



Marketing Plan Fiscal Year 2024

MARKETING PLAN

This is an overview of the marketing plan selected for the Fiscal Year 2024. The ideas listed are not limited but will be enhanced throughout the year. The marketing plan supports the Missouri Beef Industry Council (MBIC) Strategic Planning Summary 2021-2025 approved by the Missouri Beef Industry Council Board of Directors.

STRATEGY: PROMOTE AND STRENGTHEN BEEF'S VALUE PROPOSITION

Section 1

- **Connect and Communicate Directly with Consumers**
 - Digital Marketing
 - The more consumers trust beef, the more likely they are to choose beef as their top choice protein. Elevate efforts to connect with millennial and Gen Z consumers through an expansion of digital marketing efforts. Communication channels include (but are not limited to) Connected TV (Netflix/Hulu), Spotify, YouTube, Social Platforms, etc.
 - Expand Storytelling Content: Consumers connect and engage in content at a higher level when they can connect messaging to meaningful moments in their lives. Increase video and audio storytelling through the development of pasture-to-plate videos, recipe creatives, nutritional content, etc.
 - Activate High-Value Partnerships: Expand organic outreach by partnering with trusted media partners to expand our echo chamber and reach consumers digitally (especially within urban areas). Examples include, FY24 partnerships with Chiefs Radio Network, KY3, ABC17, etc.
 - Thought Leader Outreach and Engagement: Partner with beef producer and nutritional influencers to expand MBIC beef messaging. Will also collaborate to create new Missouri-specific beef recipes.
 - Repurpose previous creative assets developed during FY22 and FY23 as applicable.
 - Building on the BIWFD Anthem Campaign - develop and implement monthly social calendars to expand the beef brand and drive consumers to keep beef at the center of their plate.
 - Partnership Expansion: Partner with industry organizations and other SBC's to extend marketing efforts in Missouri and regionally.
 - Website
 - Maintain and update mobeef.org as needed.
 - Highlight assets developed through partnerships on website (KY3 Beef Bites; Cosmic Sauce videos; Influencer Content; etc.)
 - Rotate featured recipe groups based on seasonality.
 - Maintain and update "Cattlemen's Corner" on a monthly basis, updating "Upcoming Events" calendar, newsletters, press releases, television segments, etc. so producers can stay up to date with the Missouri Checkoff.
 - Traditional Marketing
 - Partner with KY3, a Springfield NBC affiliate, to develop and air beef educational segments weekly for 52 weeks.
 - Partner with organizations based in urban areas to expand total reach outside of normal channels, with an emphasis on in-person contact.
 - Partner with Chiefs Radio Network, an affiliate of Audacy Media, to develop and air promotions during the NFL season, including interview segments to provide board member involvement and exposure.
 - Partner with KMIZ, a Columbia ABC affiliate, to develop and air promotions for a holiday contests to gather new email addresses for MBIC newsletters and updates as well as monthly homepage takeovers.
 - Partner with Cattlemen's News to run at least one producer Checkoff ad every month within the publication. In addition, publish Missouri-specific content in "The Drive" each quarter.
 - Partner with the Cattlemen's Advocate to run at least one producer Checkoff ad every month within the publication.

- Partner with the Missouri Beef Cattlemen to run at least one producer Checkoff ad every month within the publication, as well as the *Your Beef Checkoff* article every month within the publication.
- ***Revolutionize Beef Marketing and Merchandising***
 - *Retail/Foodservice*
 - Foster relationships with retail, foodservice and culinary professionals throughout the state.
 - Partner with the Missouri Grocers Association to attend the Missouri Grocers Association conference and provide an opportunity for Benny the Bull to visit a grocer's meat counter.
 - Partner with Missouri Association of Meat Processors to expand resources available to local meat processors and at local meat counters.
 - Partner with Missouri Association of Meat Processors to connect with their network of members.
 - Partner with Foodservice distribution companies to disseminate beef messaging and work together to host trainings for territory managers.
- ***Research and Communicate Beef's Nutritional Benefits***
 - *Nutrition Influencer Outreach*
 - Continue to build relationships with dietitians, physicians, nurse practitioners, and fitness professionals through educational opportunities at conferences, meetings, and immersion experiences.
 - Utilize nutrition research funded by the beef checkoff to drive nutrition messaging.
 - Explore opportunities to host immersion experiences, but not limited to, including farm tours, pre-conference seminars, panel discussions, etc. and implement throughout the fiscal year
 - Develop relationships with future influencers by hosting and supporting dietetic intern training programs.
 - Develop relationships with culinary education programs (high school and collegiate) to offer beef education resources.
 - *Health Professional Outreach*
 - Continue to grow Cox and Mercy Hospitals relationships in Springfield.
 - Continue to grow relationships with undergraduate programs, including but not limited to nursing programs.
 - *Dietitian Outreach*
 - Continue building relationships with collegiate student dietetic associations to further promote and educate about beef at the collegiate level.
 - Continue to build relationships with multiple dietetic associations to further promote and educate about beef.
 - *Other Influencer Outreach*
 - Serve as an expert resource for all things beef for influencers.
 - Partner with Missouri Wine during May is Beef Month on their influencer packages.
 - Provide beef content and facts to influencers for blog posts and social media outreach.
 - Explore opportunities to connect influencers to the beef industry through immersion events and tours.
 - Partner with Bloggers/Spokespeople to create content to be shared across social channels and provide consumers with beef recipes and beef messaging.
 - Develop a campaign around beef and beer, wine, etc. pairings, spotlighting Missouri restaurants and beef as a flavorful and versatile protein.
 - Partner with other commodities when possible to promote beef to influencer groups and consumer audiences.

- **Measure and Improve our Sustainability**
 - Share sustainability research and facts with consumers and encourage producers to share their sustainability story
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STRATEGY: GROW CONSUMER TRUST IN BEEF & BEEF PRODUCTION

Section 2

Protect Beef's Image

- **Ag Education on the Move/ National Ag Education Initiative**
 - Continue to partner with Missouri Farmer's Care to support the Ag Education on the Move program
 - Provide resources and information, as needed, to enhance the beef curriculum
 - Participate in professional development events hosted by AEOTM
 - Cooperate with other states to replicate the AEOTM program outside Missouri.
- **Beef in the Classroom**
 - Educate youth in Missouri on beef nutrition and production practices.
 - Develop relationships with educators around the state of Missouri to utilize beef education grants and materials in the classroom.
 - Work with various statewide programs that place emphasis on agriculture lessons in the classroom to teach Missouri youth where their food comes from.
 - Utilize online ag education tools and resources related to the beef industry provided through.
 - American Farm Bureau and funded by the beef checkoff to assist with education efforts in Missouri.
 - Collaborate with FACS and culinary teachers to develop an updated pasture to plate lesson plan.
- **MoBeefKids Program**
 - Continue to partner with the Foundation for Food and Farm Connections (FFFC) in support of the MO Beef Kids (MBK) program.
 - Support the Program Director in disseminating information about MOBK across website, social media and email.
 - Appoint an MBIC board member to sit on the FFFC board
 - Provide link to mobeefkids.com on mobeef.org to direct producers, schools, and other contributors to more information.
 - Share posts and other content from MBK social media to further promote program.
- **Engage Beef Advocates**
 - **Masters of Beef Advocacy**
 - Update the Masters of Beef Advocacy Missouri database.
 - Contact and develop rapport with current MBA graduates.
 - Further develop ideas for implementing the MBA in Missouri through FFA, Team Beef, and various producer channels.
 - Add Missouri MBA grads to the Missouri MBA Facebook group and encourage advocacy in the state.

Producer Communication and Education

- ***Beef Quality Assurance***
 - Expand BQA footprint in the state of Missouri through a partnership with the University of Missouri-Extension.
 - Host a minimum of 6 trainings, one in each of the University of Missouri Extension regions, in FY24.
 - Partner with industry partners to increase total number of certified trainers across the state to better service local communities hoping to host small, local BQA trainings.
- ***Educate producers about the beef checkoff program***
 - Attend 5 events that involve members of the Agriculture Industry (expos, symposiums, grazing conferences, etc.)

- Staff will visit 15 livestock auctions and sale barns around the state of Missouri representing the Checkoff.
 - Staff attend a minimum of 12 local cattlemen meetings updating on Checkoff efforts.
 - Send quarterly updates via The Drive with industry information to keep producers informed of the checkoff and where the investment is being utilized in Missouri.
 - Support producer organizations through the Beef Grant program, in an effort to tell the beef story through various community events including, but not limited to, local run/walks, cooking demonstrations, youth education field days, etc.
 - Provide sponsorship and educational materials through education grants for events.
 - Co-host the 2024 Missouri Cattle Industry Convention and collaborate with the Missouri Cattlemen’s Association to implement producer education opportunities at the convention.
 - Share with producers ways to sign up for updates, including written forms in person and digital forms found on the www.mobeeff.org website.
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STRATEGY: PROTECT AND ENHANCE THE BUSINESS CLIMATE FOR BEEF

Section 3

- ***Develop Crisis Management Plan***
 - Support NCBA’s Crisis Management Plan.
 - Identify a state task force for crisis management.
 - ***Ensure Beef’s Inclusion in the Dietary Recommendations***
 - Opportunities may present themselves on a national level through CBB committees. The MBIC is represented on those committees.
 - ***Research and Innovate New Production Technologies***
 - Opportunities may present themselves on a national level through CBB committees. The MBIC is represented on those committees.
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STRATEGY: DRIVE GROWTH IN BEEF EXPORTS

Section 4

- ***Adopt Animal I.D. Traceability Systems***
 - Opportunities may present themselves on a national level through CBB committees. The MBIC has representation on those committees.