# Welcome to delicious.®

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## ALISON DEMMER

# MARKETING & PUBLIC RELATIONS

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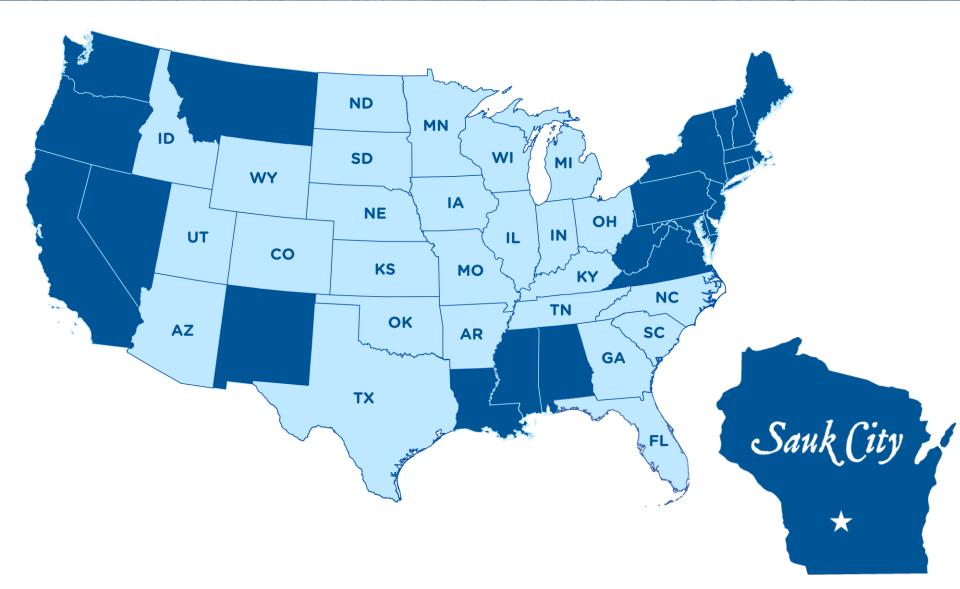
# **ABOUT CULVER'S**





Culveris

#### 975+ RESTAURANTS IN 26 STATES

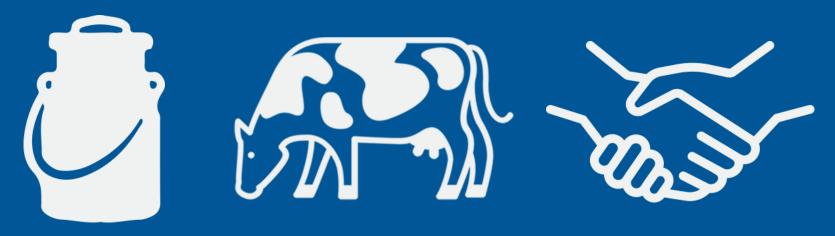


# **OUR MISSION**

#### We genuinely care, so every guest who chooses Culver's leaves happy



# AGRICULTURE fuels CULVER'S SUCCESS





# Showcasing AGRICULTURE

### "GROWER TO GUEST"

Uniners

Welcome to DELICIOUS

- Being transparent when talking about our food
- Educating our guests
- Showcasing the quality of our products, suppliers and farmers



Myths and misinformation about food and animal production exist

# CONSUMER Perceptions

Culver's is an advocate for agriculture

Farmers are seen as highly credible sources\*

Education of consumers is critical

Culver's









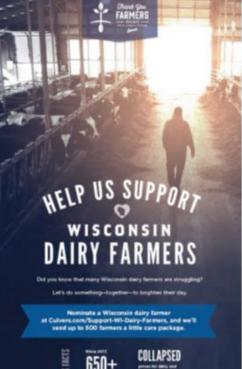
# ENSURING Longevity

Culver's

### IT STARTED WITH A THANK YOU

These efforts began as a way recognize all farmers for their hard work and dedication and now, we look for ways that the Thank You Farmers Project can take action and ensure agriculture's future.





#### **CAUSE PILLARS**

## Strengthen our local communities through our three pillars of meaningful cause marketing







Agriculture: Our heart for agriculture inspires us to advocate for the positive impact it has on the world.

People: Our heart for our hometown and team inspires us to promote community development and education.

**Communities:** Our heart for the people we serve inspires us to make our communities stronger by creating opportunities for neighbors to help neighbors.

#### THANK YOU FARMERS PROJECT PILLARS



**Ag Education:** Support the next generation of leaders in agriculture via the National FFA Organization

**Sustainability:** Build engagement around Culver's commitment to supporting agriculture's role in climate-smart solutions for our planet



**Gratitude**: Showcase Culver's support of farmers and ranchers by promoting the ag industry and helping our guests gain a deeper connection for their food

#### **PILLAR 1: AG EDUCATION**



Support the next generation of leaders in agriculture via the National FFA Organization



Making IMPACT

Restaurants partner with local FFA chapters to keep money raised in the community



#### **FFA PROGRAMS**



#### YOUR NOMINATION WILL GIVE THEM THE CHANCE TO BECOME ONE OF OUR FIRST EVER CULVER'S FFA AMBASSADORS

#### IF SELECTED, THEY COULD EARN:



\$2,500 for their

FFA chapter



Unique educational opportunities



SCAN NOW To nominate!



ONE DAY ONLYI



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Thank You

FARMERS

PROJECT

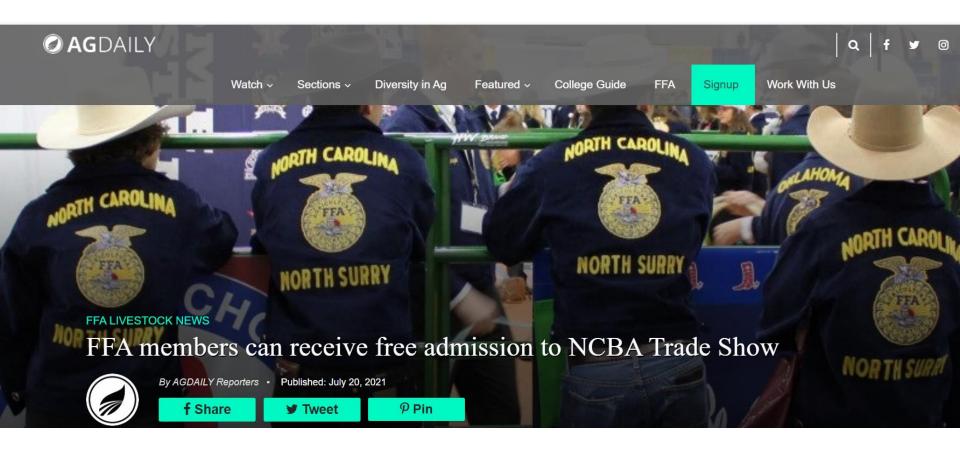
FOOD, FAMILY, FUTURE

Palsons

**PROUD TO** 

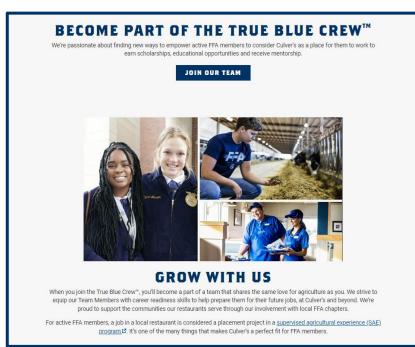
SUPPORT

#### FFA & NCBA



#### FFA RECRUITMENT LANDING PAGE

## Connect FFA Members to Careers at Culver's & Activate Launch of FFA Recruitment Landing Page





#### **PILLAR 2: GRATITUDE**



BRIGHTEN UP A FARMER'S DAY LET'S THANK THEM FOR ALL THEY DO

#### CHEESE CURDS FROM FARM FAMILIES TO YOUR FAMILY



Showcase Culver's support of farmers and ranchers by promoting the ag industry and helping our guests gain a deeper connection for their food

#### **TO FARMERS WITH LOVE**





#### NOMINATE A FARMER TO WIN **A CASH PRIZE PACKAGE FROM** THE THANK YOU FARMERS® PROJECT

Help thank a farmer in your life who's making an impact.

**NOMINATE A FARMER** 

Contest Runs Oct. 12-26, 2023

#### **15 FARMERS WILL WIN**

Donation

to FFA





Swag









Thanks to dairy farmer families like these, our real Wisconsin Cheese Curds are always fresh and delicious.

LEARN MORE

#### **GUESTS SUPPORT FARMERS**



#### **PILLAR 3: SUSTAINABILITY**

Build engagement around Culver's commitment to supporting agriculture's role in climate-smart solutions for our planet



#### WHAT IS U.S. BEEF SUSTAINABILITY?

The USRSB defines sustainable beef as a socially responsible, environmentally sound and economically viable product that prioritizes planet, people, animals and progress. We support the continuous improvement of sustainability through our programs, proactive efforts and resources.

VIEW OUR LEARNING CENTER

#### **AG ORGANIZATION ENGAGEMENT**



Culver's Restaurants 12,491 followers 1mo • S

We are so proud of Culver's Vice President of Marketing, Julie Fussner, one of U.S. Farmers & Ranchers in Action's newest board members. #womenshistorymonth



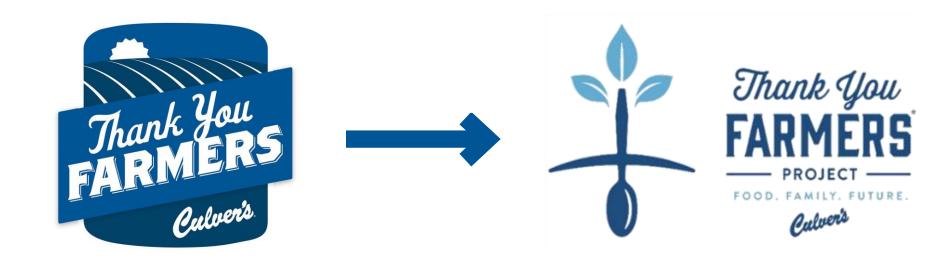
Here during #WomensHistoryMonth, USFRA is proud to introduce our new Board of Directors Chair Anne Meis of Nebraska Soybean Board and three new Board members — Board At Large Julie Fussner (Culver Franchising ....see more



U.S. Farmers & Ranchers in Action Welcomes New Board Chair and 3 New Board Members – U.S. Farmers and Ranchers In Action



# **USFRA & TAKING ACTION**







#### SUPPORTING USFRA'S SHARED SECTOR VISION STATEMENT



A resilient, restorative, economically viable and climate-smart agricultural system that produces abundant and nutritious food, natural fiber and clean energy for a sustainable, vibrant and prosperous America.

# USFRA DECADE OF AG - 2020-2030

Now is the time to join sustainability-focused food and agriculture leaders and organizations to accelerate action



Restore our environment through agriculture to regenerate natural resources



Revitalize our collective appreciation for agriculture



Invest in the next generation of agricultural systems



Strengthen U.S. socio-economic fabric via agriculture



#### **MORE FARMER STORIES**

THANK YOU FARMERS PROJECT

#### FARMING FOR A SUSTAINABLE FUTURE



#### HOW WE'RE MAKING A GREATER IMPACT ON THE FUTURE OF FOOD TOGETHER

Without agriculture, Culver's wouldn't be able to serve our guests. It's not just the beef for our <u>ButterBurgers</u> or dairy for our <u>Fresh</u> <u>Frozen Custard</u> for which we rely on farmers, it's also the energy to power our restaurants and even the fibers in our signature blue uniforms that agriculture provides.

That's why we're supporting the future of agriculture by joining the <u>Decade of Ag</u> movement launched by U.S. Farmers and Ranchers in Action (USFRA). The movement brings together people and organizations from the food and agriculture industries around a shared vision for a climate-smart agricultural system that produces abundant and nutritious food, natural fiber and clean energy for a sustainable, vibrant and prosperous America.

Through the Decade of Ag, we've gotten to know farmers like Joan Ruskamp. Joan and her husband, Steve, raise cattle on their farm in Dodge, Nebraska. We spoke to Joan about how farming can help build a more sustainable future.



#### Q: WHAT DO YOU WISH MORE PEOPLE UNDERSTOOD ABOUT FARMING?

A: Some people think we need to limit agriculture to fight climate change, but agriculture can have a positive impact on the climate. We don't want to limit agriculture – we need so many products that it produces. Instead, we can find ways that agriculture can lead the way in sustainable practices.

### **VISION FOR THE FUTURE**



A resilient, economically viable, and climate-smart agricultural system

Support for **Agriculture** 





Our ButterBurgers® are made with our special blend of three cuts of beef: sirloin, chuck and plate. Never Frozen - 14 Day Shelf Life

#### **OUR BEEF SUPPLY**

- Our beef is raised and processed solely in the United States.
- Strategic Suppliers



#### **USRSB**

U.S. Roundtable for Sustainable Beef (USRSB) is a multistakeholder initiative developed to advance, support and communicate continuous improvement in sustainability of the U.S. beef value chain.



#### USRSB SUSTAINABILITY FOCUS AREAS

- Air & Greenhouse Gas Emissions
- Efficiency & Yield
- Employee Safety & Well-Being
- Animal Health & Well-Being



#### **COMMON GUEST QUESTIONS**



- Large scale farming
- Family Farms
- Antibiotics used on cattle
- Growth hormones
- GMOs

#### And more!

#### **BEEF WELFARE STATEMENT**

At Culver's we are committed to providing our guests safe, quality meat, and working with suppliers who practice the safe, humane and appropriate treatment of animals as they are raised and processed. Our suppliers follow the FDA's directives for humanely raised and harvested beef, as well as the North American Meat Institute (NAMI) guidelines for humane handling and processing of all commercial beef. THANK YOU