tour on a 2 or 4 year rotation, based on election cycle; Student tour every year, very encouraged by student participation, open to STEM students in the future; half day tour may be more palatable for professionals, yet it takes all day to see the entire industry overview

October - Breast Cancer Awareness - Suggest a large social event on a three year rotation, smaller community/school promotions effective as annual activities, girls seem to remember the statistic, as well as mothers and especially BC survivors, a worthwhile endeavor, 2023 promotion would have benefited from month-long, rather than week-long attention

October - Florida Farm Bureau Annual Conference - Suggest a larger participation and visible at FFBF conference, booth space is expensive, but necessary; Sponsorship of the headshot station was not enough; consider partnership with FPPA for expo space and demonstrations

Effectiveness Metrics	Detail	Points
OUTPUT METRICS	Assess the immediate results, number of activities, products delivered, services provided, understand volume and scale of program	20
OUTCOME & IMPACT METRICS	Changes or benefits that occur as a result, example: increased knowledge, changes in heavier, improvements in quality of life; Broader, long-term effects of program on target audience, include economics, improved health, reduced stress, etc.	40
PARTICIPANT FEEDBACK & SOCIAL RETURN ON INVESTMENT	Participant satisfaction, perception of program, suggestions for improvement & Social value generated by program in relation to resources invested, impact on society	20
STAKEHOLDER ENGAGEMENT	Engagement and satisfaction level of stakeholders, positive relationships	10
FUTURE SUSTAINABILITY	Program's ability to continue impact over time, assessing expenses, support, adaptability	10

FLOR DA PEANUT	Florida 4H University			
FEDERATION	2022	2023		
Overview	Snack Station, inc Pack Peanuts Career Workshop Sponsor Conference	Sponsor Conference Provide Packs of Peanuts		
Total Expenses	\$2200	\$1000		
In-Person Reach Media Reach Total Reach	1017 3540 4557	500 1000 1500		
S per Person	\$0.48	\$0.67		
Effectiveness Metrics	 ✓ Output ✓ Outcome & Impact ✓ Participant FB & Social ROI ✓ Stakeholder Engagement ☐ Future Sustainability 	Output Outcome & Impact Participant FB & Social ROI Stakeholder Engagement Future Sustainability		
Value Rating	****	****		
Photos				

()	(6-)			
FLOR DA PEANUT	Back to School			
FEDERATION	2022	2023		
Overview	20 Teacher Wish List Purchases 100 Backpacks w/ School Supplies	Pencils, Lanyards, Backpacks available at Festivals		
Total Expenses	\$1131	\$0		
In-Person Reach Media Reach Total Reach	2000 450 2450	200 400 600		
\$ per Person	\$0.46	\$0.00		
Effectiveness Metrics	Output Outcome & Impact Participant FB & Social ROI Stakeholder Engagement Future Sustainability	Output Outcome & Impact Participant FB & Social ROI Stakeholder Engagement Future Sustainability		
Value Rating	****	****		
Photos	Order Details Make it was assess, and agreement as small assess. Make it was assess, and agreement as small assess. Make it was assess, and agreement assess. Make it was assess.			

FLOR DA PEANUT FEDERATION	2022	2023
Overview	Pink Peanuts Soiree Event Event Sponsors Promotions at Festivals Servivors Gifts School Girl Special Gifts Community Relations Social Media Blitz Photography Session Newspaper Press Event	Pink Out Youth Football Game SHS Pink BCA Promotions BHS Pink BCA Promotions BHS Pink BCA Promotions
Total Expenses	\$3787	\$58
In-Person Reach	250	2000
Media Reach	65,000	1500
Total Reach	65,250	2500
S per Person	\$0.05	\$0.02
	Output	Output
	Outcome & Impact	Outcome & Impact
Effectiveness Metrics	Participant FB & Social ROI	Participant FB & Social Re
	Stakeholder Engagement Future Sustainability	Stakeholder Engagement Future Sustainability
Value Rating	****	****
	E0-2 -0-4	BUCCANE

FLOR DA PEANUT FEDERATION	2022	2023	
	2022	2023	
Overview	Sponsor Conference Promo Booth in Member Expo Stage Demo and Sample Charcuterie Breast Cancer Gift Bags Laura Judge Contest	Sponsor Member Headshot Laura Judge Contest	
Total Expenses	\$3800	\$387	
In-Person Reach	300	300	
Media Reach Total Reach	2500 2800	500 800	
S per Person	\$1.36	\$0.48	
Effectiveness Metrics	Output Outcome & Impact Participant FB & Social ROI Stakeholder Engagement Future Sustainability	Output Outcome & Impact Participant FB & Social I Stakeholder Engagement Future Sustainability	
Value Rating	****	****	

PEANUT BUTTER DONATIONS

Donating peanut butter to students in need is both helpful and worthwhile, providing essential nutrition and support for their overall well being.

STUDENT BACKPACK PROGRAMS



FOOD BANK / FOOD PANTRY / HOMELESSNESS SUPPORT

FARM SHARE 1,440 JARS CHURCH FOOD PANTRY 3,500 JARS FIRST RESPONDERS 250 JARS

UNITED WAY 500 JARS DISASTER RELIEF 1,200 JARS PREGNANCY CARE CENTERS 600 JARS

REGIONAL FOOD BANKS 2000 JARS MILITARY SUPPORT 600 JARS EXTREME WEATHER SHELTERS 450 JARS

14,322 JARS 0 JARS 3,936 JARS 17,280 JARS 35,538 JARS

STUDENT BACKPACK PROGRAMS

A. Quinn Jones Center, Archer Elementary School, Bronson Elementary, Bronson Middle High School, Buchholz High School, Chiefland Elementary School, Chiefland Middle High School, Chiles Elementary, Eastside High School, Fort Ciarle Middle School, Gainesville High School, Glen Springs Elementary, Hidden Oak Elementary, Joyce Bullock Elementary, Kanapaha Middle School, Lincoln Middle School, Neadowbrook Elementary, Norton Elementary School, Pace Center for Girls Alachua Pk Youge Professional Academies Magnet at Loftlen Middle School, Talbot Elementary, Terwilliger Elementary, Trilogy School, Westwood Middle School, Wiles Elementary, Williams Elementary, Williston Elementary, Williston Middle High School, Suwannee Middle School, Suwannee High School, Branford Elementary School, Branford Middle High School, Crystal River District Schools, Bell Elementary School, Anderson Elementary School, Old Town Elementary School, Lafayette Elementary School, Franklin Food Pantry, Putrata County food pantry, Salvation Army food pantry, Elder Care Services food pantry, Michael Conley Elementary School food pantry, Buck Gretchen Everhart School, A Quinn Jones Center, Archer y County Schools Black Bags, Bronson Middle High School, Chiefland Middle High School Chiles Elementary, glarke Middle School. ainesville High School, Glen Springs Elementary, Williston Elementary. School, Central Ridge Elementary High School, Citrus Springs Elementary School, Citrus Springs Middle School, Crystal River High School, Crystal River Middle School, Crystal River Primary School, Floral City Elementary School, Forest Ridge Elementary School, Hernando Elementary School, Homosassa Elementary School, Inverness Middle School, Inverness Primary School, Lecanto High School, Lecanto Middle School, Lecanto Primary School, Pleasant Grove Elementary School, Rock Crusher Elementary School, Academies of Citrus County, Browning Elementary School, James Long Elementary Schook, Kelley Smith Elementary School, Melrose Elementary School, Middleton Elementary School, Ochwilla Elementary School, Jenkins Elementary School, Moseley Elementary, Crescent City Ji-Sr High, Interlachen Jr-Sr High, Palatika Jr-Sr High, Qi Roberts Jr-Sr High School, Cottondale Elementary School, Cottondale High School, Graceville School, Grand Ridge School, Jackson Co Early Childrood Center, Malone School, Marianna High School, Marianna K-8 School, Sneads Elementary School, Sneads High School, Talbot Elementary, Terwilliger Elementary, Trilogy School, Westwood Middle School, Wiles Elementary, W. T. Moore Elementary School food pantry, Michael Conley Elementary School food pantry, Buck Lake Elementary School food pantry and the Gretchen Everhart School, Chiefland Elementary School, Chiefland Middle High School, Chiles Elementary, Eastside High School, Fort Clarke Middle School, Central Ridge Elementary School

Providing Peanut Butter as a part of the war on food insecurity - we recognize and respect the impact:

according to student survey results, children fed through school backpack programs experience these positive results:

78%

77% feel they are helping their family

60% exhibit improved behavior

59% find it easier to learn at school



JUNE 28, 2024



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