



# Midwest Organic & Sustainable Education Service

## MOSES Board of Directors December 2006

*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  
Minneapolis, MN

Audrey Arner  
*Vice-President*  
Moonstone Farm  
Montevideo, MN

Chris Blanchard  
*Secretary*  
Rock Spring Farm  
Highlandville, IA

Roger Blobaum  
Blobaum & Associates  
Washington, DC

Darlene Coehoorn  
Viewpoint Organic Acres  
Rosendale, WI

Paul Dietmann  
*Treasurer*  
Sauk County Ag Extension  
Prairie du Sac, WI

Joyce Ford  
*President*  
Organic Independents  
Winona, MN

Linda Halley  
Fairview Gardens  
Goleta, CA

Margaret Smith  
Ash Grove Farm  
Hampton, IA

## 2006 Annual Report

*MOSES has had another very successful year in 2006. The number of certified organic farmers, acreage of farmland in organic production and consumer demand for organic food continue to increase. This trend means more growth and opportunity for MOSES programs! The diversity and depth of our offerings are expanding, and we have hired two new staff members. Our annual report highlights our efforts and dedication to educating farmers and the community-at-large about organic and sustainable farming. We are honored to be a part of this growing community.*

*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 individuals requesting information. We organize events and provide resources and referrals to help people learn more about the growing opportunities in organic agriculture.

### **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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## ***MOSES Activities and Programs:***

### **HELP WANTED: ORGANIC FARMERS**

Initiated in 2005, the "Help Wanted: Organic Farmers" campaign continues to support new and transitioning organic farmers throughout the Midwest. The campaign was stepped up in 2006 with the addition of staff member Harriet Behar as MOSES Outreach Director and the institution of a toll-free "Farmer Hotline" (888-551-GROW/4769). Harriet conducts regional trainings on organic production and certification, and is also available to answer specific questions from farmers calling the hotline. We've had hundreds of requests for information on transitioning to organic production since the inception of the Help Wanted Campaign.

### **Upper Midwest Organic Resource Directory**

The seventh edition of the Upper Midwest Organic Resource Directory was published in early 2006. Indispensable to organic farmers, agricultural educators and anyone interested in organics, this reference handbook lists resource groups, certification agencies, consultants, government agencies, suppliers, farmer co-ops, processors and publications in the Upper Midwest. Offered as a 70-page booklet from MOSES, the directory is also available on our website with live links or as a printable PDF. The web version of the directory is continually updated throughout the year.

### **Farmer of the Year Award**

The 4<sup>th</sup> annual *MOSES Organic Farmer of the Year Award: An Organic Farmer Practicing Outstanding Land Stewardship* was presented to Stan Schutte, Triple "S" Farms, at the 2006 UMOF Conference. Stan owns and manages a 200-acre diversified farm in central Illinois. Stan produces numerous vegetable crops, free-range poultry and beef, dent corn, sweetcorn, popcorn, soybeans and hard red wheat. Stan is a master of direct marketing and has been an inspiration and leader for both his local OCIA Certification chapter and the Farm Beginnings program in central Illinois.

### **MOSES website: [www.mosesorganic.org](http://www.mosesorganic.org)**

We offer free downloadable educational materials, an updated events calendar, and links and information about our diverse opportunities and offerings on the MOSES website. Farmers and others can access organic fact sheets, our popular Upper Midwest Organic Resource Directory, the growing Upper Midwest Organic Tree Fruit Growers Network, and information about upcoming events and trainings. Instituted in late 2006 is a "Farm Bill '07" page that offers up-to-date information and opportunities for action to support organics in the upcoming Farm Bill.

### **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 "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 Dairy Farming Book**

Published in February 2006, the new book *Organic Dairy Farming* is a one-of-a-kind resource. A compilation of writings from 20 authors with expertise in their fields, the book was edited by Jody Padgham, MOSES Education Director, and published by Community Conservation, Inc. in partnership with MOSES. Designed to act as a resource for farmers new or transitioning to organic dairy production, the book has received favorable reviews and continues to sell well throughout the U.S.

### **Upper Midwest Organic Farming Conference**

The Upper Midwest Organic Farming Conference offers a stellar education and networking experience to ever-growing numbers of organic farmers and others. The largest organic conference in the U.S., in 2006 we hosted over 2200 people in La Crosse, Wisconsin, with 60 workshops, over 130 exhibitors and great organic food. Our list of Conference sponsors continues to grow, with over 40 supporting us in 2006.

### **Organic University**

The Organic University, held annually the day prior to the conference, is in its fifth year and continues to provide well-received, comprehensive programming. Ten day-long sessions were attended by nearly 400 people in 2006. Organic University participants express great appreciation of the intensive sessions, small class size, presenter knowledge, and quality of discussion and training.

### **Organic Broadcaster Newspaper**

The Organic Broadcaster, a bi-monthly newspaper, provides quality, in-depth information to hundreds of farmers in the Upper Midwest. Published by MOSES, the Broadcaster features regular columns, interviews, updates and farm-based stories specific to organic farming systems. A regional calendar and a large organic classified ad section are also featured. Subscriptions are \$20 for 6 issues annually.

### **Tree Fruit Network**

MOSES, with support of USDA Risk Management Agency, continued the Upper Midwest Organic Tree Fruit Growers Network. The Network brings together people interested in organic tree fruit through a quarterly newsletter, field days, an electronic list-serve and the MOSES website.

### **USDA-RMA Funding**

In 2006 MOSES again entered into a partnership agreement with USDA Risk Management Agency to support educational programming around organic and diversified agriculture. The agreement supports the Upper Midwest Organic Farming Conference and Organic University, including 70 scholarships, new and updated Organic Fact Sheets (free on the web) and the Upper Midwest Organic Resource Directory.

### **Organic Basics Trainings**

A series of farmer trainings, titled "Organic Basics," was again funded by the University of Wisconsin Extension - Emerging Ag Markets Team. These intensive trainings to farmers around Wisconsin highlight organic practices and certification and often include a tour of a local organic farm. Over 200 farmers were offered quality education in their own communities through the six programs held in 2006.

### **Meet the MOSES Staff:**

**Faye Jones** has been the Executive Director of MOSES since 1999. Faye has gracefully expanded beyond her initial role of conference coordinator by taking responsibility for more executive tasks such as fundraising, personnel management, and political networking for this growing organization.

**Jody Padgham** has been the Education Director at MOSES since 2002. In this role she oversees educational programs, including the Organic University. She is the editor of the Organic Broadcaster Newspaper, and also acts as MOSES Bookkeeper and primary grant writer and reporter.

**Cathy Olyphant** is the MOSES Office Manager and has been with the organization since 2003. Cathy manages our database and keeps office operations functioning smoothly. Cathy is also the conference registration coordinator and manages the Organic Broadcaster mailing list and advertisers.

**Harriet Behar** joined the MOSES staff in July 2006 as the Outreach Coordinator. She is responsible for many of the activities in the MOSES Help Wanted: Organic Farmers campaign. Harriet has continued as the popular trainer for our series of farmer and agricultural professional trainings, and is the calm voice at the end of the new "Organic Farmer Hotline."

**Rekha Banerjee** is MOSES Resource and Exhibit Hall Coordinator, joining the team in May 2006. In this position she manages the MOSES bookstore, Resource Directory and the over 130 exhibitors at the conference.

**Diana Witcher** has developed real skill as the food coordinator for the conference, bringing in thousands of dollars of organic food donations and planning the tasty menu for 2500 discriminating eaters each year. She is also the MOSES Webmaster and does much of the organization's layout and design work.

**Krista Cleary** helps out in the MOSES office throughout the year, and during the conference season is the UMOFC Volunteer and Scholarship coordinator.

**Doug Nopar**, MOSES Development and Communications Coordinator

**Deirdre Birmingham**, Coordinator of the Upper Midwest Organic Tree Fruit Growers Network

**Chris Blanchard**, UMOFC Presentations Coordinator

## MOSES Income and Expense

FY ending 8/31/06

### Revenue Sources (Income)

2006 Conference	\$282,875.52
Organic University	42,901.00
Broadcaster Newspaper	31,916.21
Fundraising/Gifting Letter	36,866.00
Sales	41,605.83
Grants/Agreements/Projects*	243,634.33
Misc	1,702.66
2007 Conference	33,178.34

TOTAL REVENUE \$721,503.89

### Use of Funds (Expense)

2006 Conference	\$226,597.02
Organic University	49,429.36
Broadcaster Newspaper	23,165.16
Cost of Sales	34,407.49
Grants/Projects	65,606.57
Office Overhead & Admin	129,830.20
Outreach (Help Wanted)	24,932.74
2007 Conference	7,716.28
Capital Improvements	10,664.90

TOTAL EXPENSES \$572,349.72

Designated grant fund carryover	60,000.00
Designated funds	50,000.00
Carryover	38,132.00

This financial report reflects the 05-06 fiscal year, which ended on August 31, 2006. The rest of this 2006 annual report is for the 2006 calendar year.

\*Grant funding supports many projects, including scholarships for the conference, Tree Fruit Network, Organic Basics Trainings, Help Wanted Outreach, and Fact Sheets.

**MOSES** is financially supported in diverse ways. Sources include: individual donors 6%, foundations 16%, Federal grants 14%, sales 6%, conferences and events 54%, and miscellaneous income 4%.

**MOSES** is grateful for the varied support we receive each year. Contributions enable us to provide high-quality organic education services to farmers and others. To donate to MOSES contact the office or visit the website.

### Comments from MOSES Program Participants:

- I was amazed at how organized and generous you all were! I got not only knowledge from the workshop, but also inspiration about building a healthier food system! Thank you for being there for us.*
- The incredible depth, yet accessible knowledge of the presenter was fantastic, but even more, his experience made this course worthwhile.*
- The session organization, visual aids and handouts were excellent.*
- I enjoyed the camaraderie of a group of people with similar ideas.*



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