2019 Impact

Educating, inspiring, and empowering farmers

Education

“MOSES field days and conferences and the mentorship program have all been big reasons why I’m still farming after 15 years despite huge hurdles.”

~ Dayna Burtness, Spring Grove, Minnesota

30th MOSES Organic Farming Conference

2,628 people gathered at the MOSES Conference, where, for 30 years, people who have a passion for good food and good-for-the-Earth farming have shared ideas, discovered new resources, and found support. 90 farmers attended on scholarships.

“A great experience. Love this conference!”

~ Dennis Baese, Elsie, Michigan

“We had a lot to take away. We can’t wait to put these amazing plans in action!”

~ Jessa Lane, Marshall, Wisconsin

Organic Field Days

1,011 participants attended our 11 on-farm field days. Farmstead micro-creamery basics, soil health, weed control, small grains for milling, hemp for CBD oil, and fruit production were among the topics we covered. We also organized specific trainings to help USDA Natural Resources Conservation Service agents better serve the needs of organic producers.

“Absolutely excellent! We enjoyed every aspect. It was amazing!”

~ Anne Gamoke, Plymouth, Wisconsin

Women in Sustainable Ag Conference

260 women gathered to learn, connect, and grow at the 6th WISA Conference in St. Paul, Minnesota. MOSES hosted this collaborative event, which included intensives, workshops, meet-ups, and demonstrations.

“I appreciated the space to delve deeply into topics impacting our farms, hearts, and livelihoods.”

~ Erin Schneider, Madison, Wisconsin

Resources

Farmers turn to MOSES for resources and practical information to improve their farms.

174,730 website visits racked up as farmers accessed details about events, organic production, and our free resources.

5,376 looked for land to grow via our free Land Link-Up postings.

8,319 connected with on-farm jobs or reached out to add farm labor.

2,477 new users downloaded our Farm Production Recordkeeping Workbook to track farming activities for certification and crop insurance reporting.

595 new users requested our Guidebook for Organic Certification to understand the rules to become certified.

1,537 found suppliers, certifiers, & more in the newly released 11th edition of our Midwest Organic Resource Directory.

783 downloaded organic fact sheets while many more picked up copies at events. We updated Organic Certification & Tips for Choosing a Certifier.

14,214 subscribed to the Organic Broadcaster newspaper for the latest information on organic production practices, research, and farmer stories.

Practical Advice

Our specialists provided one-to-one advice to farmers through the Organic Answer Line, logging more than 2,000 calls and emails. Experienced organic farmers mentored 15 new-to-organic growers in our Farmer-to-Farmer Mentoring Program. We recorded 50 new episodes for our In Her Boots podcast, which had more than 34,000 plays in 2019. We worked with farm business advisors at Western Technical College to create a free Fearless Farm Finances online course, helping more than 600 farmers set financial goals, improve their records, and make sound financial decisions.
2019 Financial Highlights

Midwest Organic & Sustainable Education Service (MOSES)

Financial Summary

Income Allocations

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conference</td>
<td>$717,956</td>
</tr>
<tr>
<td>Grow Organic Programs</td>
<td>$194,411</td>
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<tr>
<td>Operating Support</td>
<td>$23,996</td>
</tr>
<tr>
<td>Sales/Goods Sold</td>
<td>$55,078</td>
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<tr>
<td>In-Kind Contributions</td>
<td>$78,707</td>
</tr>
<tr>
<td>Special Projects</td>
<td>$219,836</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td><strong>$1,289,983</strong></td>
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Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Programs</td>
<td>$1,129,983</td>
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<tr>
<td>Conference</td>
<td>$464,298</td>
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<tr>
<td>Projects &amp; Services</td>
<td>$586,978</td>
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<tr>
<td>In-Kind Donations</td>
<td>$78,707</td>
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<tr>
<td>Fundraising Expenses</td>
<td>$35,105</td>
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<tr>
<td>Management/Administration</td>
<td>$288,588</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$1,453,676</strong></td>
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Net Assets

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<tr>
<th>Category</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Operating Funds</td>
<td>$186,140</td>
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<tr>
<td>Board-Restricted Funds</td>
<td>$276,834</td>
</tr>
<tr>
<td>Grant-Restricted Funds</td>
<td>$37,417</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>$500,391</strong></td>
</tr>
</tbody>
</table>

Expense and Asset numbers are from audited financial statements for the MOSES Fiscal Year (Sept. 1, 2018 to Aug. 31, 2019).

Supporters

Thanks to all the generous people who invest in organic farming by donating 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 to grow organically.

Major Funders

- Albers/Kuhn Family Foundation
- Ciranda
- Ciff Bar Family Foundation
- Farm Aid
- McKnight Foundation
- SARE
- UNFI Foundation
- USDA NRCS
- USDA Organic Agriculture
- Research and Extension Initiative
- USDA Risk Management Agency

Engaged Supporters

- Amy Alpine & John Grump
- Audrey Alwell & Jim Herold
- Ambre Blends
- Artisan Cheese Exchange
- Gail Barber
- Chelley Beck
- Bull Family of Union Grove Farm
- Jim Cameron
- Cloud Cult
- Crystal Creek Natural, LLC
- Megan Detilloff, Dr. Paul’s Lab
- Heidi Doerig
- Kathleen & Jim Dyreby
- Dela & Tony Ends
- Farm Table Foundation
- Joyce Ford & Jim Riddle
- Mary Gale
- Grain Place Foods Inc.
- Jack Hakla
- Carmen Hagen
- Emelie Haigh
- Thomas Harding
- Amy Hay
- Jeanne Helzer
- Daryl Hinderman
- Todd Huffman & Lin Jennewine
- Angela Jackson
- Charlie Johnson
- Joel Koplos
- Alfrid & Susan Krusenbaum
- Lauren & Caleb Langworthy
- Joe Luetmer
- Kay Mehl
- Celena Morris
- Renee Morris
- Gordon & Linda Olson
- Anne & Jim Patterson
- David & Barb Perkins
- Tim & Betsy Pierce
- Ken Pohlman
- Annake Ramsey
- Rebecca Robinson
- Sam & Vera Fund of
  The Minneapolis Foundation
- Robert & Judith Sayre
- Mikol Sesker
- Lisa & Andy Talbott
- Gene & Patricia Thomas
- Travis Thompson
- Lori Taurin & Renee Tierney
- Whole Foods Co-op, Duluth, MN
- Dale & Ann Woodbeck

Funding Sources

- 63% Earned Income
- 18% Government Grants
- 3% Foundation/Business Grants
- 5% Individual Donations
- 4% Sales
- 6% In-kind Contributions

Expense Allocations

- Programs 78%
- Administration 20%
- Fundraising 2%

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PO Box 339, Spring Valley, WI 54767 • 888-90-MOSES • mosesorganic.org/donate