



Here for Farm Families

FISCAL YEAR 2022 ANNUAL REPORT





President's Letter to You

Long History of Helping

It can be hard for anyone – especially farmers – to ask for and accept help. After all, farmers are proud of their independence and daily problem solving through ingenuity and muscle. Yet, everyone needs help sometimes. There's no shame or loss of pride in that.

Farm Rescue helps farm families in times of crisis.

Since 2005, Farm Rescue has helped more than 800 farm and ranch families in 7 states (soon in Illinois too). I think of this work as the "mission field" where we serve farmers with compassion, altruism, and professionalism.

We make sure your crops are planted and harvested correctly. From using new equipment with the latest technology to volunteer monitoring and quality assurance, we make sure jobs are done right.

How We Build Trust

- ▶ Maximizing crop yields is essential. That's why we follow planting, haying, and harvesting best practices, have experienced volunteers, and invest in modern equipment.
- ▶ We partner with companies and organizations you trust in your community – Over 200 and counting.
- ▶ Your neighbors know us – 50% of the time other people refer farm families to us.
- ▶ We ensure every task is completed per the farmer's specifications.

FY2022 Highlights

Below are the notable ways we made progress in FY2022:

- ▶ **Greater Awareness.** We welcomed 17 new partners, including Wyffels Hybrids and Nutrien.
- ▶ **Community Engagement.** Along with John Deere and Anheuser-Busch, we hosted a public event in Wisconsin, complete with the "world's largest cornhole board" and a tractor-powered bean bag launcher. More than 500 people attended.
- ▶ **Volunteer Matters.** Thanks to our Volunteer Coordinator extraordinaire, Genita Limke, we successfully implemented new software to efficiently manage our volunteers' certifications, training, and logistics.
- ▶ **Fundraisers.** We invited sponsors and donors to "pull for Farm Rescue" by donating to our Tractor Fundraiser and have their names/logos featured on the machine as it powers our planting assistance efforts throughout our Corn Belt states. This resulted in funding just over 20% of the total.

Through our caring and skilled staff, volunteers, and sponsors, we are honored to help farmers. Thank you for joining us to do good!

Sincerely,
Bill Gross,
Farm Rescue President & Founder

Good Samaritans at Your Service

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 work done.

How We Help

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

“I was overwhelmed because Farm Rescue was taking care of everything.”



Dan Brunsell – Lindsborg, KS **Wheat Harvest**

Dan Brunsell is the type of farmer many of us can relate to. He says, “I’m keeping on the family farm tradition. I have friends and neighbors who step in and help me, but otherwise, I just try and do everything myself.” His self-reliance was challenged when he was in a rollover car accident, which caused broken bones and soon revealed another medical misfortune.

In the emergency room, his scans showed a tumor on his esophagus – later diagnosed as

endocrine cancer. As chemotherapy treatments sapped Dan’s strength, he wasn’t feeling good enough to harvest his wheat crop. “I had to ask for some help.”

He had heard about Farm Rescue from a different farm case covered on local TV. Humbled, he applied for assistance. “They said, ‘You’re just going to sit back, and we’ll be helping you out.’” Sure enough, a professional Farm Rescue crew came in and took care of all that was required.



SEE THE STORY



“Your organization is just like, WOW! and it’s there and it’s working for me right now,” said Dan.



Meet 3 Angels in Blue

Farm Rescue's nationwide network of almost 300 volunteers makes it possible for us to help farm families in 7 states. Here are 3 of them who are dedicated to making a difference.

Jeff Preston, 3 years

"I worked with a farm equipment manufacturer, and I started volunteering with Farm Rescue. It's just a wonderful experience to be able to come to the aid of farmers."

Vane Clayton, 3 years

"I'm a farm kid from Indiana. For me, being involved with Farm Rescue is about paying it forward. I feel very passionate about the cause and the mission. I think working with Farm Rescue brings out the best in many of us."

Ken Enstrom, 7 years

"I come from Iowa. I worked 38 years for John Deere as a manufacturing engineer. It's nice to know you're helping folks. It's a special feeling when a farm family wishes you good-bye after you finish, and you get a homemade jar of rhubarb-strawberry jam."



SEE HIS STORY



SEE HIS STORY



SEE HIS STORY



**“I would just like to say, thank you
to everybody at Farm Rescue.”**



Gary & Barbara Carstens – Charles City, IA **Corn & Soybean Planting**

Mother bears are known for their protective nature. It turns out mother cows have it too. Gary and Barbara Carstens have been farming since the 1980s and Gary keeps a close watch on his livestock when they are calving. On April 5, 2022, Gary was attending to one calf when a second adult cow came and kicked him, hard below the knee.

With Gary needing surgery to repair his shattered knee, the planting would somehow

need to be done without him. “I couldn’t sleep. I was really worried. I knew my neighbors could do the tillage work, but they’d never planted with my planter or anything like that,” recalls Gary.

The son of a family friend knew who to call: Farm Rescue. “It was a breath of fresh air when I saw that planter sitting in the field with those guys,” Gary admits.



SEE THE STORY

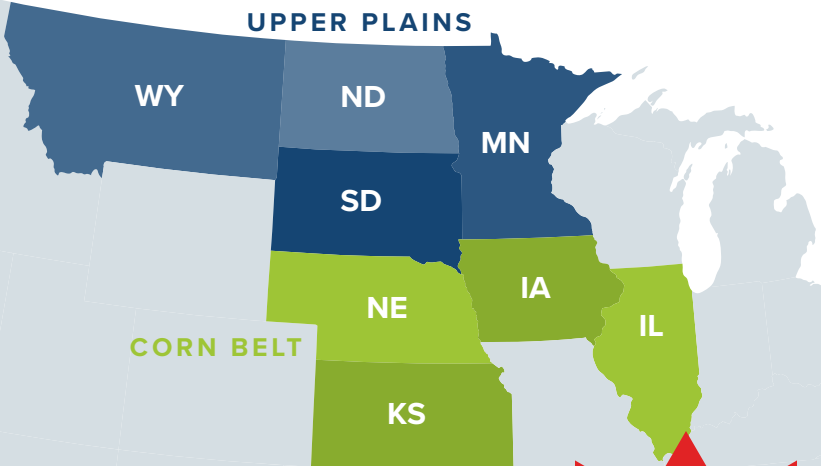


Both Gary and Barbara tear up at the memory. “When you sit back [and reflect], it brought tears to my eyes. I was wearing sunglasses quite a bit that day,” says Barbara.



Key FY 2022 Metrics & Accomplishments

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

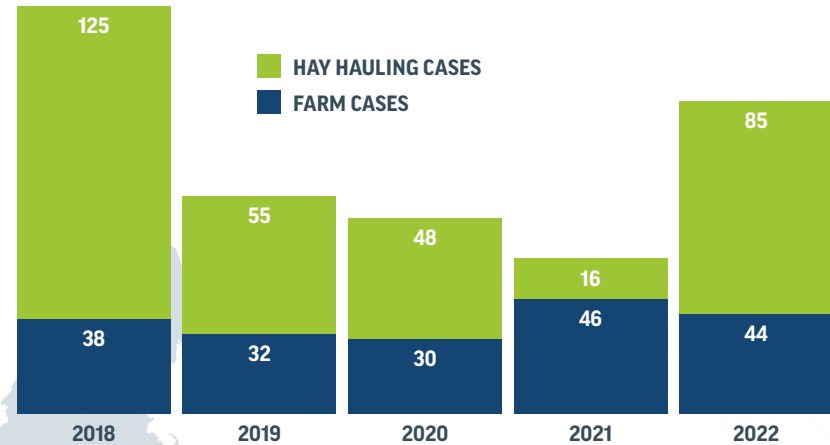


- ▶ 284 trained & highly specialized volunteers
- ▶ 5,494 volunteer hours

17
YEARS

876
TOTAL CASES

Total Farm Families Supported by Year



Total Cases in 2022 = 129

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 24/47 Row Planter

Haying



John Deere: 2 Round Balers • **Haukaas:** Bale Cart

Harvesting



John Deere: 3 Combines, 2 Draper 40' Platforms, 1 Draper 45' Platform, One 12-row Cornhead • **Wilson:** 4 41' Grain Hoppers
Unverferth: 1 Header Trailer

Logistics



John Deere: Two 6-Series, One 8-Series, Two 9-Series Tractors
Mack: 5 Semi Tractors • **Freightliner:** 1 Semi Tractor
Landoll: Low-boy Trailer • **Chevy:** 10 Pickups • **Ford:** 1 SUV

“Farm Rescue is an **amazing organization.**”



The Birklid Family: Gene, Katie, Jocelyn & Charlie – Ft. Ransom, ND **Soybean Harvest**

It's a home-grown, true love story. The best kind. Katie has known Gene since she was 12 years old. They've been married for 19 years, farming land that's been in the Birklid family for three generations, and they're passing down the heart of farm life to their two children, Jocelyn and Charlie.

Gene beat leukemia when he was kid, but troublesome cysts in his brain started appearing in 1998. In 2022, he needed not only one but two surgeries in the same year. And, neither surgery had his harvest in mind.

Katie had heard about Farm Rescue from a few friends, but it took a leap of faith to apply. “I was scared to ask for help at first because I can't ask for help. I love to help people, but asking for help was really hard,” says Katie. The Birklids were the 800th family that Farm Rescue has helped.

The Birklid kids will fondly remember Farm Rescue for the rest of their lives. “There are so many different things that could be reasons why people would need Farm Rescue. And, just having them is really, really helpful. It relieves a lot of stress and helps you get through things,” says Jocelyn.



SEE THE STORY



“I was scared to ask for help at first because I can’t ask for help. I love to help people, but asking for help was really hard,” says Katie.





What Success Looks Like in 2023

- ▶ **Increase sponsorship revenue by 15%.**
To be able to serve farm families in Illinois, extra funds are needed for equipment and logistics.
- ▶ **Increase trained volunteers by 15%.**
To offset volunteer retirements and support our expansion, Farm Rescue will continue to recruit new volunteers for both field work and other activities, including community engagement, fundraising, trade shows, partner education and training.
- ▶ **Add Field Operations Manager to the team.** We will add one new staff position to coordinate cases as well as conduct outreach activities in the Corn Belt states of Illinois, Kansas, Nebraska, and Iowa.
April, 2023 update: Successfully hired.
- ▶ **Increase awareness.** We will ramp up our community, social media/marketing and partner efforts so that more and more farm families in the Corn Belt states know that we are there to help in times of crisis.

Looking Ahead

In 2023, we will graciously start doing cases in Illinois.

In addition, we remain committed to our overall service areas:

- 1) the Upper Plains (North Dakota, Minnesota, Montana, and South Dakota),
- and 2) the Corn Belt (Iowa, Kansas, Nebraska and now Illinois).

Farm Rescue™

HELPING FARM FAMILIES IN CRISIS



**“I just feel comfort. I have inner peace knowing
Farm Rescue is here to bring in my crop.”**



**Tim, Susan & Arn Pearson – Park Rapids, MN
Corn Harvest**

Susan says that both she and her son, Arn, married Tim because their time together on the ranch made their lives complete. Unfortunately, this was jeopardized when Tim and Susan were involved in a motorcycle accident. Tim had severe head trauma and may yet lose a kidney.

“With a brain injury like mine, they don’t like anyone getting back to a whole lot of work for the first 6 months. But with a ranch, you can’t really live up to that,” says Tim.

Come harvest time, the Pearsons knew they needed help and tentatively called Farm Rescue. “They came in with the nicest combine that I have ever seen. Great trucks. Great men who know exactly how to operate them at their highest level of efficiency. Two of them left their own farm work to come help me.”



SEE THE STORY



“Farm Rescue is helping us hold onto our livelihood,” confirms Susan.

Steady As It Goes

As a credible non-profit, Farm Rescue conscientiously manages our finances. While a gold standard for charities is to spend 75% of their budget on programs, Farm Rescue allocated 85% to planting, haying, harvesting, and livestock feeding in FY2022.



REVENUES	FY2021	%	FY2022	%
◆ Grants (Unrestricted & released from Restrictions)	\$135,832	5%	\$135,832	5%
◆ Sponsorships (in-kind equipment, tires, services)	\$1,217,690	48%	\$1,217,690	48%
Sponsorships (Corporate \$\$)	\$755,154	30%	\$755,154	30%
◆ Donations (Individual \$\$)	\$182,957	7%	\$182,957	7%
◆ Other Revenue	\$225,969	9%	\$225,969	9%

TOTAL REVENUE	\$2,517,602	100%	\$2,517,602	100%
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EXPENSES	FY2021	%	FY2022	%
◆ Program expenses	\$1,453,554	84%	\$1,453,554	84%
Management & General	\$170,585	10%	\$170,585	10%
◆ Fundraising	\$105,555	6%	\$105,555	6%

TOTAL EXPENSES	\$1,729,694	100%	\$1,729,694	100%
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CHANGE IN NET ASSETS	\$787,908
NET ASSETS (beginning of yr)	\$2,595,386
NET ASSETS (end of yr.)	\$3,383,294

Tim Sullivan, Farm Rescue's Executive Director, helps with logistics on a farm case in North Dakota.



Meet One of Us...

"When asked what led him down this path, Tim Sullivan Farm Rescue's Executive Director says, "The mission is just so great. It was right from the start." Growing up on a small family farm in North Dakota, Tim respects farmers.

With Tim's background in agriculture and sales management, he has grown Farm Rescue's sponsorship and multi-state outreach efforts over the last 3 years.

"Key sponsors and in-kind partnerships have been huge to help serve more farm families. When you see the compassion and the passion, it's a no brainer to catch the wave. Farm Rescue helps me understand why I'm here."

Dedicated Farm Rescue Staff



Tim Sullivan
Executive Director



Dan Erdmann
Marketing Program Manager



Luke Benedict
Sr. Field Operations Manager



Ben Smith
Field Operations Manager -
Corn Belt



Stephanie Hasbargen
Office Manager



Terry Johnston
Development Officer -
Corn Belt



Genita Limke
Volunteer Coordinator



Stephanie Green
Outreach Coordinator

Farm Rescue's Board of Directors



Bill Gross
President



Kyle Nelsen
Vice President



Shaun Sipma
Secretary



Jed Wall
Treasurer



Rebecca Udem
Director



Why We Do What We Do...

Helping farm and ranch families takes a village. From corporate sponsors to local organizations and individual donors, you all make our mission possible!

- ▶ “... everyone was so kind and helpful.” – **Gene & Kate Birklid**
- ▶ “We are telling EVERYONE about Farm Rescue and how caring and professional you all are.” – **Gary & Barbara Carsten**
- ▶ “We will never forget Farm Rescue.” – **Tom & Kay Ebert**
- ▶ “You were so caring and hardworking ... We couldn’t have done it without you!” – **The Graupe Family**
- ▶ “Without assistance from Farm Rescue, it would have been very difficult to put up my hay.” – **Bob & Elaine Herz**
- ▶ “Before his passing on August 2, 2022 (from leukemia), Scott made one last decision on the farm. He wanted Farm Rescue to help with the 2022 harvest. He wanted to take some of the burden off of his loved ones. We are so grateful to Farm Rescue! Thank you to everyone who is part of this wonderful organization and made this possible for our family.” – **Kristen, Cody, Griffin, Everett, Bennett, and Emmarie Nelson**



Dear Farm Rescue Team,

Last spring I got the news that I needed surgery and my wife was receiving treatment for cancer. I knew it was going to be difficult to make hay for my cattle when my wife was hospitalized from the treatments. Now we are driving daily to treatments and my surgery is soon.

Without assistance from Farm Rescue it would have been very difficult to put up my hay. Everyone from Farm Rescue was so great to work with. We very much appreciate the help we received from Farm Rescue.

Sincerely,
Bob & Elaine Herz

Dear Farm Rescue,

Gene and I are so thankful for your help with our soybean harvest. Thank you so much to your generous sponsors for making Farm Rescue possible and for your volunteers. I could tell they loved what they do and everyone was so kind and helpful. We were your 800th case and I want to say "congratulations" to Farm Rescue for helping farmers and ranchers in need. Farm Rescue is an amazing organization.

Gene & Katie Birkkild

Thank you for all the good help planting our crops this spring. What a wonderful group of people to form an organization like Farm Rescue.

Mike, Mike, & Paul are very special people.

We will never forget them or Farm Rescue.

Thank you so very much
Tom & Kay Ebert

Farm Rescue,

I want to thank you so much for helping my family put in our crop as we deal with my wife's medical issues. We wouldn't have been able to put this year's crop in without your help. A big shout out to the wonderful guys who volunteered to help us. Albert, C.J. and Chester were incredible. You were so caring and hard working to get it done. We couldn't have done it without your wonderful organization and great group of volunteers you have. Thanks again! Jeff, Stacy, Sadie, Masna & Maren



SEE THE STORY

Zach Johnson, the Millennium Farmer, major social media/ag community influencer

"I strongly believe we must have an open mind and a willingness to learn about others, or we cannot move forward as one."



Farm Rescue™

SEE THE STORIES • APPLY • JOIN US • CONNECT



@FarmRescue



FarmRescue.org



info@farmrescue.org



(701) 252-2017

“When I was a boy and I would see scary things in the news, my mother would say to me, ‘Look for the helpers. You will always find people who are helping.’”

– Mr. Rogers