

# 2018 Impact

*How your investment in organic farming works*

Photo: Country Blossom Organics, Lomira, WI

## Education

### 29<sup>th</sup> 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

## 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.

## 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



## 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.

**MOSES**   
Midwest Organic & Sustainable Education Service

# 2018 Financial Highlights

## Midwest Organic & Sustainable Education Service (MOSES)

### Financial Summary

#### Income Allocations

Conference	\$ 762,256
Grow Organic Programs	190,229
Operating Support	34,404
Sales/Goods Sold	56,863
In-Kind Contributions	46,700
Special Projects	422,293
<b>Total Income</b>	<b>\$ 1,514,763</b>

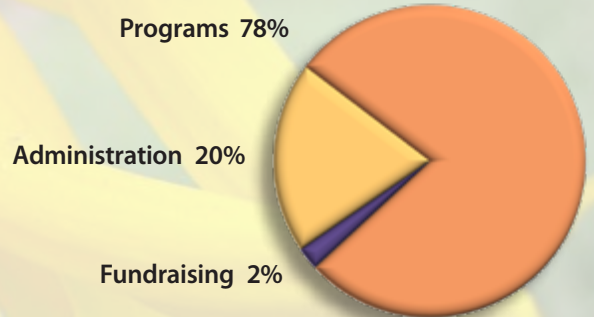
#### Expenses

Programs:	\$ 1,126,194
Conference	443,905
Projects & Services	635,589
In-Kind Donations	46,700
Fundraising Expenses	34,145
Management/Administration	287,653
<b>Total Expenses</b>	<b>\$ 1,447,992</b>

#### Net Assets

Operating Funds	\$ 297,679
Board-Restricted Funds	305,740
Grant-Restricted Funds	91,773
<b>Total Net Assets</b>	<b>\$ 695,192</b>

#### Expense Allocations



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.

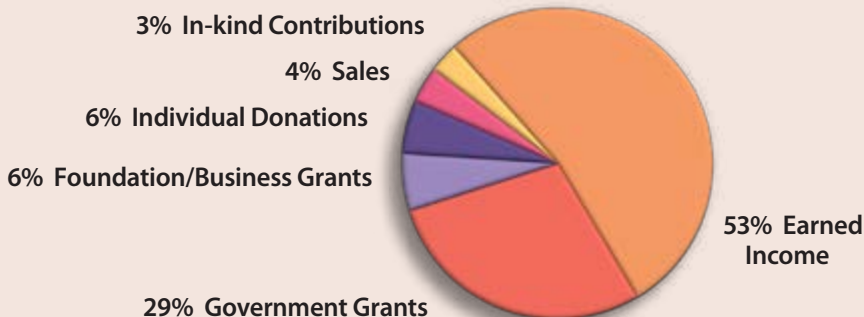
#### Engaged Supporters

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  
Rimol Greenhouse Systems  
Ron & Maria Rosmann  
Sam & Vera Fund of  
The Minneapolis Foundation  
Greg Schweser  
Victor Shrock  
Starlight Farms, Inc.  
Lori Tauring & Renee Tierney  
Kari Wenger & Peter Henry

#### Funding Sources



#### Board of Directors:

**David Abazs**  
*Round River Farm, Finland, Minn.*

**Mike Bollinger**  
*River Root Farm, Decorah, Iowa*

**Sylvia Burgos Toftness**  
*Bull Brook Keep, Clear Lake, Wis.*

**Dave Campbell**  
*Lily Lake Organic Farm, Maple Park, Ill.*

**Dela Ends**  
*Scotch Hill Farm, Brodhead, Wis.*

**Clare Hintz**  
*Elsewhere Farm, Herbster, Wis.*

**Charlie Johnson**  
*Johnson Farms, Madison, SD*

**David Perkins**  
*Vermont Valley Community Farm  
Blue Mounds, Wis.*

**Molly Rockamann**  
*EarthDance, Ferguson, Mo.*

**Sara Tedeschi**  
*Dog Hollow Farm, Ferryville, Wis.*

**Darin Von Ruden**  
*Ruden Family Farm, Westby, Wis.*