



2006 Annual Report

Opportunities and Growth



Who We Are

The AgriSafe™ Network, a non-profit national membership organization, represents health professionals and educators who are concerned about the health and safety of farm families. Many agricultural injuries, diseases, and fatalities can be prevented through the delivery of agricultural occupational health services.

The AgriSafe Network is dedicated to supporting AgriSafe members who are prepared to serve the health care needs of farmers. Our members receive many benefits including training, educational materials, contact with other clinicians in the field, and updates on the most cutting-edge developments in agricultural health and safety.

Our Core Values

- We believe many chronic conditions common in farmers can be prevented with our aid, including selection of personal protective equipment, health services and concise farm safety and health information.
- We believe that providing practical knowledge and occupational health services to farmers will improve the quality of their lives and those of future generations.
- We believe in the value of our agricultural community and respect all its individuals, interests, strengths and cultures.

Our Core Strength

Our core strength is based upon the professional standards required to deliver AgriSafe services. Only health professionals who have received extensive training in the field of agricultural health and safety earn the right to be named “AgriSafe Providers”. This is where our commitment to uphold the quality of AgriSafe services will never waiver.

Our Mission

Support a growing network of trained agricultural health and safety professionals who assure access to preventative services for farm families and the agricultural community.

- 22,000 farmers served
- 130 Certified Safe Farm screenings
- 210 professionals trained
- 1950 hours of technical assistance
- 110 hours of training
- 280 hours of member volunteer time

Countless Lives Improved



President's Message



Another year has passed quickly for the AgriSafe Network. It has been a busy and productive year for the AgriSafe Network thanks to our wonderful staff and a dedicated, passionate board of directors.

The Network carries on the dream envisioned fifteen years ago by Dr. Kelley Donham. A few hospitals in Iowa decided to risk some training dollars and staff time to develop a standardized rural occupational health service for farming communities. I was excited to have the opportunity to take part in this adventure in rather uncharted territory. My professional background in critical care nursing and seeing the many victims of farm-related injuries and fatalities, coupled with my own experiences with farming traumas, further endeared me to AgriSafe's illness and injury prevention mission. The best part is getting to stay in touch with my rural eastern Iowa roots while meeting and learning from people across the country and around the world.

AgriSafe is replicating in new communities, and each year more healthcare professionals are increasing their knowledge-base in the area of agricultural health and safety. I am proud of our phenomenal staff who work to keep up with Network needs and a continual increase in requests for information and education. The recent addition of two very capable professionals already has shown significant results.

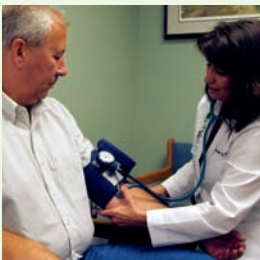
15 years after its inception, AgriSafe continues to meet challenges and turn them into opportunities. Our future lies in providing for the many rural communities which have little or no access to agricultural occupational services. AgriSafe is expanding in the U.S. and striving to fill the gaps still in parts of Iowa – our home state. One of the important lessons I have learned over the years is that very little happens when I try to do something on my own. An increase in creative, collaborative services partnered with commitment, passion and clinical expertise will provide a strong foundation for the AgriSafe Network in years ahead. We are always in search of new ideas for ways to serve, build and strengthen our agricultural communities. If you have any suggestions, please contact the AgriSafe staff or any members of the board of directions.

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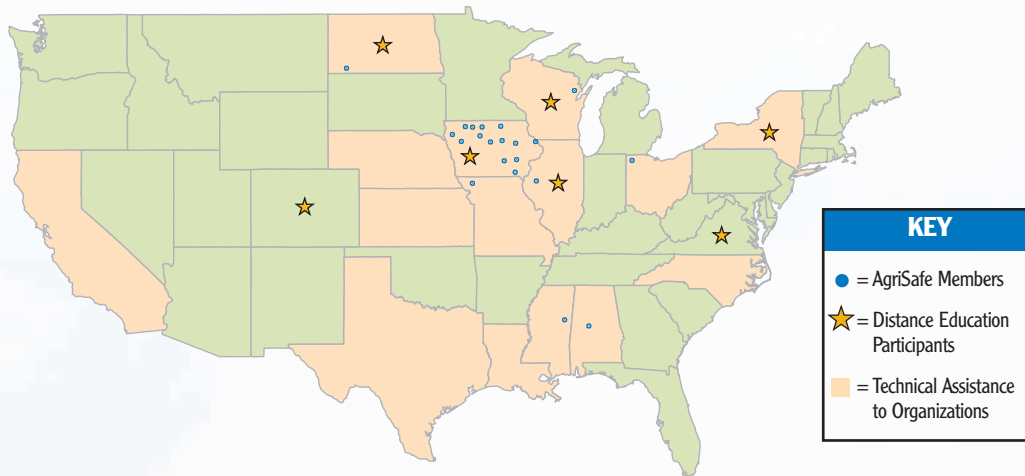
Please have a healthy year,

Charlotte Halverson

Charlotte Halverson, BSN, COHN-S



Opportunity to Expand



We are determined to provide AgriSafe services in the communities where farm families live, work and play. That is why we have dramatically increased our accessibility nationwide and have made it possible for AgriSafe members to serve farmers.

“We are seeing healthier and safer farmers. If our older farmers had access to AgriSafe services 50 years ago, they would not be suffering from hearing loss, poor pulmonary function and chronic back pain. There are organizations that successfully influence people’s lives. AgriSafe is one of those successful organizations.”

Why Expand?

- Agriculture continues to be among the top two most dangerous industries.
- Many chronic conditions common in farmers could be prevented with appropriate personal protective equipment such as respirators, hearing and eye protection.
- Early diagnosis of conditions like skin cancer, decreased lung function, or hearing loss can prevent further injury and help improve future quality of life.

The opportunity to replicate AgriSafe health services in agricultural communities is unlimited. To assist AgriSafe professionals in the provision of occupational health care, we expanded our benefits to include:

- Internet-based continuing education
- Technical assistance
- Educational resources
- Peer networking
- Marketing support

With member-only website access, discounts on products, committee affiliations, educational resources and more, it is no wonder we are seeing steady interest from rural health and safety professionals.

You can count on AgriSafe to uphold its commitment to expand and maintain quality services.

Dixie Daughtery, AS, RCP, CMC
Van Buren County Hospital
Keosauqua, IA



Opportunity to Serve

We at AgriSafe strive everyday to execute our vision: *to promote safe and healthy agricultural communities.*

In 2006, we:

- Developed a **Corporate Gift Card Program** for local AgriSafe members to develop financial partnerships.
- Implemented a **Mentor Program** that matches mentor clinics with new members.
- Created the **Personal Protective Equipment (PPE) Start Up Program** to increase the ability of AgriSafe nurses to recommend and sell PPE and in doing so, increased the number of farmers who are better protected.
- Enhanced our **website** to provide direct resources for farmers and AgriSafe members.

We know the challenges our members face getting their health and safety messages out to farmers. AgriSafe was able to meet and exceed potential hurdles by placing emphasis on a diverse marketing campaign and conference attendance.

Additionally, in 2006, we have:

- Stayed true to our vision of reaching as many farmers as possible through the use of Public Service Announcements. 665 announcements aired during the harvest season, reaching 85% of Iowan farmers alone.
- Updated our marketing materials, including a new conference display and a new logo based on input from members and our board of directors.
- Designed **The Personal Protective Equipment Starter Kit**, which was made possible through a partnership with Pioneer Community Investment and the Wellmark Foundation. Five hundred kits containing basic personal protective equipment were developed and provided free of charge to farmers.

Together, with our members, we enjoyed a productive 2006, and we are committed to seizing the opportunity to reach even more farmers in 2007.

“From the time we joined the Network until now, we’ve seen the farmers actually use the safety protection and come back to purchase more. I have personally witnessed a farmer who was reluctant to use the respirator masks and always had respiratory difficulties. After trying the mask, he found it easier to breathe. In fact, his sons started to use the masks once they saw the improvements in their father.”

Carla Anthony
AgriSafe of Floyd Valley Hospital
Lemars, Iowa



Opportunity as Progress

Progress can be measured in how well we bring our vision and core values to fruition. Our primary goal is to provide training, resources and technical assistance to agricultural health professionals. To meet that goal, we had to create the trainings and materials that never before have been fully cultivated.

Training

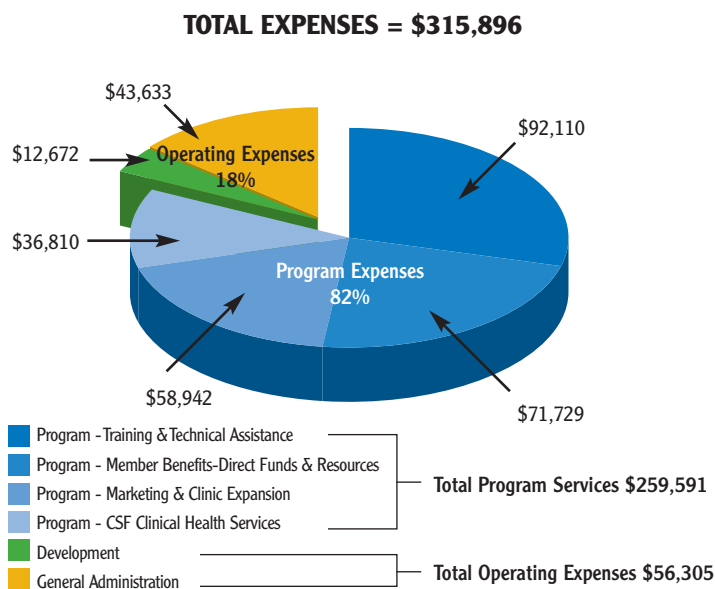
- Offered agricultural health training stipends through a partnership with National Rural Health Association. Our efforts led to the expansion of AgriSafe services into six new states.
- Created eight internet-based distance learning sessions. Some session topics included: stress and depression, farming with disability, and rural public health advocacy.
- Instructed a training session on the Integration of AgriSafe Services.

- Conducted a Respirator Training workshop for health professionals and other health care personnel interested in recommending respiratory protection for farmers.

Members and farmers are helping to fuel our progress by requesting specific tools and resources that the industry currently lacks. The year 2006 found those requests turning into tangible resources for our members, such as:

- **The Respirator Guide**, a technical resource developed by the Network to assist health professionals when recommending respirators for farmers.
- **The Respirator Brochure**, developed for farmers as an educational tool to aid the AgriSafe clinician in the recommendation of respirators.
- **The Agrisafe Clinician's Guide to the Integration of Mental Health Services**. This NRHA funded resource educates the AgriSafe clinician in the identification of mental health conditions common among farmers.

We are constantly looking for ways to serve our farmers and AgriSafe providers. As 2007 progresses, further opportunity for growth abounds to strengthen our agricultural communities both locally and nationally.



2006 Financial Statement

SUPPORT AND REVENUE

ORHP Federal Grant Income	\$ 142,735
Other Grant Income	\$ 124,898
Interest Income	\$ 4,148
Membership Dues & Contributions	\$ 1,400
Miscellaneous Income	\$ 271

TOTAL SUPPORT AND REVENUE \$ 273,452

TOTAL EXPENSES \$ 315,896

2006 CHANGE IN NET ASSETS \$ (42,444)
NET ASSETS AT BEGINNING OF YEAR \$ 128,731 *
NET ASSETS AT END OF YEAR \$ 86,287

*Net Assets at End of Year include \$64,840, which is allocated for fiscal year 2007 clinical services.

2006 Presentations and Exhibits

- Iowa Public Health Association Annual Meeting- March, Ames, IA
- Agricultural Occupational Health Training- June, Iowa City, IA
- National Institute for Farm Safety & Health- June, Sheboygan, WI
- National Rural Health Association- Clinical Conference- July, Denver, CO
- Office of Rural Health Policy Grantee's Conference- August, Washington, D.C.
- North American AgroMedicine Consortuim- October, Birmingham, AL
- American Public Health Association Annual Exposition- November, Boston, MA
- Midwest Rural Agricultural Safety and Health Forum- November, Coralville, IA
- Iowa Farm Bureau Annual Meeting- December, Des Moines, IA

AgriSafe Provider of the Year Award

In 2006, AgriSafe experienced the loss of Jean Hirth, P.R.N.P., A.R.N.P., our first Board President. In honor of Jean's great accomplishments in the field of agricultural health, the "AgriSafe Provider of the Year Award" was created. Each year an exemplary AgriSafe provider will receive the prestigious award.

Members Build Opportunity

Our governance structure and strategic planning initiatives reflect an organization that is innovative, creative and member-driven. AgriSafe Network accomplishments in 2006 were due in large part to the active participation from our Board of Directors and members- totaling more than \$15,000 in donated time.

2006 Board of Directors

Sandi Cihlar

Cihlar Farms Inc., Mosinee, WI

Dixie Daugherty, AS, RCP, CMC

Van Buren County Hospital, Keosauqua, IA

Michael DeSpain

Deere & Company, Moline, IL

Kelley Donham, MS, DVM, DACVPM

Iowa's Center for Agricultural Safety & Health,
The University of Iowa, Iowa City, IA

Charlotte Halverson, RN, BSN, COHN-S

Mercy Medical Center, Dubuque, IA and The National
Education Center for Agricultural Safety, Peosta, IA

Mark Hanna, Ph.D., P.E.

Iowa State University, Department of Agricultural
and Biosystems Engineering, Ames, IA

Jean Hirth, P.R.N.P., A.R.N.P.

Franklin County Public Health, Hampton, IA

Steve Kirkhorn, MD

National Farm Medicine Center, Marshfield, WI

Lori Kleyer, RN

Sioux Center Community Hospital
and Health Center, Sioux Center, IA

Sandra Lacey, RNC, TNCC

Horn Memorial Hospital, Ida Grove, IA

Fred Moskol

Madison, WI

Tim Niess

Iowa Farm Bureau Federation, West Des Moines, IA

Steve Simmons

Nationwide Agribusiness, Des Moines, IA

Linda Truax, RN, BSN

Butler County Public Health, Allison, IA

Jim Williams

AgrAbility Unlimited, Bloomington, IL

Kathy Williams

Iowa Dept. of Public Health, Health Care Access,
Office of Rural Health, Des Moines, IA

Staff*



Natalie Roy, M.P.H.,
Executive Director



Carolyn Sheridan,
RN, BSN
Clinical Director



Kristi Fisher, BS,
Communications Director



**LaVonne Van
Voorst**
Administrative Assistant



Stacey Jenkins, BA
Outreach Specialist

* Staff includes five professionals but totals only 2.75 FTE (full time equivalent) since some staff are part time. In future years we expect staffing capacity to increase but to always remain proportional and reasonable to program outcomes.

Sponsors and Program Partners

As a non-profit organization the AgriSafe Network is strengthened by the generosity of sponsors and program partners. The following sponsors and partners are committed to improving the safety and health of agricultural communities.



The AgriSafe Network is funded in part by the Office of Rural Health Policy Network Development Grant through the Health Resources and Services Administration, U.S. Department of Health and Human Services.

The AgriSafe Network is a nonprofit 501(c)3 therefore, all donations are tax exempt. If you are interested in supporting the Network, please contact our Executive Director, Natalie Roy by calling toll free, 1-985-845-1116 or by email nroy@agrisafe.org



For more information about the AgriSafe Network visit www.agrisafe.org

Contact Information:

AgriSafe Network

1200 1st Ave East • Spencer, Iowa, 51301 • 1-866-312-3002 • E-mail: info@agrisafe.org

