2018 Impact

How your investment in organic farming works

Education

29th MOSES Organic Farming Conference

We helped 2,994 people from 41 states and 12 countries learn about proven organic and sustainable farming practices, find services, tools, and resources to improve their farms, get support and encouragement from their peers to start or continue on the organic path.

“MOSES is not only a place for me to gather information for making farm decisions, it’s also where I check in with the trends, successes, and direction of organic.”

— Jordan Scheibel, Grinnell, Iowa

“I always leave inspired and motivated to do a better job.”

— Stefanie Jaeger, Ashland, Wisconsin

New Farmer U

131 beginning farmers gained the skills they need to move their farms forward at the weekend training we offered in the Wisconsin Dells with project partner Renewing the Countryside. These new farmers learned about business planning, financial management, food safety, farm law, organic certification, and more to lay the foundation for resilient and profitable operations.

Funded by USDA Beginning Farmer & Rancher Development Program

Organic Field Days

Our on-farm field days showcased 14 successful organic farms, drawing 795 farmers, who gleaned ideas to improve their farms.

“I’m learning a lot with the resources provided by MOSES. I appreciated the opportunity to visit a farm that has sustained itself in organics over the long haul.”

— Ben Hagenbuch, Mendota, Illinois

Resources

Farmers look to MOSES for resources and practical advice to help them grow.

248,657 accessed resources, events, and practical tips on our website.

9,544 looked for land via our free Land Link-Up postings.

13,664 connected with on-farm jobs or found farm labor.

1,921 used our Farm Production Recordkeeping Workbook to track activity for certification/crop insurance.

846 new users turned to our Guidebook for Organic Certification to decipher the rules to become certified. We published a Spanish edition in 2018.

2,819 found supplies, certifiers, & more in our Midwest Organic Resource Directory.

1,230 downloaded organic fact sheets while dozens more picked up copies at events. We updated Managing Soil Fertility in an Organic System and Organic Pest & Disease Management, and published Steps to Comply with FSMA Produce Safety Rule. We also published six of our most popular fact sheets in Spanish as well as Hmong.

13,464 increased their understanding of organic production through the Organic Broadcaster newspaper.

Practical Advice

12,931 gleaned wisdom from women farmers and organic advocates through our In Her Boots podcast.

858 found answers on our Ask a Specialist webpage, while hundreds more consulted our specialists on our Organic Answer Line and at events.

33 jump-started their farm or added a new venture, increasing their odds of success with direct input from 30 experienced organic farmers in our Farmer-To-Farmer Mentoring Program.

Our mission is to educate, inspire, and empower farmers to thrive in a sustainable, organic system of agriculture.
2018 Financial Highlights
Midwest Organic & Sustainable Education Service (MOSES)

Financial Summary

<table>
<thead>
<tr>
<th>Income Allocations</th>
<th>Expenses</th>
<th>Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conference</td>
<td>$762,256</td>
<td>$1,126,194</td>
</tr>
<tr>
<td>Grow Organic Programs</td>
<td>190,229</td>
<td>443,905</td>
</tr>
<tr>
<td>Operating Support</td>
<td>34,404</td>
<td>635,589</td>
</tr>
<tr>
<td>Sales/Goods Sold</td>
<td>56,863</td>
<td>46,700</td>
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<tr>
<td>In-Kind Contributions</td>
<td>46,700</td>
<td>34,145</td>
</tr>
<tr>
<td>Special Projects</td>
<td>422,293</td>
<td>287,653</td>
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<tr>
<td>Total Income</td>
<td>$1,514,763</td>
<td>$1,447,992</td>
</tr>
</tbody>
</table>

Expense and Asset numbers are from audited financial statements for the MOSES Fiscal Year (Sept. 1, 2017 to Aug. 31, 2018). MOSES follows generally accepted accounting principles (GAAP) for nonprofits.

Supporters

Thanks to the many generous people who invest in organic farming through a donation to MOSES. We’re especially grateful to these Major Funders and Engaged Supporters for helping us provide training, guidance, and practical advice to encourage farmers’ success.

Major Funders
Albers/Kuhn Family Foundation
Annie’s, Inc
Blooming Prairie Foundation
Ceres Trust
Ciranda
Clif Bar Family Foundation
Farm Aid
Frontier Natural Products Co-op
McKnight Foundation
SARE
UNFI Foundation
USDA NRCS
USDA Advocacy & Outreach
USDA Risk Management Agency
Wisconsin Natural Food Assoc.

Engaged Supporters
Audrey Alwell & Jim Herold
Gail Barber
Blue River Organic Seed
Bull Family
Christin Cleaver
Crystal Creek Natural, LLC
Dr. Bronner’s
Kathleen & Jim Dyreby
Earth Tools, Inc.
Fedco Seeds
Joyce Ford & Jim Riddle
Grain Millers, Inc.
Emelie Haigh
Thomas Harding
Jeanne Helzer
Daryl Hinderman
Todd Huffman
Charlie Johnson
Dale & Norma Kirby
Laura Lemieux
Lorentz Meats
Theresa Marquez
John Mesko
Cathy & Tom Morgan
Gordon Olson
Anne & Jim Patterson
Steve Pincus & Beth Kazmar
Rimal Greenhouse Systems
Ron & Maria Rosmann
Sam & Vera Fund of
The Minneapolis Foundation
Greg Schweser
Victor Shrock
Starlight Farms, Inc.
Lori Tauting & Renee Tierney
Kari Wenger & Peter Henry

Funding Sources

- 3% In-kind Contributions
- 4% Sales
- 6% Individual Donations
- 6% Foundation/Business Grants
- 29% Government Grants
- 53% Earned Income

Expense Allocations

Programs 78%
Administration 20%
Fundraising 2%

Board of Directors:

David Abazs
Round River Farm, Finland, Minn.
Mike Bollinger
River Root Farm, Decorah, Iowa
Sylvia Burgos Totness
Bull Brook Keep, Clear Lake, Wis.
Dave Campbell
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