



Midwest Organic & Sustainable Education Service

2005 Annual Report

MOSES Board of Directors December 2005

The MOSES board consists of a majority of certified organic farmers and meets at least four times a year to provide governance to the organization.

Barth Anderson,
Wedge Co-op

Audrey Arner
Moonstone Farm

Chris Blanchard
Rock Spring Farm

Roger Blobaum,
Blobaum & Associates

Darlene Coehoorn,
Viewpoint Organic
Acres

Paul Dietmann, Sauk
County Ag Extension
Treasurer

Joyce Ford, Organic
Independents
President

Tom Frantzen
Frantzen Farms

Linda Halley
Harmony Valley Farm

Greetings from the Executive Director,

MOSES worked on many exciting projects in 2005. As our organization continues to grow we strive to find fresh resourceful ways to carry out our mission to help farmers make the transition to organic and sustainable agriculture.

It is gratifying and inspiring to look back at what we have accomplished over the last year. A few of the highlights include: started the Help Wanted Organic Farmers campaign, hosted over 1800 attendees at our annual conference, greatly expanded our website, printed 8000 copies of the Upper Midwest Organic Resource Directory and held numerous educational trainings.

Please visit our website or contact our office for current information and to learn more about our programs.

Faye Jones, MOSES Executive Director

WHO WE ARE

The Midwest Organic and Sustainable Education Service, (MOSES) is a non-profit 501(c)3 education-outreach organization working to promote sustainable and organic agriculture.

MOSES serves farmers striving to produce high-quality, healthful food using organic & sustainable techniques. These farmers produce more than just food: they support thriving ecosystems and vibrant rural communities.

MOSES offers a variety of programs to assist farmers, agricultural educators, organizations and others requesting information. We organize events and provide resources and referrals to help people learn more about the growing opportunities in organic agriculture.

PO Box 339 • Spring Valley, WI • 54767
715/772-3153 • fax 715/772-3162

info@mosesorganic.org • www.mosesorganic.org

HELP WANTED: ORGANIC FARMERS

At the 2005 conference MOSES launched its exciting "Help Wanted: Organic Farmers" campaign with the goal of increasing the number of organic farmers in the region. The campaign provides farmers with resources that will assist in the transition to organic farming. Since 1990, organic food sales have grown at 20% per year. This is a crucial time in the organic farming community, a time of tremendous opportunity. We have developed the Help Wanted: Organic Farmers information packet to help farmers explore the potential of organic production on their farms. The packet is available for download on the MOSES website or through the MOSES office.

Upper Midwest Organic Resource Directory

The sixth edition of the Upper Midwest Organic Resource Directory was published in 2005. We printed over 8000 copies. This indispensable reference handbook lists more than 70 pages of resource groups, certification agencies, consultants, government agencies, suppliers, farmer co-ops, processors and publications in the Upper Midwest. Copies are available through the MOSES office for a nominal shipping fee. The directory is also available on our website. The web version of the directory is continually updated throughout the year.

Farmer of the Year

The 3rd annual MOSES Organic Farmer of the Year Award: An Organic Farmer Practicing Outstanding Land Stewardship was presented to Carmen and Sally Fernholz, of A-Frame Farm at the 2005 conference. The farm transitioned to organic management in the 1970s and has 360 tillable acres producing small grains, corn and soybeans. Carmen and Sally have made a number of important contributions to the organic farming community including work on a number of research projects, being instrumental in the growth of the golden flax market and in the development of the Minnesota Organic Farmers' Information Exchange (MIOFE) Mentor Hotline.

MOSES Website

The MOSES website (www.mosesorganic.org) is a great resource for organic farmers and others. Information about all the activities and resources provided by MOSES is accessible online on our website. It now includes the Upper Midwest Organic Tree Fruit Growers Network, providing a newsletter and other resources to tree fruit growers in the region. Also available is the Organic Update, a periodic email update that brings current news of the organic industry to agriculture professionals and others.

Organic Broadcaster Newspaper

The Organic Broadcaster, a bi-monthly newspaper that provides quality, in-depth information to hundreds of farmers in the Upper Midwest, is now being published from the MOSES office. MOSES welcomes Jody Padgham as the new editor of the Broadcaster. The publication features articles, reports from farm tours, interviews and regular columns. A regional calendar and a large organic classified ad section are also featured. Subscriptions are \$20 for 6 issues annually. The Broadcaster now has a circulation of 1600 copies per issue.

Upper Midwest Organic Farming Conference

The Upper Midwest Organic Farming Conference, our banner event held in late February each year, continues to grow with over 1800 participants in 2005. This year's conference was the best ever with an abundance of informative workshops, over 130 exhibitors and great organic food. The conference was sponsored by 40 organizations. Evaluation results were very positive for the entire event, and the conference was covered by a variety of media outlets.

Organic University

The Organic University, which is held annually the day prior to conference, had a thriving fourth year. Nine day-long sessions were attended by 390 individuals. All courses received highly ratings during the evaluation process. Courses in 2005 included "Organic Beef Production, Organic Dairy Production, Season Extension for Vegetable Growers, Organic Market Gardening, Introduction to Organic Apple Production, Advanced Row Crops, Managing Soil Health, Small Commercial Wind Energy on the Farm and Organic Agriculture 101." Each participant was provided with a comprehensive resource notebook designed to facilitate follow-up research.

Guide to Organic Certification

New this year the Guidebook for Organic Certification has been developed to answer basic questions frequently asked about organic certification. This 26 page booklet outlines how to go about the process of becoming certified for organic production, and offers suggestions on where to go for more help. The guidebook is available online at www.mosesorganic.org, in the fact sheet section.

Tree Fruit Network

MOSES, with support of USDA Risk Management Agency, continued the Upper Midwest Organic Tree Fruit Network, an informal network of people interested in organic tree fruit that exchanges information through a quarterly newsletter, field days, an electronic list-serve and the MOSES website. Growers can discuss certification issues and exchange information and events of interest to Midwest orchardists.

USDA-RMA Funding

MOSES entered into a partnership agreement with USDA Risk Management Agency to support educational programming around organic and diversified agriculture. A series of six customized trainings held around Wisconsin in response to requests from communities and organizations seeking to learn more about organic production and certification. Support for the Upper Midwest Organic Farming Conference and Organic University, including 70 scholarships, is also part of the funding agreement.

Assistance and Referrals

MOSES staff members continue to provide important information to farmers by answering questions via phone and email, directing farmers and others to the Help Wanted: Organic Farmers packet, resource directory, websites, books, events, organizations and other resources on organic production, certification and marketing.

Fact Sheets

MOSES fact sheets provide important information about organic agriculture. They are available on the MOSES website and can be downloaded free of charge.

MOSES Book Store

MOSES offers over 20 books on organic farming available for purchase at events, through the mail or on the web. We also have two varieties of "No Spray" farm signs. A printable order form for books and signs is available on the MOSES website or by calling the MOSES office.

Organic Basics Trainings

The Organic Basics Trainings, funded by University of Wisconsin Extension - Emerging Ag Markets Team, brought intensive day-long trainings to farmers in Wisconsin. These field days highlighted organic practices and integrated systems varying from seasonal cow dairy to specialty vegetables, from Community Supported Agriculture to large-scale potatoes, hay and row crops.

Field days and Conferences

MOSES co-sponsored several well attended conferences and field days in 2005. MOSES is proud to provide comprehensive information to farmers who are making the transition to organic agriculture.

MOSES Income and Expense

FY ending 8/31/05

Revenue Sources (Income)

Conference	\$194,357.11
Organic University	41,403.00
Broadcaster Newspaper	24,338.74
Fundraising/Gifting Letter	39,576.00
Sales	28,041.20
Grants/Agreements/Projects*	161,739.54
Misc	5,852.05
TOTAL REVENUE	\$495,307.64

Use of Funds (Expense)

Conference	\$217,036.51
Organic University	38,442.80
Broadcaster Newspaper	22,032.90
Fundraising Expense	40,463.76
Cost of Sales	20,530.88
Grants/Projects	72,468.97
Office Overhead	65,325.53
TOTAL EXPENSES	\$476,301.35
Carryover	\$19,006.29

This financial report reflects the 04-05 fiscal year, which ended on August 31, 2005. The rest of this 2005 annual report is for the 2005 calendar year.

*Grant funding supports many projects, including scholarships for the conference, Tree Fruit Network, Basics Trainings, Certification Guide, and Fact Sheets.

Funding for MOSES is provided by multiple sources including: individual donors, foundations, USDA grants, and educational programs. We are continuously looking for new sources of funding to expand our services.

MOSES is grateful for the contributions we receive each year. Contributions support our ability to provide high quality organic education services to farmers and others. To donate to MOSES contact the office or visit the website.

MOSES Staff 2005

- Faye Jones, Executive Director
- Jody Padgham, Education Director
- Cathy Olyphant, Office Manager
- Diana Witcher, Conference Assistant
- Bridget O'Meara, Admin Assistant
- Linda Anderson, Office Assistant

MOSES Mission Statement:

"To help agriculture make the transition to a sustainable organic system of farming that is ecologically sound, economically viable and socially just, through information, education, research, and integrating the broader community into this effort."



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