



The Ohio State Beekeepers' Association

www.ohiostatebeekeepers.org

President

Bob Hooker
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Oberlin, OH 44074
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To whom it may concern:

OSBA is excited to be working with the OSU Bee Lab and Crossroads RC&D on this opportunity to provide education to all beekeepers in Ohio of every level of experience! We feel this effort will lead to strengthening the skill level of Ohio Beekeepers, increase their knowledge and ability to expand business opportunities, as well as provide resources on demand via the internet. The success of local beekeepers will directly relate to the success of a multitude of specialty fruit and vegetable crop producers, affecting a positive impact on the economy.

We have worked very successfully with both of these organizations in the past, and feel that this partnership will enhance the ability of the OSBA to meet our goals in education and support to Ohio Beekeepers. Thank you for your consideration of this proposal.

Sincerely,

A handwritten signature in cursive script that reads "Bob Hooker".

Bob Hooker,
President, OSBA

2010 SPECIALTY CROP BLOCK GRANT APPLICATION

Name of Organization: CROSSROADS RESOURCE CONSERVATION AND DEVELOPMENT COUNCIL INC.

Department: N/A

Address: 277 CANAL AVE SE Ste./Floor: SUITE C

City: NEW PHILADELPHIA County: TUSCARAWAS State: OH Zip: 44663

Federal Tax ID#: 51-0188613

Is your organization registered with the IRS as a 501(c)3? Yes No

Grant Management Contact Name: BEVERLY FISHER, ADMINISTRATIVE ASSISTANT

Phone#: 330-339-9317 Fax#: 330-339-4517

Email: beverly.fisher@rcdnet.net

Project Coord. Contact Name: Bob Hooker, President, Ohio State Beekeepers Association Same as above

Phone #: (740) 294-1584 Fax#:

Email: beekeeperbob17@hotmail.com

Project Partners: Ohio State Beekeepers Association, The OARDC Bee Lab & OSU IT Department , and several Local Beekeeping Clubs

Specialty Crop Commodity/Food for Promotion (i.e., Tree fruit: Cherries):

Bees: Honey

Brief Project Description:

Training for beginning, intermediate, and advanced beekeepers will be conducted by developing: 1. a web based beginning beekeeping course (for local bee clubs, 4-H, FFA, and individuals); a research study of 112 new beekeepers from 2009; 2. Five web based presentations on specific areas of beekeeping; 3. Two 1.5 day training events focusing on queen management, raising, and business training. Crossroads RC&D is the Fiscal Sponsor.

Total Project Cost: 59,637

Grant Amt. Requested: 43,681 Match Amt.: 12,500 cash + \$3,456 in kind Match Type: Cash

Certification: I certify to the best of my knowledge that the information in this application is true and correct and that I am legally authorized to sign and submit this application on behalf of this organization, which is legally eligible to enter into a grant contract.

Yes No Initials: JPL Date: 4/7/2010

Project Narrative

(see [Appendix A](#) for explanations and examples)

Abstract

This section should describe the lead agency or organization, goals and objectives of the project in a maximum of 300 words. (limit 1450 characters)

The Ohio State Beekeepers Association is a volunteer organization of beekeepers. Their mission includes providing education to further beekeeping in Ohio. With the trend of declining number of beekeepers, the association has initiated several successful projects over the last several years in partnership with Crossroads Resource Conservation and Development Council (Crossroads RC&D) to get more people involved in beekeeping. Attrition is high among new beekeepers, it is important to identify how high, and why so that the needs of new beekeepers can be met. There is also a desire to meet the educational needs of intermediate and advanced beekeepers. This project will provide specific educational resources and events that can reach hundreds of beekeepers of all levels, annually, for years to come. It will lay the foundation for future growth of the bee industry in Ohio.

Purpose

State the issue, problem or opportunity that will be addressed in the project. Explain why it is important and timely. Clearly describe the goals and objectives of the project. Indicate if the project will be or has been submitted to or funded by another Federal or State grant program. Describe how you will be ensuring that funding is being used solely to enhance the competitiveness of specialty crops. (limit 1450 characters)

According to ODA records, bee colonies have alarmingly dropped from around 115,000 in 1965 to close to 15,000 in 2007. Dr. Tew, OSU, who has studied bees for 35 years, said the number of beekeepers in Ohio fell from 12,000 to about 4,000 over the past 30 years. "That threatens our ability to respond to pollination needs." Since then, rapid urbanization, killer bees, harsh weather and small hive beetles all have added stress to honeybees. Bees are critical pollinators for Ohio fruits and vegetables providing a value of \$86 million. Each beekeeper is contributing an estimate of \$26,000 per year and each colony is contributing about \$1200 to \$2400, according to Dr. Tew. Just as important to this current threat, is the future threat of Africanized colonies and their affect on Queen bee production. According to Dr. Dewey Caron, the best models of where Africanized bees will show up directly corresponds to the current centers of queen bee production in the U.S. Ohio is in a region where these bees are not expected to readily adapt, providing an excellent opportunity for Ohio to fill the gap for future queen bee production for the country. This project will specifically address these needs by: 1. Host 2 events for educating experienced beekeepers on the techniques and business of queen management; 2. Providing web based educational resources for intermediate beekeepers; 3. Implementing a web course for new beekeepers.

Potential Impact

Discuss the number of people or operations that will be impacted by the project, the beneficiaries and the potential economic impact, if possible. (limit 1450 characters)

Queen Management & Production: Estimated 200 experienced beekeepers will attend these 2 advanced programs. Participants will be able to raise their own queens and possibly raise to sell. Starting small, estimates are 25% (50) will each raise a minimum 200 queens for total estimated income of \$240,000/yr. These 10,000 queens, each with their own hive have the potential to contribute \$1,800 worth of pollination, for a total impact of 18 million dollars per year in speciality crop production.

Educational Programing: This project will produce both topical segments for intermediate and beginner beekeepers. Available via the web, it is anticipated that local bee clubs and individuals will utilize these resources. Estimated impact: (20/class, 10 new classes/yr= 200, plus 200 individuals/ yr for a total of 400 people per year.

Beginners Beekeeping Program: A web based curriculum will be developed for local bee clubs to teach beginner beekeeping. It is anticipated that in 2 years, 10 clubs will offer their first beginners class with these resources. If each class contains 15 participants, 150 new beekeepers with 2 colonies each would have a potential impact of \$540,000 in pollination, and income of \$200/year per

Financial Feasibility

- Original

(see Appendix B for explanations)

Include a detailed budget proposal showing the use of funds. Include a budget narrative describing cost allocations as well as filling in the budget form below. Budget categories include: personnel, fringe benefits, travel, equipment, rentals and leases, supplies and materials, contractual, construction, utilities, printing and other. All applicants must provide matching funds of a minimum of 25% of total project costs. This match can be cash or in-kind contribution. Please note that funds can only be used for direct project costs. (limit 3700 characters)

PERSONNEL: Crossroads RC&D Administrative Assistant : Crossroads Admin Asst. - 7 hrs/mo x 24 mo = 168 hrs @ 12./hr = \$2,016; Crossroads Bookkeeper - 5 hrs/month x 24 = 120 hrs @ 16.75 = \$2,010; In Kind Match = Project Committee Volunteers - 196 hrs @ \$18/hr = \$3,456
 FRINGE BENEFITS: Crossroads Admin. Asst. - 168 hrs @ .92 = \$155; Bookkeeper 120 hrs @ 1.25 = \$150
 TRAVEL: 3 committee members @ 120 miles/mtg x \$.50/mile x 10 meetings = \$1,800;
 EQUIPMENT: \$0
 RENTAL & LEASES: \$0
 SUPPLIES & MATERIALS: Camera, lens & Accessories: \$850; Crossroads office supplies: \$600; Text book for classes: 150 @ \$20 = \$3,000
 CONSTRUCTION: \$0
 CONTRACTUAL SERVICES: OSU (Bee Lab & IT) \$22,000; OSBA Web Site: \$5,000; Speakers at 2 Trainings \$ 5,000, Match = OSU Bee lab \$5,000.
 UTILITIES: \$0
 PRINTING: \$0
 OTHER: postage \$100, program advertising in bee publications \$500; training registrations = \$7,500 match

Complete the table with the corresponding information from the budget narrative above.

Matching Funds
(at least 25% of total project amount)

Type of Expense	Grant Amount Requested	Cash Funds	In-Kind	Total Project Amount
<i>Personnel</i>	11000	4586	0	15,586
<i>Fringe Benefits</i>	4642	1500	0	6142
<i>Travel</i>	1,000	0	0	1,000
<i>Equipment</i>	0	0	0	0
<i>Rental & Leases</i>	0	0	0	0
<i>Supplies & Materials</i>	5,000	0	0	5,000
<i>Construction</i>	0	0	0	0
<i>Contractual Services</i>	0	0	0	0
<i>Utilities</i>	0	0	0	0
<i>Printing</i>	0	0	0	0
<i>Other (ie: advertising etc.)</i>	358	0	0	358

Financial Feasibility

- Revised

(see Appendix B for explanations)

Include a detailed budget proposal showing the use of funds. Include a budget narrative describing cost allocations as well as filling in the budget form below. Budget categories include: personnel, fringe benefits, travel, equipment, rentals and leases, supplies and materials, contractual, construction, utilities, printing and other. All applicants must provide matching funds of a minimum of 25% of total project costs. This match can be cash or in-kind contribution. Please note that funds can only be used for direct project costs. (limit 3700 characters)

PERSONNEL: \$11,000 for Bee Lab Coordinator (Sherry Ferrell). \$4586 for 5% PI salary (Tew) is provided as a match.
 FRINGE BENEFITS: \$4642 fringe = 42.2% of Personnel (\$11,000) - approved OSU rate. \$1500 fringe = 32.7% of PI is provided as match.
 TRAVEL: \$1,000 for travel for PI and speakers to Queen Production classes in Piketon and Wooster.
 EQUIPMENT: \$0
 RENTAL & LEASES: \$0
 SUPPLIES & MATERIALS: \$5,000 for camera and accessories for producing recordings of Web-based sessions, office supplies, and queen production text books for classes.
 CONSTRUCTION: \$0
 CONTRACTUAL SERVICES: \$0
 UTILITIES: \$0
 PRINTING: \$0
 OTHER: \$358 for advertising of programs.

Complete the table with the corresponding information from the budget narrative above.

Matching Funds
(at least 25% of total project amount)

Type of Expense	Grant Amount Requested	Cash Funds	In-Kind	Total Project Amount
<i>Personnel</i>	11000	4586	0	15,586
<i>Fringe Benefits</i>	4642	1500	0	6142
<i>Travel</i>	1,000	0	0	1,000
<i>Equipment</i>	0	0	0	0
<i>Rental & Leases</i>	0	0	0	0
<i>Supplies & Materials</i>	5,000	0	0	5,000
<i>Construction</i>	0	0	0	0
<i>Contractual Services</i>	0	0	0	0
<i>Utilities</i>	0	0	0	0
<i>Printing</i>	0	0	0	0
<i>Other (ie: advertising, etc.)</i>	358	0	0	358
Totals	22,000	6086	0	28,086

Expected Measurable Outcomes

(see Appendix A for explanations)

All projects must impact and produce discrete measurable outcomes for the specialty crop industry and/or the public. Describe distinct quantifiable outcomes that directly and meaningfully support the project purpose. The outcome-oriented objective must define an event or condition that is external to the project and that is of direct importance to the intended beneficiaries and/or the public. Provide a time frame for when the outcome measures will be achieved and describe how the project outcome will be measured. Describe the plan that will be used to show performance improvements and include a performance-monitoring plan to describe the process of collecting and analyzing data to meet the outcome oriented objectives. (limit 4000 characters)

1. Increase the number of beekeepers in Ohio by 150 the first year, and 50 each subsequent year, through the development of a web based Beginners Beekeeping Course by spring of 2011, which can be used by individuals, 4-H or classes sponsored by local bee clubs. Also, conduct a small research study of 112 new beekeepers to determine elements that lead to the success and failure of new beekeepers.

Dr. Tew will develop a web based curriculum that will be hosted on OSU's site. Also included on this site will be a library of relevant information and resources for the new, and intermediate beekeeper. This will include registration so that participants can be tracked. Course for local club classes will contain opportunities for "call in questions", and field day syllabus. Course evaluations will be developed and included. We estimate 10 clubs will use this resource to host their first bee keeping class. As an incentive, ten clubs will receive 15 books to conduct the classes. Also included in this effort is to do follow up research on the Don Myers Beekeeping Program that trained and equipped 112 new beekeepers in Eastern Ohio in 2009. This data is critical to the knowledge base as to the problems encountered by new beekeepers, identifying critical training to overcome them, and to understand what motivates new beekeepers and what leads to attrition of new beekeepers.

TIMEFRAMES (course): July 2010 Committee meets to begin development of syllabus, August 2010, meet with OSU IT to develop class concepts & develop media components. Commence production September 2010 - June 2011, with committee monitoring progress. Complete production and post on web in January 2012. Promote course to local bee clubs at fall OSBA Membership meeting. Review participant evaluations & make modifications - July 2012.

TIMEFRAMES (study) August 2010 the committee will meet and the study will be designed. Mailings will go out in September, with the final report compiled spring 2011.

2. Provide web based training opportunities on targeted management issues for 100 beginning and intermediate level beekeepers annually. Specific issues like: Pest Management, Pollination, Hive Management and Manipulation, Preparing for Winter, and Honey Production and Marketing will be covered by voice over Powerpoint presentations that will be placed on the OSBA web site free of charge. These will be designed to increase the success of current beekeepers by reducing losses to pests, disease, and winter losses, and increasing income from production.

TIMEFRAMES: These will be done by local experts January - June 2011 and placed on the web site by December 2011. OSBA will contract out a complete modification of their web site to allow for more educational resources and communication opportunities - Fall 2010 - Spring 2011. Evaluations will be reviewed winter of 2012

3. Increase the capacity of 200 Ohio Beekeepers to raise and sell their own queens through 2 multi-day training events, one in Northern Ohio and one in Southern Ohio in the spring of 2011.

Industry specialists will be the featured speakers of these events. Starting on Friday, participants will learn about business planning, marketing, and other aspects of business management from a representative of the Small Business Development Center. Saturday's session will include class and field work on queen management and production. The primary goal is to teach advanced beekeepers to raise their own queens, and provide information on the business potential for expanding the number of queens they raise.

TIMEFRAMES: Planning Committee will start meeting September 2010 - March 2011. Program will be advertised in beekeeping publications in February 2011. Program will be held in the spring of 2011.

Plan of Work

The plan of work must provide a detailed description of how the proposed project is to be carried out. It should describe the tasks or objectives to be performed, provide a time table (based on quarters) illustrating projected task completion dates, a list of project participants or subcontractors responsible for tasks and location of activities. (limit 4000 characters)

Crossroads RC&D will serve as the fiscal agent, and co-project manager, working closely with the OSBA project team. The beginning beekeeper course and the web based presentations on specific topics will be subcontracted to OSU's Bee Lab at OARDC, Dr. Tew, Entomologist. He will work with the OSU IT department. The OSU Bee Lab has committed \$5,000 to this effort. These materials will be developed and the course will be placed on the OSU's web site to allow for registration, the Powerpoint productions will be on both the OSU and the OSBA web site. The project team, chaired by John Grafton, OSBA VP will serve in an planning and advisory capacity to this project.

Crossroads RC&D will also contract with the OSU Bee Lab for Dr. Tew to conduct a study of the 112 participants of the Don Myers Apiary Project. This project, completed in 2009, trained and funded 112 new beekeepers in 12 Eastern Ohio Counties. This study will discover and quantify the loss rate of new beekeepers, what motivated them to start or stop keeping bees, what additional resources they need, and if they continued to keep bees in spite of winter loss, or other obstacles. This study will begin the fall of 2010 and conclude in the spring of 2011.

The project team will plan the 2 workshops on queen management for the spring of 2011. One workshop will be held in the north, the other in the southern part of the state. Registration of \$75 will be charged to offset costs. Sandy Chenal, RC&D Coordinator will work with the local SBDC to arrange business training as a part of this session. The OSBA project team will volunteer their time to this effort providing an additional \$3,456 of in-kind contributions. This team will meet monthly to monitor progress and provide input and decisions on the direction of the project. The team will be involved in the continuous and final project evaluation.

QUARTER 1 Sept - Dec 2010: Conduct monthly meetings of project committee (Dr. Tew, Bob Hooker, Ron Hoops, John Grafton, Sandra Chenal) to review timetable and tasks, develop Evaluation Tool for Don Myers Project study of new beekeepers, start planning Queen Management & Production Trainings; Meet with OSU IT to discuss production schedule and media components. MILESTONES: completion of study materials for Don Myers project (committee), mailing of surveys to Don Myers' Participants (Crossroads); IT production commenced; draft course and media components to be used completed (Committee, Tew, IT); Speakers will be identified and contacted for Training, event agenda draft will be completed. Grant reporting (Crossroads, Committee)

QUARTER 2 JAN - MAR 2011: Conduct monthly planning / monitoring committee meetings, Production of class continues, Advertise & promote Queen program in bee publications (OSBA, Feb), Initiate Powerpoint productions (Tew & Committee) Jan - June 2011. OSBA to work with contractor to design web site. Grant reporting (Crossroads, Committee) MILESTONES: OSBA Web site contracted, Queen Training advertised.

QUARTER 3 APR - JUN 2011: Conduct monthly planning / monitoring committee meetings, Production of beginners course continues, Hold Queen Training events (OSBA), Continue Powerpoint productions (Tew & Committee); Compilation of study on new beekeepers (OSU Bee lab); Grant reporting (Crossroads, Committee) MILESTONES: Queen Training Completed

QUARTER 4 JUL-SEP 2011: Conduct monthly planning / monitoring committee meetings, Complete Evaluation of Queen Training (Committee) Production of beginners course completed, editing in process, Hold fall OSBA meeting and promote course (OSBA), Complete Powerpoint productions (Tew & Committee); Monitor web site development (OSBA); Grant reporting (Crossroads, Committee) MILESTONES: Queen Training evaluation completed

QUARTER 5 OCT-NOV 2011: Conduct monthly planning / monitoring committee meetings; Course development in final stages; Continue to promote course (OSBA); Powerpoint productions posted to OSBA web site (OSBA, web contractor & Committee); Grant reporting (Crossroads, Committee) MILESTONES: Powerpoint productions completed & on web.

QUARTER 6 JAN-MAR 2012: Conduct monthly planning / monitoring committee meetings; Beginners web course uploaded on OSU website; Continue to promote course (OSBA); Clubs commence offering course (local beekeeping clubs); Individuals can register for online course, course evaluations begins; Grant reporting (Crossroads, Committee) MILESTONES: Beginners course online & being used.

QUARTER 7 APR - JUNE 2012: Conduct monthly planning / monitoring committee meetings, continue to promote course (OSBA), Clubs complete offering course (local beekeeping clubs), Individuals can continue to register for online course, course evaluations completed, Powerpoint productions evaluation completed (Committee) Grant reporting (Crossroads, Committee) MILESTONES: Course complete Final report completed (Crossroads, Committee).

Key Personnel

Describe the partnerships, alliances, networks, or other collaborative efforts that will be created to implement this project as well as the specific commitments from each (i.e., in-kind, monetary, labor, etc.). List all parties involved and describe what each contributes to the successful completion of this proposal. Current resumes for each individual working on the proposed project are required and should be provided as an appendix. (limit 1450 characters)

BOB HOOKER: President OSBA, will serve on the project team, 64 hours in-kind service, Chair Project Committee.

RON HOOPS: Past President of OSBA, will serve on the project team, 64 hours in-kind service.

JOHN GRAFTON, Vice President of OSBA, will serve on the project team, Subcommittee Chair, Educational Material Development, 64 hours in-kind service.

JAMES E. TEW, PhD Apiculture, subcontractor for educational material development, Liaison to OSU IT Department, contributing \$5,000 cash match.

SANDRA CHENAL, RC&D Coordinator, Liaison to Crossroads RC&D, will provide assistance in grant reporting, project management and communications. Federal Employee, no match provided.

Support Letters

All proposals must include three (3) letters of support from industry members that confirm a need for this project to be implemented. These letters must be received with the original grant application.

Appendices

This section should include attachments from aforementioned areas including:

- *Current resumes for each individual working on the project,
- *Three (3) industry support letters,
- *Any other evidence of project necessity, and
- *Copy of IRS 501(c)3 determination.

CROSSROADS
(AGR-308-10-20)
Total Grant Amount: \$43,881.00

PERSONNEL				
Total Allocated Funds	\$4,026.00			
Expenditures	Amount	Voucher#	Date	Total PERSONNEL Remaining
	1/12/2011			\$3,308.31
	4/15/2011			\$2,488.56
	9/30/2011			1,155.81
FRINGE BENEFITS				
Total Allocated Funds	\$365.00			
Expenditures	Amount	Voucher#	Date	Total FRINGE BENEFITS Remaining
	1/12/2011			\$250.27
	4/15/2011			\$188.42
	9/30/2011			36.31
TRAVEL				
Total Allocated Funds	\$1,800.00			
Expenditures	Amount	Voucher#	Date	Total TRAVEL Remaining
				\$1,800.00
				\$1,800.00
EQUIPMENT				
Total Allocated Funds	\$0.00			
Expenditures	Amount	Voucher#	Date	Total EQUIPMENT Remaining
				\$0.00
				\$0.00
				\$0.00
				\$0.00
RENTALS & LEASES				
Total Allocated Funds	\$0.00			
Expenditures	Amount	Voucher#	Date	Total Rentals & Leases Remaining
				\$0.00

CROSSROADS
(AGR-308-10-20)

SUPPLIES				
Total Allocated Funds	\$4,550.00			
Expenditures	Amount	Voucher#	Date	Total SUPPLIES Remaining
	1/12/2011			\$1,896.68
	9/30/2011			\$4,631.68
CONTRACTUAL				
Total Allocated Funds	\$32,000.00			
Expenditures	Amount	Voucher#	Date	Total CONTRACTUAL Remaining
	\$4,182.00		9/30/11	\$27,818.00
				\$27,818.00
OTHER ADMINISTRATION				
Total Allocated Funds	\$600.00			
Expenditures	Amount	Voucher#	Date	Total OTHER ADMINISTRATION Remaining
				\$600.00
				\$600.00