



Farm Rescue®

**Saving Farms
One Family at a Time**

FISCAL YEAR 2021 ANNUAL REPORT



President's Letter to You

How It Began

Early in my career as a commercial airline pilot, I saw the circles and swaths of our nation's farmland below me, and my purpose became clear. I would honor my farming roots and give back to this community of growers who nourish and sustain us. This sky dreaming became Farm Rescue.

How It's Going

To date, Farm Rescue has helped 747 farm and ranch families in 7 states. Our mission is built on compassion, humility, and respect. This work is only possible through the synergies we have created together with our sponsors, donors, volunteers, and partners to serve the farming community.

What propels Farm Rescue to build on our 16-year history and move forward with greater momentum and long-term sustainability?

- ▶ The passion for agriculture and farms.
- ▶ Feeding America.
- ▶ Shared values to help farm families in crisis.
- ▶ Pervasive talents and helping hands.

FY2021 Highlights

We are proud of our accomplishments in fiscal 2021 for several reasons:

- ▶ **Pandemic Recovery.** We completed 53% more farm cases in 2021 than in 2020 in the thick of quarantines and lockdowns. Farm cases are our most complex services, often involving planting or harvesting 100's of acres for each case. (See our infographic on p. 8).

- ▶ **Desire to Help More Farm Families.** To take care of more farmers, we analyzed what contributed to our success in the Upper Plains states and are applying this proven model in Corn Belt states – Iowa, Nebraska, and Kansas. We added Lynne Hinrichsen as our Development Officer to increase our farm cases, partners/sponsors, and community engagement programs. We are also recruiting for a Field Operations Manager to assist in our expansion efforts. Together, both positions will help lay the groundwork for success in the Corn Belt states. (See more on p. 12).
- ▶ **Loyal Sponsors.** Despite the economic shifts due to the pandemic, we continue to retain a high percentage of our corporate funding and have expanded relationships with John Deere and other key sponsors to support our growth.
- ▶ **This Annual Report.** The pages before you are further evidence of our financial stewardship, professionalism, and commitment to sustaining the family farm. I hope you will enjoy the incredible stories you'll find in this publication. They certainly move me.

Whether you are a donor, employee, sponsor, partner, or volunteer, thank you for making meaningful, real contributions and supporting Farm Rescue.

Sincerely,

Bill Gross,
Farm Rescue President & Founder

Sustaining the Family Farm

Mission

Farm Rescue helps farmers experiencing a crisis – a major injury, illness, or natural disaster. We give families the chance to keep going by providing them with the necessary equipment and the labor (free of charge) to get essential farm jobs done.

How We Help

- Planting & Harvesting
- Hay Baling & Transport
- Livestock Feeding Assistance

“It was about helping **someone heal.**”



Garrett & Jim McFadgen – Valley City, ND

Corn & Soybean Planting

“I’ll never forget it. That was a picture-perfect moment when Farm Rescue comes rolling in with their big tractor and planter. This was the crew! They left their families to come up here and help somebody that they didn’t even know get their crop in the ground. It was like the cavalry had shown up,” recalls Jim McFadgen, who farms with his two sons.

In March 2021, Jim’s then 21-year-old son and only full-time farmer, Garrett, was severely injured. He broke his back while unloading cattle panels from a flat-bed trailer. For a time, it was uncertain if he would ever walk again.

There’s no such thing as a normal year in agriculture, but this injury had the potential to derail the McFadgen family if they couldn’t plant their corn and soybean crop in time. They applied for Farm Rescue assistance.

When planting conditions were optimal, 4 Farm Rescue volunteers arrived at the McFadgen property along with a John Deere 9620 tractor and DB60 24/48 row crop planter.

Being around the Farm Rescue volunteers inspired Garrett.

“They really got me moving and got me more motivated to get better. We connected in all sorts of ways, and they really felt like family to me,” says Garrett.

This is a key part of Farm Rescue’s work: Treat each family as our own with the same pride and attention to detail as if it were our own land.

With the team’s “we don’t quit until the job is done” attitude, the McFadgens’ crops were fully planted by the impending deadline.



SEE THE STORY



**“The time is now to help
a farm family in need”**

- Matt Blaylock

John Deere employee and volunteer



“Farm Rescue wants to do every job — from planting depth to crop population — the way that you’re satisfied with. They did as good or better of a job than I would have done.”

– Robert Nord, Wolverton, MN



SEE THE STORY

Steven & Mary Swanhorst – Chelsea, SD

Corn Harvesting

In July 2020, Steve Swanhorst sustained severe head trauma in an ATV accident at his farm and was airlifted to Sioux Falls, SD. After several weeks in the hospital, Steve returned home only to develop further medical complications. He eventually required specialized care at a treatment center in Lincoln, NE.

Months passed and the corn harvest grew closer. A nearby relative suggested Farm Rescue.

Farm Rescue arrived to assist with the family's corn crop.

"I don't know where we'd be without Farm Rescue," says Neil Roers, Steve's son-in-law.





“Our neighbors have large farms and didn’t have time to help us. Without Farm Rescue, I don’t know what we’d do other than pay a custom combine crew.”



SEE THE STORY

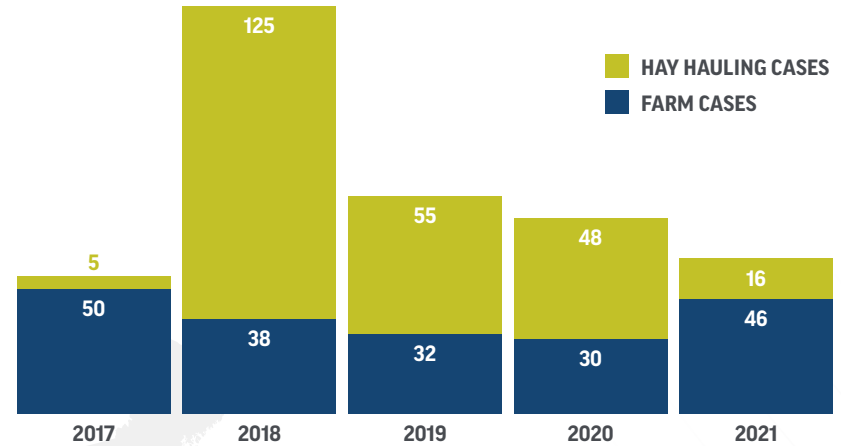
Key FY 2021 Metrics & Accomplishments

Farm Rescue has the equipment and volunteers to help farm families in crisis in a variety of ways.

- ▶ 239 trained & highly specialized volunteers
- ▶ 6,230 volunteer hours



Total Farm Families Supported by Year



Factors Affecting Cases: Weather • Natural Disasters • National Events Like COVID-19

Total Cases in 2021 = 62

Farm Cases



- ▶ Complex service for planting, harvesting, baling or feeding livestock
- ▶ Typically requires transporting multiple pieces of farm equipment
- ▶ Several volunteers needed
- ▶ Extended stays and work durations

Hay Hauling



- ▶ Simpler service for hauling feed
- ▶ Common need during a natural disaster (i.e., drought, flood, tornado)
- ▶ Usually one semi-truck and one volunteer per Hay Hauling case
- ▶ Work often completed in one day

Farm Rescue Invests in Current Farm Equipment for:

Planting



John Deere: 2 60' Air Seeders, 1 Corn/Bean 24/48 Row Planter, 2 9-series 4-wheel Tractors, 1 8-series Row Crop Tractor

Haying



John Deere: 2 Round Balers, 2 6-series Tractors
Mack: 2 Semis with Flatbed Trailers

Harvesting



John Deere: 3 Combines, 3 Draper 40' Platforms, 2 12-row Cornheads
Mack: 6 Semis **Wilson:** 4 Grain Hoppers

Logistics



Chevy: 10 Pickups
Landoll: 1 Semi + Low-boy Trailer



Chad Focke – Rexford, KS

Wheat Harvesting

Chad Focke, a farmer, husband, and father of four, was dealing with esophageal cancer and all that goes with beating it. He had never had a physical setback quite like this: He couldn't swallow food, his energy faltered, his life changed.

Not only was Chad's wife, Mandy, providing heroic levels of care for her family but she also found a way to take care of their farm.

She had confided in her neighbor, Karin Rasmussen, a West Kansas Coordinator for [AgrAbility](#), a Farm Rescue partner and organization that modifies farm equipment to accommodate disability. Through the power of connection, empathy, and the



right solution at the right time, Karin encouraged Mandy to seek out Farm Rescue. The Farm Rescue team arrived on June 25, 2021 and worked for two weeks to complete the Focke's wheat harvest.

"Farm Rescue has been a lifesaver. The quality of work that they're doing is exceptional. They're treating it like they were doing their own and kind of like it's their family that they're coming to help," says Chad.

He is now in recovery and is back to working his farm again. Farm Rescue saw him through that rough season in his life.



**“I love you and
I appreciate you,
Farm Rescue.”**



SEE THE STORY



What Success Looks Like in 2022

- ▶ **Increased Marketing & Social Presence.**
We'll elevate awareness of our organization and our mission through cost-effective channels, including ag industry partnerships, digital marketing/social media influencers, and traditional marketing campaigns.
- ▶ **Community Engagement.**
A new community engagement program, powered by volunteers in our Corn Belt States, will cultivate new partnerships, ensure a Farm Rescue presence at relevant farm tradeshows and events, and create buzz through community grassroots efforts.
- ▶ **Upgraded Volunteer Software.**
As you can imagine, the training, logistics, and coordination required for our volunteers is substantial. We will implement Volunteer Matters as an efficient solution to manage all our volunteers' certifications, training, and logistics.
- ▶ **Expansion into Illinois in 2023.**
To serve more farm families, we will expand our sponsorships/donations to support additional equipment, volunteers, and infrastructure.

Looking Ahead

In addition to continuing to serve our original states and service areas in the Upper Plains (North Dakota, Minnesota, Montana, and South Dakota), we will ramp up services in our current Corn Belt States (Iowa, Kansas, Nebraska) plus Illinois in 2023.

Farm Rescue[®]

HELPING FARM AND RANCH FAMILIES IN CRISIS



Consider This

98% of U.S. farms are family owned.

Small- and mid-sized farm families own 95% of the land and produce 42% of our food.

Farm families are “very dependent” on key family members to complete the work.







Our Volunteers, The “Angels in Blue”

Our 200+ volunteers are trained, fierce, and ready. They’re the backbone of Farm Rescue. Who else would drive or fly on their own nickel as much as 1,500 miles to help a stranger – a farmer – in need? They’re motivated by their hearts, driven to use their hard-won agriculture skills, heavy machinery expertise, and weather sensibilities for good.

Working a case isn’t a 9 to 5 job. Our Angels in Blue treat each farm and family like their own, averaging 15-hour days, laboring from sun-up until past sundown to do what needs to be done. They understand the urgency.

They’ll do this again and again for up to 6 weeks out of every year. Farm Rescue covers their lodging and food expenses (approximately \$1,000/week) and ensures the right volunteers with specific experience are on hand for each case.

Volunteers may spend up to \$500 of their own money to get to each farm site!

“We’re here because we want to be here. We have gifts and we have talents. As long as I’m able to give back and help out, that’s what I want to do.”

– John Robertson,
Farm Rescue volunteer
since 2015



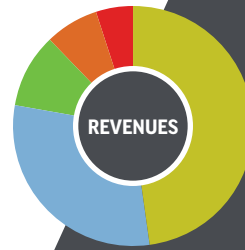
SEE VOLUNTEER
STORIES

What It Takes to Help Farmers in Need

- ▶ Years of Agriculture Experience – Before Working a Farm Rescue Case
- ▶ Extensive Online and Hands-on training
- ▶ Commercial Driver’s License (CDL) for Hauling Grain, Hay, or Equipment
- ▶ Fierce Work Ethic
- ▶ Devotion to Quality – Doing the Job Right
- ▶ People Skills – Tact & Empathy
- ▶ Mastery of the Latest Software, Calibration, and Settings for Sophisticated GPS-Driven Large Equipment
- ▶ Agronomy Background to Ensure Crop is Planted, Baled, Harvested, and Optimized for Maximum Yield for Our Farm Families

Financially Sound

Despite high-profile sponsorships and partnerships (not to mention a global pandemic), we run a lean operation. Our focus is on the farm families who need us. How we manage our funds ensures families have access to the best agriculture professionals, equipment, and experience possible.



REVENUES	FY2021	%
◆ Grants (Unrestricted & released from Restrictions)	\$135,832	5%
◆ Sponsorships (in-kind equipment, tires, services)	\$1,217,690	48%
◆ Sponsorships (Corporate \$\$)	\$755,154	30%
◆ Donations (Individual \$\$)	\$182,957	7%
◆ Other Revenue	\$225,969	9%
TOTAL REVENUE	\$2,517,602	100%

EXPENSES	FY2021	%
◆ Program expenses	\$1,453,554	84%
◆ Management & General	\$170,585	10%
◆ Fundraising	\$105,555	6%
TOTAL EXPENSES	\$1,729,694	100%

CHANGE IN NET ASSETS	\$787,908
NET ASSETS (beginning of yr)	\$2,595,386
NET ASSETS (end of yr.)	\$3,383,294



Dan Erdmann, Farm Rescue Program Manager, working a farm case, capturing a family's story on camera.



Meet One of Us...

"My heart and my residence have always been in North Dakota," says **Dan Erdmann, Farm Rescue's Program Manager**. Dan experienced first-hand what can happen when a farmer doesn't have access to the kind of lifeline that Farm Rescue provides.

When Dan's father burned out from working two jobs, the family needed to sell their farm life.

"For me, it all goes back to farmers feeding the world. Yet, it can be a thankless job. What they represent is something I'm drawn to, and I want to help their livelihoods extend into the future. That's my why: For family farm operations to continue."

Dedicated Farm Rescue Staff



Dan Erdmann
Program Manager



Tim Sullivan
Sr. Development Officer



Luke Benedict
Sr. Field Operations
Manager



Lynne Hinrichsen
Development Officer



Stephanie Hasbargen
Outreach Coordinator



Genita Limke
Volunteer Coordinator

Our Guiding North Star — Farm Rescue's Board of Directors



Bill Gross
President



Kyle Nelsen
Vice President



Shaun Sipma
Secretary



Jed Wall
Treasurer



Rebecca Udem

97% of the families that Farm Rescue helps are still farming 3 years later.







Farm Rescue®

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FarmRescue.org



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“We fill in for what farmers have lost.”

– Garry Deckert
Farm Rescue
volunteer



SEE THE STORY