

Don't Wait Cultivatel

Sometimes it's hard to imagine the future... it's just so far away!

n agriculture, cultivation is the process of growing plants. When a farmer plants a seed, it is with the hope that in the future the seed will grow into a healthy, productive plant. During cultivation, a farmer must prepare the land, sow seeds, control weeds and pests, and ultimately harvest the crops. Cultivation requires an incredible amount of hard work, patience and preparation. With proper care and planning, the land will produce nutritious, useful or attractive plants for generations to come.

Just like farmers, what we do today significantly affects our future. It takes hard work, planning and patience to develop the skills needed for a successful career and future. So, what are you doing to cultivate your future? Believe it or not, the skills you are learning right now within your classroom will have a major impact on your adult life and future career. These skills, combined with your personal talents and passions, will set you on a path toward achievement.

If you work in agriculture, you're working for all of us! Agriculture is so much more than tending crops and milking cows. Today's agriculture requires an intricate web of scientists, growers, accountants, processors, marketers and even teachers to ensure that agriculture products are getting to us quickly and safely. Depending on your creativity, academic abilities, hobbies and interests, there is a fitting job for you in agriculture. But, don't take our word for it—plant your seeds for the future

and you'll be amazed at what will grow!

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A message for teachers

For eight consecutive years California Foundation for Agriculture in the Classroom has produced **What's Growin' On?**, a 16-page, interactive newspaper to help students discover the ways agriculture impacts their lives every day. This edition introduces readers to the abundant and diverse career opportunities in agriculture, food and life sciences. As a teacher you have the ability to prepare, or cultivate, students for these exciting careers by instilling in them important academic, critical thinking and interpersonal skills. You also have the ability to inspire and challenge students to dig deeper into the world around them. We are confident **What's Growin' On?** will help you in this commendable endeavor.

Each edition of **What's Growin' On?** is developed by educators and reviewed by leading agriculture industry experts to provide accurate and factual information about each topic. The activities on the following pages meet California Board of Education Content Standards for grades three through eight, while encouraging students to explore the food that feeds them, the fiber that clothes them, the materials that house them and the countless other ways agriculture is part of their lives.

echanical Mover Inclined plane: Wheel: Allows things



Farmers haven't always had the modern equipment they use today. Historically, farmers used horses and mules to pull **implements** such as discs and plows to till the fields and feed the nation. Today, farmers use **complex** machines, such as tractors, instead of animals. But no matter how complex they are, every machine is made of one or more of the six types of **simple** machines—the inclined plane, wedge, screw, wheel and axle, lever, and pulley.



A ramp that makes moving a heavy weight up or down easier.



to roll instead of slide when force is applied.



Wedge: Makes it easier to split things apart when force is applied.

Screw: Concentrates

the force applied

away from you.

to move something



Lever: Makes it easier to move heavy things by using a pivot point.



Pulley: Makes lifting easier by changing the direction of a



Complex machines like tractors use modern technology to make production more efficient. Farmers use tractor-mounted **GPS** receivers to collect data, such as soil samples from the ground, and record the sample's exact location. Software interprets the data collected and helps a farmer determine how much fertilizer, water and weed control to apply to specific areas of the field. When combined with an auto-steer system, GPS technology can automatically guide tractors as they perform a task.

Locate and label to following simple machines and complex technology on the tractor:

- GPS
- Auto-steer
- Lever
- Screw
- Wheel



Career Highlight

Name: John McClain Career: Agriculture mechanic

Degree: A.A. in diesel mechanics

Skills: Strong geometry skills are essential to my career. I often use the Pythagorean Theorem, a math skill I learned in middle school, to take accurate measurements and determine the angles of different mechanical parts.

Tractors: Then and Now

Agriculture engineers have designed tractors to increase the efficiency of production, which has greatly influenced how farmers plant, tend and harvest their crops. Determine the answers to the following questions, assuming a farmer works 12 hours each day.

1830 Pulling a plow with a team of horses enabled farmers to plow .08 acres per hour.

How	many	acres	could	a	farmer	plow	in	one
day?								

How long would it take to plow 349 acres?

2000 Modern tractors enable farmers to plow 8 acres per hour.

How	many	acres	could	a	tarmer	plow	ın	one
day?				_				

How long would it take to plow 349 acres?

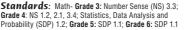
How much longer would it take to plow a 349-acre field with a team of horses than a tractor?

Standards: Math- Grade 3: Number Sense (NS) 2.1, 2.4, 2.8; Algebra and Functions (AF) 1.4, 2.1; Measurement and Geometry 1.4; Mathematical Reasoning (MR) 1.0; Grade 4: NS 1.3, 2.1, 3.2; MR 1.0; Grade 5: NS 2.2; MR 1.0; Grade 6: NS



Look through the newspaper ads and find five products that use simple machines. Determine the mean, median and mode for the prices of the different products.

Standards: Math- Grade 3: Number Sense (NS) 3.3; Grade 4: NS 1.2, 2.1, 3.4; Statistics, Data Analysis and



Playing it Safe



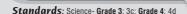
The Cood Cuys

Microbes live almost everywhere and while some are harmful, many make life easier. Without microbes to decompose material, the world would be covered with waste!

Saccharomyces cerevisae (sack-a-roe-MY-seas sair-a-VIS-e-eye), also known as yeast, makes bread rise.

Bacillus thuringiensis (bah-SIL-lus thoo-RINjee-en-sis) is a natural pesticide found in the soil.

Lactobacillus acidophilus (lack-toe-bah-SIL-lus a-sid-OF-ill-us) turns milk into yogurt.





Career: School nutrition services director Highest degree: B.S. in public administration

Skills: My love for reading, cultivated by excellent English teachers, has allowed me to expand my horizons in seeking greater educational opportunities. Today, my education and passion for nutritious foods helps me bring fresh, safe and healthy foods into school cafeterias.



In the Carden

Q: It's harvest time in the garden! As I walk through the vegetable plot, I pick a cherry tomato. Should I eat it?

A: Yes, and wash it first! Wash all fruits and vegetables thoroughly before eating to remove soil, organisms and other matter. Microorganisms, also known as microbes, are tiny organisms that can be beneficial or harmful. "Bad microbes" can make us sick.



Use various sources to research historical

foodborne illness outbreaks, such as the life of Typhoid Mary or the death of Alexander the Great. Using your local newspaper as a guide, create a front page story about the historical incident including accurate dates, facts and sources.

Standards: Health- Grade 4: 1.4.N; Grade 5: 1.5.N; Grade 7: 1.3.N, 1.4.N; Grade 8: 1.3.N, 1.4.N ELA- Grade 3: Writing 1.3; Written and Oral English Language Conventions (WOLC) 1.0; Grade 4: Writing 1.5, 1.6, 1.7, 1.8; WOLC 1.0; Grade 5: Reading 2.1, 2.2; Writing 1.3, 1.4; Grade 6: Reading 2.4; Writing 1.4; Grade 7: Reading 2.1, 2.2; Writing 1.4, 1.5, 1.6; Grade 8: Reading 2.4; Writing 1.4



At Home

Q: At a family picnic I grab a ham sandwich, but set it down to play soccer.

It's been sitting on the table for a few hours but it still looks okay. The weather has been very warm. Should I eat it?

A: No! Whether hot or cold, food temperature is very important. Hot foods should be kept hot, and cold foods should be kept cool. Most meat should be cooked to 160°F to kill **pathogens**, microbes that cause disease. Use a meat thermometer to measure the internal temperature. Place uneaten cooked meats promptly in the fridge.



Use the equations below to convert degrees Celsius to degrees Fahrenheit and vice versa.

$$C^{\circ} = \frac{5}{9} \, ^{\circ} F-32$$

$$F^{\circ} = \frac{9}{5} {^{\circ}C} + 32$$

Your barbequed pork chops come off the grill with an internal temperature of 60°C. For safe consumption, experts recommend cooking until the internal temperature reaches 160°F. Should you eat it?

Your refrigerator is set at 32°F. Food safety guidelines recommend the internal temperature be no higher than 4.5°C. Is your refrigerator cold enough?

Standards: Health- Grade 4: 1.4.N; Grade 5: 1.5.N; Grade 7: 1.3.N, 1.4.N; Grade 8: 1.3.N, 1.4.N Math- Grade 6: Algebra and Functions (AF) 1.0; Grade 7: AF 1.0; Measurement and Geometry 1.1



At School

Q: All my friends are already at our favorite lunch table. I went to the

restroom but skipped washing my hands to save time. I pull a sandwich out of my lunch baq. Should I eat it?

A: Wait! First, wash your hands! Use soap and hot water to remove any unseen pathogens and wash for at least 20 seconds. Washing your hands can help reduce the risk of **foodborne illness**.

Use the facts on this
Use the facts on this page to write a food safety
rhyming song or rap. It
should be at least 20 seconds long. Share the lyrics
to your "hand washing" song with the entire class.

Standards: Health- Grade 4: 1.4.N; Grade 5: 1.5.N; Grade 7: 1.3.N, 1.4.N; Grade 8: 1.3.N, 1.4.N ELA- Grade 3: Listening 1.9; Grade 4: Writing 1.1, Listening 1.9, Speaking 2.4; Grade 5: Writing 1.1; Grade 6: Listening 1.7; Grade 7: Listening 1.6; Grade 8: Speaking 2.5

Small World

Today it's easier than ever to transport ourselves, and goods, thousands of miles. Through trade and efficient transportation, individuals around the world can enjoy California's 400 different agricultural commodities. By investigating the way we

transport goods, it's easy to see it

really is a small world after all!

Use the statistics about U.S. exports and imports to create an appropriate graph. Label the x- and y-axis.

Standards: Mathematics- **Grade 4:** Statistics, Data Analysis and Probability (SDP) 1.1: **Grade 5:** SDP 1.2: **Grade 7:** SDP 1.1

TOP CA EXPORTS	TOP CA IMPORTS*
Almonds \$1,879,181,000	Coffee \$123,646,000
Dairy \$963,057,000	Bananas and Plantains \$103,607,000
Wine \$815,635,000	Other Fresh Fruit \$79,459,000
Table Grapes \$553,480,000	Raw Beet and Cane Sugar \$35,510,000
Cotton \$505,258,000	Processed Fruits and Vegetables \$26,450,000

*Based on CA proportion (13%) of all U.S. imports

Completed in 1869.

the first transcontinental railroad revolutionized the transport of goods and passengers across the nation. In 1877 the refrigerated van, a railway goods wagon with cooling equipment, further advanced agricultural trade. The refrigerated van circulated air through ice and then the entire wagon to keep the perishable contents from going bad. The cooled wagons made it possible to transport meat and produce throughout the U.S.

Investigate the history of the first transcontinental railroad and the significance of American Australia

immigrants in its construction. Use primary source databases, such as the Library of Congress, to help with your research. Write a fact-based fictional narrative from the viewpoint of an immigrant laborer.

Standards: ELA- Grade 3: Reading 2.1; Writing 1.0, 2.1, 2.2; Grade 4: Reading 2.2; Writing 1.0, 2.1, 2.3; **Grade 5**: Reading 2.1, 2.2; Writing 1.1, 2.1; Grade 6: Reading 2.1, 2.4; Writing 1.2, 2.1; Grade 7: Reading 2.2; Writing 2.1; Grade 8: Writing 2.1 History- Grade 4: 4.4.1: Grade 8: 8.6.2

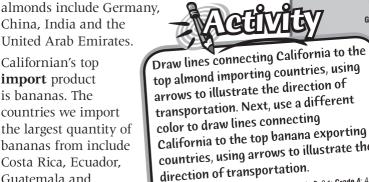
Tracking Trade

California's top commodity export is almonds. California produces 75% of the world's almond supply and more than 99% of the United State's almond

supply. The top export **market** for California almonds is Spain, which receives a total of 159 million pounds annually. Other top markets for

China, India and the United Arab Emirates.

Californian's top import product is bananas. The countries we import the largest quantity of bananas from include Costa Rica, Ecuador, Guatemala and Honduras.



California to the top banana exporting countries, using arrows to illustrate the direction of transportation.

Standards: History/Social Science- Grade 3: 3.1; Grade 4: 4







Afganistan

Name: Rafael Ambriz Ruiz Career: Truck driver Degree: High school diploma, commercial driver's license

Skills: As a kid, I always liked big equipment. When studying to get my Class A license I had to use the math and reading skills I leárned growing up. A good truck driver must be able to think logically and know the rules of the road.

Ships, trains, trucks and airplanes are all used to transport agricultural goods. Within the borders of the U.S., approximately 41% of agricultural goods are transported by

truck, 40% by rail and 19% by barge. Represent these numbers in percent, decimal and fraction form.

	Percent	Decimal	Fraction
Sea			
Rail			
Road			

Standards: Math-Grade 4: SDP 1.0; Grade 5: Number Sense (NS) 1.2; SDP 4.1; Grade 6: NS 1.2; SDP 2.0



ransport

Whatis Biotechnolog

Biotechnology is a big word! We can break it down by looking at its Greek roots.



Biotechnology: The art of using living organisms to provide useful products, processes and services to humanity.



What are other words that have the prefix -bio or suffix -logy? List the words and definitions below.

Bio		
Definition: _		
	logy	
Definition:		

Standards: ELA- Grade 3: Reading 1.1, 1.2; Grade 4: Reading 1.2, 1.3, 1.4;

Career Highlight

Grade 5: Reading 1.2. 1.4: Grade 7: Reading 1.2



environment.

Degree: PhD in plant biology Skills: In middle school I belonged to 4-H and learned many leadership and teamwork skills by holding different officer positions in my club. I use these skills in my job today to lead my team in making scientific discoveries that will benefit farmers, consumers and the

Let's Look Att

Scientists identify a **trait** within a living organism that they would like to change. For example, it would be useful to change yellow corn with the trait "easily eaten by insects" into yellow corn with the trait "toxic to insect pests." Useful traits are encoded by "genes of interest."

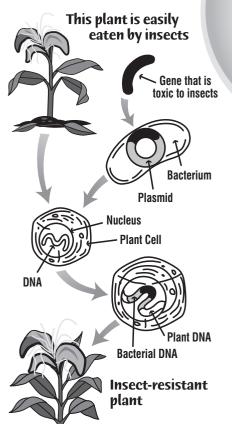
Scientists may look for "genes of interest" anywhere in nature. All living things use **DNA** to encode genetic

information, which is organized into units called genes. One or more genes will work together to encode a trait. For example, many bacteria have genes that allow them to produce molecules toxic to insects.

Scientists isolate a gene of interest from a donor organism's DNA and make many copies of it—this process is called cloning. A gene may be transferred into a single-celled organism, such as a bacterial cell, on a special loop of DNA called a plasmid vector. The bacterial cells are encouraged to grow and divide, making many identical copies of the plasmid carrying the gene of interest.

Finally, yellow corn plant cells take up the plasmids and the gene of interest integrates into the plant DNA. Resulting plants will have the gene of interest and will express the useful trait.

In fact, scientists have done this by adding a gene called "Bt" to the genetic information found in yellow corn!



Scientists use biotechnology to improve the quality of agriculture products for the farmer, consumer or environment. Imagine you are a scientist. Create an experiment to improve an agriculture product that affects you.

- 1. What animal or plant do you think could be improved to benefit society?
- 2. Using biotechnology, how could you improve it?
- 3. What other plant or animal could provide the desired trait you need for your experiment?
- 4. Write a hypothesis for your experiment.

Standards: Science-Grade 4: 6c; Grade 6: 7a; Grade 7: 1c, 2c, 2e

Biotechnology may sound new, but is has been around for thousands of years! Since 1800 B.C., early agriculturalists have used microbes for the **fermentation** process of making bread and producing cheese. What is new is the high-tech tools scientists use to modify these living organisms.

Biotech

Yesterday

Plant and animal sources of medicines discovered, cultivated and harvested.

Today

Increased pest and disease resistance.

Increased nutrients in plants, such as vitamins and minerals.

Scientists are now introducing "Golden Rice," a transgenic variety of rice that contains betacarotene. To make Golden Rice, genes for making beta-carotene were added to conventional rice. Beta-carotene is a pigment that gives carrots and other vegetables their orange color. Beta-carotene is converted into vitamin A in the human body. Golden Rice can help prevent childhood blindness and other health problems in children that do not get enough vitamin A in their normal diet.

Tomorrow

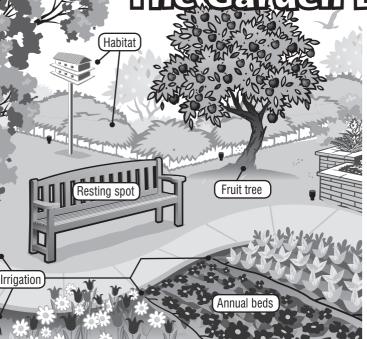
Potential for resource conservation, as more food can be grown on less land with fewer impacts on soil and water resources.

Potential to give consumers more food choices, like allergyfree peanuts.

This Land is Your Landscaping

Look around outside and observe what's in your **landscape**. Who created it? From plantings around a luxury hotel, professional sports field, shopping center and even your own backyard, chances are someone in the landscape industry put it there. Landscapers are professionals who design, plant and maintain outdoor areas.

The Carden Landscape



Landscapers are challenged to find a balance between beauty and function. Depending on the project, landscapers try to create and maintain an environment that is pleasing to the eye, but also provides a useful space to play, grow and enjoy!

- Fruit tree: produces fruit year after year while providing shade
- Irrigation: controls water **distribution** and reduces water loss
- Habitat: provides a home for birds, small animals and beneficial insects
- Resting spot: a place to enjoy your landscape
- Annual beds: for growing vegetables and flowers

Standards: Science-Grade 3: 3b, 3c; Grade 4: 3a

In Their Boots

Spend a day in their shoes! Landscape design is more than just picking out pretty plants; it also takes a great amount of spatial reasoning and careful measuring. Design a warm or cool season vegetable bed for your dream garden.

1. Using a separate piece of graph paper, draw (to scale) a vegetable bed that measures 4 feet by 12 feet.

2. Choose your crops from the chart and plot each plant within your bed. Keep in mind spacing and scale. Create a legend.

How many of each plant did you decide to grow?

	CROP	SPACING
7	Peas	.5 ft
0	Carrots	.25 ft.
9	Lettuce	.5 ft.
)	Broccoli	1.5 ft.
V	Tomato	2 ft.
8	Corn	1.5 ft
A	Bush Bean	.5 ft
1	Pumpkin	3 ft.

Standards: ELA- Grade 3: Measurement and Geometry (MG) 1.0; Grade 4: MG 1.0; Grade 5: Mathematical Reasoning (MR) 2.3; Grade 6: MR 2.4; Grade 7: MG 1.3; MR 2.

Who Works Here?

Arborist
Wholesale nursery owner
Irrigation technician
Landscape designer
Entomologist
Ornithologist
Horticulture therapist
Horticulture teacher
Construction worker

Research one of the landscaperelated careers listed above. On a separate piece of paper, write a multi-paragraph response addressing the questions below. Include citations for your sources.

What is the role of this person in the landscape industry?

Do you think you would enjoy this job? Why or why not?

Standards: ELA- **Grade 4:** Reading 2.2; Writing 1.5, 1.6, 1.7; **Grade 5:** Reading 2.3; Writing 1.3, 2.3; **Grade 6:** Writing 1.4, 2.3; **Grade 7:** Writing 1.4, 1.5; **Grade 7:** Reading 2.2; Writing 1.4, 1.5, 2.3b

Career Highlight

Name: Jajuan Francis Career: Landscape maintenance Degree: High school diploma

Skills: My favorite subject in school was science. I especially loved botany, the study of plant life and development. I use this knowledge in my job daily as I care for the plants that surround our beautiful State Capitol building.



10. A pilot plants the rice seed into the water via airplane. Create a six-line rhyming poem about what the pilot sees on the farm from the sky.

works for the state of California monitoring the amount of water used for agricultural purposes. If you flood a 4,500 ft. x 5,000 ft. field to a depth of 5 inches, how many total cubic feet of water must be

11. Your head irrigator notices one of the fields is not getting enough water. Upon further investigation, she discovers a water pump is broken. It takes two hours to fix the problem. **Move** back two spaces.

seeding

8. A seed salesperson visits the farm. You buy seed which costs \$36 for a 100 lb. bag. Later that day, a seed salesperson from a different company calls offering 500 lb. bags for \$195. Did you get the best deal? What is the difference in cost per pound?

7. A rice breeder has created a new rice breed that is resistant to disease and pests. This rice will help reduce costs and increase rice quality. Move ahead two spaces.

at the same time and work together to solve the problem. Players can check another player's answer on page 16.

Two or more players can be on one space

the die—the person with the greatest number will play first. On

your turn, toss the die and move your game piece the number of

spaces indicated. Read the scenario on the space aloud. As the

the problem. On your next turn, you must correctly solve the

for another attempt to answer the challenge correctly.

following players roll the die and continue play, you may work on

challenge. If solved correctly, you may roll the die and move on to

the next challenge. If incorrect, you must wait until your next turn

Start

1. An agriculture accountant prepares a budget for the farm. She estimates your expenses will total \$185,300 and your income will total \$235,100. Approximately what will the net

> 2. An agriculture economist forecasts the market demand for rice. This year he determines you will have a good market for approximately 392,000 pounds of rice. If an acre produces 8.000 pounds of rice, how many acres should you plant?

3. An insurance salesperson sells you crop insurance, reducing your risk of financial loss in the case of a natural disaster or unstable market. Move ahead two spaces.

4. You have a GPS unit installed on your tractor by a GPS technician. Describe two benefits of owning GPS technology as a rice farmer. (Hint: See page 3)

5. A tractor driver levels the field and prepares the ground for planting. Complex machines, such as tractors, are made of simple machines. Name one of the six simple machines and explain how this machine makes work easier and faster. (Hint: See page 3)

6. A fertilizer

salesperson advises

how sugar, water and nutrients are

which nutrient to add

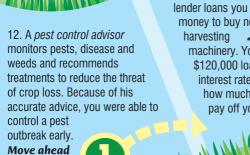
to the soil for plant growth. Diagram a plant to illustrate

transported in a plant. Label the roots. stem. leaves. flower and

nodes.



profit be?



one spaces.

14. The agriculture mechanic is repairing your tractor so it is in top-notch shape for the harvest. While replacing a part, she realizes a screw is missing. What type of a machine is a screw? Write a complete sentence about how a screw works mechanically. (Hint: See page 3)

15. A conductor operates the train that transports your rice to a mill. The mill is 54 miles away. The train took 45 minutes for the trip. What was the average speed of the train?

13. An agricultural

harvesting

money to buy new

machinery. You take out a five-year

\$120,000 loan with a fixed annual

interest rate of 5.5%. At this rate.

how much money will it take to

pay off your loan?

20. A graphic designer creates a label for your rice packaging that will make it more attractive to consumers. Create a name for your rice farm and

draw a label for your



21. You hire a Web site developer to create a site that will promote vour product and to tell your family's story. Write a paragraph for the site about the hard work and many steps it takes to produce a bag

19. An industrial technologist designs economical and effective packaging that keeps rice fresh and nutritious for a long period. Use a dictionary to investigate the term "industrial technologist." Write the definition on a separate piece of paper.

18. After processing, the rice is graded and examined for quality and food safety by a USDA inspector. The highest quality grade of rice (Grade 1) allows no more than 0.1% of rice grains to be broken. If he observes 1,125 grains of rice, how many can be broken?

16. The storage manager oversees that the rice is dried and stored properly until the rice mill is ready to process it. The storage warehouse is 48% full and contains 139,000 pounds of rice. How much rice can the storage warehouse hold at maximum capacity?

17. The mill manager uses leadership and teamwork to manage the individuals running the mechanical processing equipment at the rice mill. Prove you are a leader by choosing someone in you group to receive a "raise." They get to move ahead one space.

22. Many teachers work diligently to teach students where their food comes from. Agriculture in the Classroom helps by providing teacher resources about rice and other products. If 56,000 teachers download a rice resource and use it in their classrooms, how many students learn about rice? Assume 28 students per classroom 23. To help promote your product you hire an advertiser. Name three common ways to promote a product to a consumer. (Hint: See page 10)

Our Many Million III

24. A truck driver transports the processed and packaged product to grocery stores and restaurants nationwide. She drives 55 miles per hour for 2 hours and an additional 45 miles per hour for 1 hour on a one-day delivery. How far did the truck drive in all?



This activity provides just a glimpse of the various careers related to food production and meets academic standards for grades 3-8 including English-language arts, mathematics, science, and visual and performing arts.

Market to Market

"To market, to market, to buy a fat pig, home again, home again, jiggity-jig."

-Mother Goose Nursery Rhyme



Study antique and modern California fruit labels. Create your own label for an agriculture product. Share your creation with the class and explain how your label creates brand recognition.

Standards: Visual Arts- Grade 3: Creative Expression 2.4; Grade 4: Historical and Cultural Context 3.1; Grade 5: Connections, Relationship Applications 5.2 ELA- Grade 3: Listening and Speaking (LS) 1.7, 1.8; Grade 4: LS 1.7, 1.9; Grade 5: LS 1.4, 1.5, 1.6, 1.8; Grade 6: LS 1.6, 1.7; Grade 7: LS 1.5, 1.6 Health- Grade 4: 2.2.N; Grade 5: 2.3.N



Use the local newspaper to find ads that use adjectives to persuade consumers to buy a product. Make a list of adjectives that would encourage you to buy a product.

Standards: ELA- Grade 3: Written and Oral English Language Conventions (WOLC) 1.2: Grade 7: WOLC 1.3 Health- Grade 4: 2.2 N: Grade 5: 2.3 N

Career Highlight



Degree: B.A. in graphic design

Skills: In art class, I learned about perspective and composition. These skills have made me a better artist today as I design logos and create marketing materials that portray an agricultural company or organization in a simple yet powerful way.

Procuets Items that people want or need to purchase.

Products can also be a service. such as lawn-mowing or ranch management.

People will choose items based largely on quality and appearance.

Places The location and availability of an item for sale.

Places to purchase may include:

- Grocery stores
- Specialty stores
- · Farmers market
- Online
- Catalogs

Standards: Health- Grade 4: 2.2.N: Grade 5: 2.3.N

Price The amount charged for an

Prices are reflective of the number of items available (supply) and the number of items people want (demand).

If demand goes \uparrow or supply goes \downarrow = price \uparrow

If demand goes \downarrow or supply goes \uparrow = price \downarrow

Promotions Communicating the value and features of an item for sale.

Print: flyers, billboards, newspaper ads Electronic: radio or Advertising television commercials,

> online Word-of-mouth

Brand recognition

Colors and images Slogans

Name

California Grown

California Grown is a marketing campaign created to promote California produced agricultural products. It encourages Californians to be proud of our homegrown products and to buy locally. The campaign works with hundreds of retail locations throughout the state to promote California grown food, clothing and shelter. The familiar logo informs customers which products are grown in the Golden State.

What is a Marketing Plant

A marketing plan is a written document outlining how a company will interest potential customers and buyers, persuading them to purchase the items for sale.

"Alex's A+ Peaches" Marketing Plan by Alex

Identify the product: *Peaches*

Identify the market: My teachers and friends at school.

Create a catchy slogan or appealing logo: A+ Peaches give you

brain power... every hour!

Research competitors' products and prices: Henderson Peaches - \$1.50/lb.

Set a competitive price: \$1.00/lb.

Advertise and promote the product: *Put signs up in the cafeteria*.

Sell and distribute the product: *Bring peaches to sell at lunch on Friday.*

Design a marketing plan (individually or in a small group) for a product of your choice, using Alex's A+ Peaches as a model. Design a logo or record a radio jingle. Present your plan to the class.

Standards: ELA- **Grade 3**: Written and Oral English Language Conventions (WOLC) 1.1; Listening and Speaking (LS) 1.5, 1.6; Grade 4: Writing 1.1; WOLC 1.1; Grade 6: WOLC 1.1 Health- Grade 4: 2.2.N; Grade 5: 2.3.N

de Your Teste Bude

An herb is a plant or plant part valued for its **medicinal**, savory or aromatic qualities. Tickle your taste buds with any one of these popular herbs.



Cilantro

Spicy and citrus-flavored cilantro leaves are often an ingredient in Mexican salsas and guacamole.

Basila There are many varieties of basil. Sweet basil is commonly used in Italian food, while Thai basil is often used in Asia to create an interesting flavor of ice cream.

Mint: Mint leaves are commonly used in the form of tea as a home remedy to alleviate stomach pain. The leaves can also be used in beverages, jellies, syrups, candies and ice cream.

Oregano:

Oregano has an aromatic, warm and slightly bitter taste. Oregano is often an ingredient in pizza and spaghetti sauce.

Garlica Pungent garlic cloves are widely used around the world. Asian cultures stir-fry vegetables, eggs and meat with garlic. Many cultures also use garlic medicinally to treat the common cold.

Which herbs would you use to flavor these foods? Use the information above to add pizzazz to your plate!

Standards: ELA- Grade 3:

Salsa:	
Ice cream:	
Tea:	
Stir-fry:	
Pizza:	
Pasta:	

Notso Salt

Salt is sodium chloride (NaCl). Sodium is an element that is needed for good health, but most people get more than they need. The American Heart Association recommends decreasing salt intake to reduce the

risk of high blood pressure and heart disease. Using fresh or dried herbs to flavor food is a smart way to cook.

Standards: Health- **Grade 3:** 7.1.G; 1.3.P; **Grade 7/8:** 1.1.N, 1.2.N, 1.5.N, 1.8.N, 1.10.N

Imagine this...



Which herb is superb? A young bulb of garlic is teased for his pungent smell and dull appearance. After competing in the Great Veggie Championship, he discovers that although beauty and abilities don't always

show on the outside, you can still be a winner in whatever you do. This award-winning story, "The Great Veggie Championship" by fifth-grader Audrey Poole, can be viewed at www.cfaitc.org/ *imaginethis/garlic*. Check it out!

Snacks with Spice

Herbs are an excellent way to add flavor to a nutritious snack. Try this snack idea that is easy to make in the classroom, school garden, or at home!

Finger Salad

INGREDIENTS

1 lettuce leaf

1/4 cup shredded seasonal vegetables

2 tsp. herb of your choice

1 tsp. salad dressing

(makes 1 serving)

Wash your hands and rinse fresh fruits and vegetables. Place shredded seasonal vegetables, such as carrots, kohlrabi or cucumbers, on top of a lettuce leaf. Sprinkle your favorite herb on top. Roll up the leaf and dip into a healthy salad dressing. Bon Appétit!



Rewrite the recipe above to make enough servings for your entire class! (Hint: 1 tsp. is equivalent to 1/48 cup)

cups shredded vegetables

cups herbs

cups salad dressing

Standards: Math- Grade 3: Number Sense (NS) 3.2. Grade 5: Number Sense (NS) 2.2, 2.3, 2.4, 2.5; Grade 6: NS 1.0, 2.1, 2.4

Career Highlight



Name: Billy Ngu

Career: Chef and restaurant owner

Degree: A.A. in culinary arts

Skills: As a restaurant owner and sushi chef, I use math skills to break down recipes and determine the appropriate cost for each menu item. The math and science knowledge I acquired in elementary school helps me develop new recipes and measure precisely ensuring a delicious meal every time.

california's True Environmentalists-Farmers

An environmentalist is a person who advocates protecting the air, water, animals, plants and other natural resources from pollution or its effects. Family farmers and ranchers have a stake in the future of our natural resources, and work diligently to maintain and improve our natural resources in order to sustain themselves and their community.

Imagine you are given only one glass of water for an entire day. How would you use it? Would you brush your teeth, wash your hands or water the garden? Farmers are faced with this challenge every day, on a much larger scale. Should they use their limited amount of water to irrigate almonds, provide water for cattle or water the plants in the greenhouse? Agriculturists are working hard to conserve water resources.

- Moisture content meters measure the amount of water in the soil, helping farmers determine necessary irrigation **frequency** and quantity.
- Drip irrigation distributes water slowly to the base of each plant, allowing farmers to monitor and carefully control the amount of water applied.
- Farmers build holding ponds that allow them to collect water and use it again on the farm.

Career Highlight



Degree: B.S. in forestry and natural resources

Skills: In middle school math class, I learned how to take accurate measurements and determine the dimensions of geometric figures. Today, I use these skills to measure trees, develop timber harvest plans (environmental documents) and design computer-based maps that aid in the healthy management of our forests.

California's forests provide more than just forest products. They provide beauty, sources of recreation, and are home to many Californians and wildlife species. Forests protect against erosion, purify the air through photosynthesis and recycle water. Lumber, furniture, and paper are easily identified wood products. Other

items are less obvious such as rayon (a fiber) and lignin (a thickener in baby food).

Sustainable logging practices decrease fire dangers, allow healthy trees to grow stronger while removing competitors, and control diseases and pests.

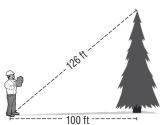
plant seven new trees for each tree



Foresters use tree height for many things. Tree height can give a clue as to how old a tree is and reflects the soil

health of the site. Tree height also helps foresters calculate the amount of lumber per tree. To measure the height, and determine the angles and distances relative to the tree, a forester will use a tool called a clinometer.

Use the Pythagorean Theorem to determine tree height. Round to the nearest foot. $A^2+B^2=C^2$



85 ft

Tree height:

Tree height:

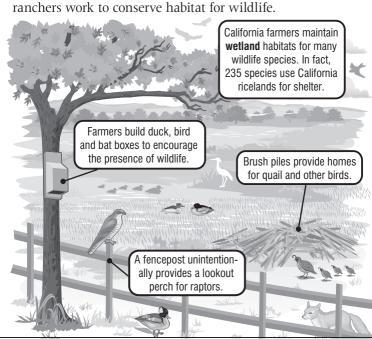
Tech Check

Are you doing your part to conserve water resources? Visit ga.water.usgs.gov/edu/sq3.html to find how much water your family consumes and learn about ways to reduce your water use. Write a short essay describing three ways you will conserve water in your home and present it to the class.

Standards: ELA- Grade 3: LS 2.0, 2.3; Grade 4: LS 2.0; Grade 5: Writing 2.0, 2.3; Listening and Speaking 2.0. 2.2: Grade 6: Writing 2.0. 2.3: LS 2.2: Grade 7: LS 2.3; Grade 8: Writing 2.0, 2.3; LS 2.3

Farmers and ranchers produced a net increase of 263.000 acres of wetlands from 1997 to 2002 - a net gain of 44,000 acres per year.

Wildlife is an important part of the environment. California agricultural lands serve as restaurants, rest stops and even incubators for a significant number of wildlife species. Family farmers and



Sources: ga.water.usgs.gov/edu/sg3.html, U.S. Geological Survey; Forestland Steward, CA Forest Stewardship Program; Agriculture and the Environment, American Farm Bureau Foundation for Agriculture: Forest Resources Fact Sheet. California Foundation for Agriculture in the Classroom: www.fs.fed.us. USDA Forest Service

Calling all hooves

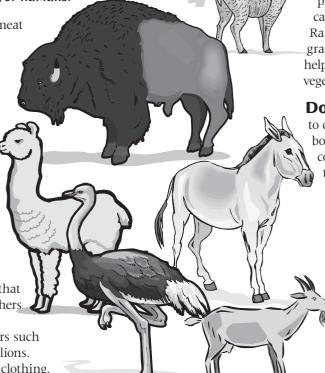
Livestock Hallof Fame These functional animals provide a variety of services

and goods for humans. **Bison:** A unique source of meat

and dairy. Farmers typically raise bison on small-scale farms. The bison's thick coat can be sheared and processed into yarn.

Alpaca: Alpacas can be used for pet therapy, interacting with hospitalized individuals in order to improve the patient's health. Alpacas are also endowed with a thick, soft coat, often clipped from the animal and spun into yarn.

Ostrich: Functional birds that produce eggs and meat. Ranchers also raise ostriches to protect sheep and goats from predators such as covotes, dogs or mountain lions. Ostrich hides can be used for clothing.



Sheep: Not only are sheep a source of meat and dairy, but they also produce warm wool that can be used for clothing. Ranchers use sheep to graze rangelands, which helps control unwanted vegetation.

Donkey: With the ability to carry 20-30% of their body weight, donkeys are commonly used for to transport goods and people. If sharing a pen with sheep, most donkeys will bond with the sheep and protect them from predators.

> **Goat:** Goats produce milk that can be processed into cheese or butter. Goat cheese is called chèvre. Cashmere, one of the most expensive natural fibers commercially produced, is made of goat hair.



Goats are natural browsers, preferring to eat leaves, twigs, vines and shrubs. They will stand on their hind legs to reach vegetation. Sheep are grazers, preferring to eat tender grass and clover. Their dietary preference is forbs (broad leaves and weeds) and they like to graze close to the soil surface. A combined flock of sheep and goats provides an effective range management plan. Goats and sheep can help control weeds, prevent wildfires and increase plant diversity on the range.



Canines have an important role in the agriculture industry. They are used to herd livestock, and guard sheep and goats. Dogs also have a crucial job in protecting California's borders from **invasive pests**. With their highly perceptive noses, trained "sniffer dogs" search packages and luggage arriving from other states or countries for agricultural products that may seem harmless but could be host to dangerous pests, plants and diseases.

At California's Border Protection Stations. vehicles are inspected

for commodities infested with invasive pests. California established its first agricultural inspection stations in the early 1920s. Today there are 16 of these facilities located on the major highways entering the state. Research the location of these facilities. Find and label them on a map.

Standards: History-Social Science- Grade 3: 3.1; Grade 4: 4.1 ELA- Grade 3: Writing 1.3; Grade 4: Writing 1.7; Grade 6: Writing 1.4 Animal Profile:

Scooter

My name is Scooter and I am an Australian

shepherd-Queensland heeler mix. I work along side my rancher, Leroy Gable, to herd cattle. He's my best friend.

Career Highlight

Name: Jennifer Berger Career: Canine handler and

agriculture and standards inspector Degree: B.S. in agriculture or biology

Skills: My job requires me to protect California agriculture with the help of my detection canine, Tassie. Being involved in 4-H when I was younger helped me develop confidence and leadership skills, and taught me about animal care and behavior.

Help Wanted

Read the job listings below and determine which animal(s) would be best for the job.

"Rancher looking for an animal that isn't afraid of protecting the herd and can carry their own weight."

"Small farm in search of an animal to keep us in socks and scarves."

"Hospital wanting a friendly animal that can comfort sick patients."

"Small dairy looking for an animal with an expensive cashmere coat."

"Wanted: an animal that can serve as a lawn mower we can milk."

"Family farm searching for large eggs and an animal that's not afraid of coyotes."

Standards: ELA- Grade 3: Reading 2.0. Grade 4: Reading 2.0:



Find a positive story about livestock in the local news!

Create a brief summary of the article including details about who, what, where, when, why and how.

Standards: ELA- Grade 3: Reading 2.0, Grade 4: Reading



The Claver Consumer

When shopping at a grocery store, consumers have the freedom to choose the food they eat. Although food companies use bright colors and creative packaging to "sell" their product, we can choose between different brands, prices and nutritional value. Consumers can be smart shoppers by considering nutritional value and price.

Sample label for Macaroni & Cheese

Nutrition Facts

Serving Size 1 cup (228g) Servings Per Container 2

Amount Per Serving

Calories 250 Calories from Fat 110

% Daily Value*

Total Fat 12g	18%
Saturated Fat 3g	15%
Trans Fat 3g	
Cholesterol 30mg	10%
Sodium 470mg	20%
Total Carbohydrate 31g	10%
Dietary Fiber 0g	0%
Sugars 5g	0%
B - 1 - 1 - 5	

Protein 5g

Vitamin A	4%
Vitamin C	2%
Calcium	20%
Iron	4%

* Percent Daily Values are based on a 2,000 calorie diet. Your Daily Values may be higher or lower depending on your calorie needs.

	Calories:	2,000	2,500
Total Fat	Less than	65g	80g
Sat Fat	Less than	20g	25g
Cholesterol Sodium	Less than Less than	300mg 2,400mg	300mg 2,400mg
Total Carbohydrate		300g	375g
Dietary Fiber		25g	30g

Sawing Size

Nutrition labels help consumers make quick, informed choices that contribute to a healthy diet. All product nutrition labels identify a serving size: a standardized amount such as cups or pieces. Many packages hold more than one serving. If you don't watch what you eat, you can eat or drink more than you realize, consuming multiple servings in one meal or snack.

Limit These Nutrients

These nutrients are generally eaten in adequate amounts, or even too much. Eating too much fat, saturated fat, trans fat, cholesterol or sodium may increase health risks, such as heart disease, cancer or high blood pressure.

Standards: Health- **Grade 4**: 1.2.N; 3.2.N; **Grade 5**: 1.2.N, 1.9.N; 3.2.N; **Grade 7**: 1.1.N, 1.5.N; **Grade 8**: 1.1.N, 1.5.N

Cet Inough of These Nutrients

Most Americans don't get enough dietary fiber, vitamin A, vitamin C, calcium and iron in their diets. Eating enough of these nutrients can improve your health and reduce the risk of some diseases and conditions.

Standards: Health- **Grade 4**: 1.2.N; 3.2.N; **Grade 5**: 1.2.N, 1.9.N; 3.2.N; **Grade 7**: 1.1.N, 1.5.N, 1.7.N; **Grade 8**: 1.1.N, 1.5.N

Saving denus

Comparing prices isn't the only way to save money when you shop. Also consider these tips:

- · Check weekly food ads for deals
- · Use coupons
- · Know what you already have
- · Use a shopping list

Sources: www.fda.gov, U.S. Food and Drug Administration; www.mypyramid.gov, USDA MyPyramid

Career Highlight

Name: Craig Yamane Career: Produce manager Degree: High school diploma

Skills: In middle school math class, I learned how to take accurate measurements. I use this skill daily at work to plan accordingly and maximize space for displays of fresh fruits and vegetables. I also use multiplication and division on the spot to keep our produce department stocked for our customers.



In 1990, the Nutrition Labeling and Education Act was passed by the U.S.

legislature, requiring all packaged food to bear nutrition labels. The **U.S. Food and Drug Administration** (FDA) also standardized terms such as "low-fat" and "light." Use a dictionary or online resources to determine the FDA's definitions for the health claims below.

Light:		
High fiber:		
Fat-free:		

Standards: ELA- Grade 3: Reading 1.0; Grade 4: Reading 1.0; Grade 5: Reading 1.0; Grade 6: Reading 1.0 Health- Grade 4: 3.1.N; Grade 5: 3.2.N; Grade 7: 3.1.N; Grade 8: 3.1.N



Which is the best deal?

It takes critical thinking to make sure you get the best deals when shopping. The lowest price per item doesn't necessarily mean the best deal. Compare price and the number of ounces in the container.





12 ounce can of frozen juice concentrate makes 36 drinkable ounces = \$1.25

64 ounce carton of juice = \$3.25

8 ounce juice box = \$.80

Standards: Math-Grade 3: Number Sense (NS) 2.0, 3.3; Algebra and Functions (AF) 2.1: Mathematical Reasoning (MR) 1.0: Grade 4: MR 1.0: Grade 5: NS 2.1: MR 1.0



Use the grocery ads in your local newspaper to plan

a healthy meal. Determine the price of the meal using the sale prices. If you had the choice to purchase the items at the sale price advertised or use a 10% off coupon on the entire meal, which would provide the best deal?

Standards: Math- **Grade 6:** NS 1.4; **Grade 7:** NS 1.6, 1.7 Health- **Grade 5:** 5.1.N

Grow your vocabulary one word at a time! **Force:** Energy, strength or active power. Also know as a germ. **Frequency:** The number of

Brand recognition: The consumers' ability to recognize and make associations with a company's brand.

Complex: Made up of multiple parts.

Distribution: The act of spreading or allocating.

DNA: An acronym for deoxyribonucleic acid. The molecule that carries the genetic information for most living systems, arranged in two connected strands to create a ladder-like form called a double helix.

Export: The process of selling commodities to a foreign country.

Fermentation: The process in which an agent causes an organic substance to break down into simpler substances.

Foodborne illness: Any illness caused by eating food contaminated by microbes that can infect the body.

occurrences within a given time period.

Gene: A segment of chromosome. Some genes direct the syntheses of proteins, while others have regulatory functions.

GPS: Acronym for global positioning system. An electronic system using a network of satellites to indicate the position of a person or machine.

Implement: A tool or piece of equipment.

Import: The process of buying commodities from a foreign country.

Invasive pest: A damaging animal, insect, plant or plant disease that is not native to California.

Landscape: To decorate an environment with plants; an expanse of scenery that can be seen in a single view.

Market: The customer base for an agricultural product or service.

Medicinal: Used to prevent or cure illnesses and diseases.

Pathogens: A biological agent that causes disease or illness to its host.

Plasmid vector: A DNA molecule used as a vehicle to transfer foreign genetic material into another cell.

Simple: Easy, not complicated. There are six simple machines.

Sustain: To farm in a way that will satisfy food and fiber needs, enhance environmental quality. make efficient use of resources. uphold the economic viability of farm operations and enhance quality of life.

Trait: A genetically determined characteristic or condition.

U.S. Food and Drug Administration: An agency within the United States Department of Health and Human Services responsible for protecting and promoting the nation's public health.

Wetland: An area often covered with shallow water or containing soil saturated with moisture.

Word-of-mouth: Advertising generated by satisfied or interested customers who tell others about the product.



Ag For Life www.agforlife.com

Agricultural Marketing Resource Center www.agmrc.org

> American Heart Association www.americanheart.org

American Nursery and Landscape Association www.thelandlovers.org

California Dept. of Food and Agriculture www.cdfa.ca.gov

> California Grown www.californiagrown.org

Center for Produce Safety cps.ucdavis.edu

Center of Science and Industry www.cosi.org

Centers for Disease Control and Prevention www.cdc.gov

> FFA Career Explorer www.ffa.org

The Council for Biotechnology Information www.whybiotech.com

U.S. Food and Drug Administration www.fda.gov

USDA Foreign Agriculture Service www.fas.usda.gov

> USDA Forest Service www.fs.fed.us

USDA Living Science www.agriculture.purdue.edu

> USDA MyPyramid www.mypyramid.gov

> To request a free What's Growin' On?

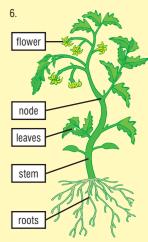
Teacher's Supplement that will enhance the use of this newspaper, visit www.cfaitc.org/wgo or call (800) 700-2482.



Choose five words from the glossary and write the words on the numbered lines. Find each word in the dictionary and write the guide words for that page in the area provided.

Glossary Words		Guide Words	
1			
2			
3			
4			
_			
Standards: ELA- Grade 3: Reading 2.7; Writing 1.3; Grade 4: Reading 2.2			

- \$235,100 -\$185,300 \$49.800
- 392,000 = 49 acres
- 4. Tractors can be steered automatically and it helps the farmer collect data for fertilizer and weed control decisions.
- 5. Inclined plane, a ramp that makes moving a heavy weight up or down easier. Wedge, makes it easier to split things apart when force is applied. Screw, concentrates the force applied to move something away from you. Wheel, allows things to roll instead of slide when force is applied. Lever, makes it easier to move heavy things by using a pivot point. Pulley, makes lifting easier by changing the direction of a pull.



- $\frac{$36}{}$ = \$0.36/lb. $\frac{$195}{}$ = \$0.39/lb. The first seeds salesperson offered the best deal.
- 4500 5000 x 12 x 12 60.000 inches 54.000 inches
 - $W \times I \times D = volume$ $54,000 \times 60,000 \times 5 = 16,200,000 \text{ in}^3$
 - $\frac{16,200,000 \text{ in}^3}{100,000 \text{ in}^3} = 1,350,000 \text{ ft.}^3$
- 13. Interest= Principle x rate x time

\$120,000	\$6,600	\$33,000 + \$120,000 = \$153,000
x .055	x 5 yrs.	
\$6.600/vr.	\$33,000	

- 14. A screw is a simple machine. It concentrates the force applied to move something away from you.
- $\frac{54 \text{ miles}}{100 \text{ miles}} = 72 \text{ mph}$.75 hours

- 139,000 lbs.
 - 48x _ 139,000 lbs. .48
- x = 289,583.33 lbs.
- 1125 x .001 1.125 = broken grains of rice
- 56.000 x 28 1,568,000 students
- 23. Print (flyers, billboards, newspaper ads), electronic (radio, television, online) and word-of-mouth.
- 24. 55 mph x 2 hours = 110 miles45 mph x 1 hour = 45 miles

110 miles + 45 miles 155 miles

California Foundation for Agriculture in the Classroom (CFAITC) is a 501(c)(3) not-forprofit organization dedicated to increasing the awareness of and appreciation for the safe, fresh and abundant agricultural products we are fortunate to enjoy in California. The Foundation provides free and low cost standards-based resources, training opportunities and K-12 classroom materials that enhance regular classroom instruction.

Contact CFAITC or visit www.cfaitc.org for:

- Resources and lesson plans
- What's Growin' On? Teacher's Supplement
- Story-writing contest
- Upcoming conferences
- Newsletters
- Kids' Corner (kids.cfaitc.org)



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Save money. Live better.

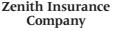
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