



# 2018 Annual Report

Dear HMI Community,

In 2018 HMI engaged in some of our strongest collaborations to date culminating with the 2018 REGENERATE Conference we hosted with the Quivira Coalition and the American Grassfed Association in Albuquerque, New Mexico attended by over 700 participants. We were particularly pleased that such a large number of the participants were under 40 years old given the aging agriculture population.

The need for more regenerative agricultural producers on the land is greater than ever as we see more agricultural land move out of production because of development pressure, decreased production, and increasing weather fluctuation. To meet that need HMI collaborated with over 100 organizations around the globe to deliver 90 days of programming. We also had 305 farmers and ranchers enroll in HMI's Getting Started Courses and other online training. Overall HMI's programming and global network of over 60 Certified Educators trained and presented on Holistic Management to 9,071 people, while also positively impacting over 11 million acres.

Thanks to the support of our generous donors in 2018 (including a \$20,000 Regenerative Agriculture Scholarship grant from the Greenacres Foundation, HMI was able to increase the total amount of scholarships to over \$24,000 to beginning and transitioning farmers and ranchers needing financial assistance as well as helping us begin to offer more scholarship support for Certified Educator trainees.

On the outreach front, we continue to expand our scope by educating more people about Holistic Management and HMI. By the end of the year, our outreach outcomes included over 21,000 Facebook fans and 16,000+ Twitter followers with almost 18,000 people subscribing to our e-letter.

HMI's board also brought more focus to increasing our investment portfolio while building greater financial stability for HMI into the future. Toward that end and a tighter focus on our most effective programming, we were able end the year with an increase in Net Asset without Donor Restrictions of \$78,373. We were also able to decrease our expenses by 29% and increase our financial reserves by 5.9%.

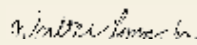
With the outstanding success of last year's REGENERATE Conference, we have already begun planning with the Quivira Coalition and the American Grassfed Association for the 2019 REGENERATE Conference to be held at the Hotel Albuquerque in Albuquerque, New Mexico on November 19-22nd, 2019. We hope to see you all there. We will have a pre-conference Social on November 19th so please come in town early enough to participate and meet HMI's Board of Directors, Advisory Council, and Certified Educators. This year's theme is "Health from the Soil Up." Please keep an eye out for more information about this conference which will feature keynote speaker Fred Provenza and a host of Holistic Management practitioners and educators, as well as innovative regenerative agricultural advocates and health professionals.

We are grateful to our growing team of Board, staff, Advisory Council, Certified Educators, collaborators, and practitioners who are passionately involved in the work of creating healthy land and thriving communities through the practice of Holistic Management.

Sincerely,



Ann Adams - Executive Director



Walter Lynn - Board Chair



"The practice of Holistic Management has been of great value to our farm and family. I want to share the power of Holistic Management with everyone and to help make this happen we donate to HMI."

— Ben Bartlett



# 2018 Audited Financials

<b>Summarized Statement of Activities</b>	<b>2018</b>	<b>2017</b>
<b>Revenue</b>		
Educational Programs	101,449	135,987
Publications	28,556	26,478
Partnership & Trust	108,381	85,464
Mineral Interests, net of 203,456 in production expenses	425,834	351,934
Investment Income	72,765	7,653
Unrealized gain (loss) on Investments	(237,976)	82,422
Unrealized gain (loss) on closely held stock	43,707	55,760
Miscellaneous income	979	1,070
Grants	235,250	163,779
Contributions	52,475	163,150
In-kind	40,606	48,295
Consulting	14,639	—
<b>Total Revenues</b>	<b><u>886,665</u></b>	<b><u>1,121,992</u></b>
<b>Expenses</b>		
Program	551,119	937,982
General & Administrative	232,388	147,886
Fundraising	29,900	55,798
<b>Total Expenses</b>	<b><u>813,407</u></b>	<b><u>1,141,666</u></b>
<b>Change in Net Assets</b>	<b><u>73,258</u></b>	<b><u>(19,674)</u></b>
<b>Summarized Statement of Financial Position</b>		
<b>Current Assets</b>		
Cash and cash equivalents	790,386	572,652
Investments – Mutual Funds	1,660,576	1,658,749
Program Receivables	7,311	11,446
Mineral Interest Receivables	—	99,193
Other Receivables	—	1,100
Prepaid Expenses	9,569	5,478
Inventory	10,556	13,980
<b>Total Current Assets</b>	<b><u>2,478,398</u></b>	<b><u>2,362,598</u></b>
<b>Property &amp; Equipment</b>		
Property & Equipment	643,218	643,218
Less: Accumulated Depreciation	131,344	109,278
<b>Net Property &amp; Equipment</b>	<b><u>511,874</u></b>	<b><u>533,940</u></b>
<b>Other Assets</b>		
Stock in closely held companies	638,390	594,683
Mineral interests	2,022,236	2,022,236
Less: Accumulated Depletion	1,213,230	1,112,118
Net Mineral Interests	809,006	910,118
<b>Total Other Assets</b>	<b><u>1,447,396</u></b>	<b><u>1,504,801</u></b>
<b>Total Assets</b>	<b><u>4,437,668</u></b>	<b><u>4,401,339</u></b>
<b>Current Liabilities</b>		
Accounts payable	8,519	18,065
Accrued Benefits & Tax Liability	31,237	42,338
Deferred Revenue	1,785	4,868
Property Tax Liability	25,182	11,133
Note Payable – Current Portion	28,202	27,248
<b>Total Current Liabilities</b>	<b><u>94,925</u></b>	<b><u>103,652</u></b>
<b>Long-Term Liabilities</b>		
Note Payable (less current portion)	208,932	237,134
<b>Total Long-Term Liabilities</b>	<b><u>208,932</u></b>	<b><u>237,134</u></b>
<b>Net Assets</b>		
Without Donor Restrictions	4,052,711	3,974,338
With Donor Restrictions	81,100	86,215
<b>Total Net Assets</b>	<b><u>4,133,811</u></b>	<b><u>4,060,553</u></b>
<b>Total Liabilities and Net Assets</b>	<b><u>4,437,668</u></b>	<b><u>4,401,339</u></b>



## 2018 GRANTS, SPONSORSHIPS, & DONATIONS

HMI would like to thank all of our donors whose generous contributions help make our work possible.

### Stewards (\$50,000+)

The Christiano Family  
Charitable Fund  
Tecovas Foundation

### Guardians (\$10,000+)

Greenacres Foundation  
Regenerative Ag Foundation  
RSF Social Finance  
The Nature Conservancy  
Colorado

### Protectors (\$5,000+)

Dixon Water Foundation  
Farm Aid Inc  
Leigh & Charlie Merinoff  
TomKat Ranch Educational  
Foundation

### Keepers (\$2,500+)

Clif Bar Family Foundation  
Hudson Valley Farm Hub  
Joy Law  
Kirk Gadzia  
Simply Organic  
The Judith McBean Foundation  
Wally Olson

### Patrons (\$1,000+)

Amy & Joseph Morel  
Armando J. Flocchini III  
Ballantine Family Fund

Ben & Denise Bartlett  
Betsy & Reeves Brown  
Christine Su  
Clint & Betty Josey  
Deaf Smith County Texas  
Agrilife Extension  
Emry Birdwell & Deborah Clark  
Gail Hammack and  
Doug McDaniel  
Joan Bybee  
Martha Holdridge  
Mary Etta Johnston  
Pono & Angela Von Holt  
Robert Potts  
Ron Chapman  
Tuomas Mattila  
Walter Lynn  
Western Landowners Alliance  
William and Theresa Little

### Sustainers (\$500+)

Alice Strunk  
Ann Adams  
Ann Beeghly  
Bean Hollow Farm  
Bruce & Lisa Rickard  
Curt & Patty Epler  
Danny and Martha Nuckols  
Emery Mitchamore  
Genevieve Duncan  
George Rodes  
James & Ann McMullan

Jim & Carol Parker  
Kathy Harris  
Mary N. Adams  
Mary T Baldrige  
Microsoft Office  
Montesino Ranch  
Pete Pulis  
Rob & Marti Rutherford  
Ryan Jarvis  
Sapbush Hollow Farm  
Spring Branch Ranch  
Sunfire Ranch  
Wayne Knight

### Supporters (\$250+)

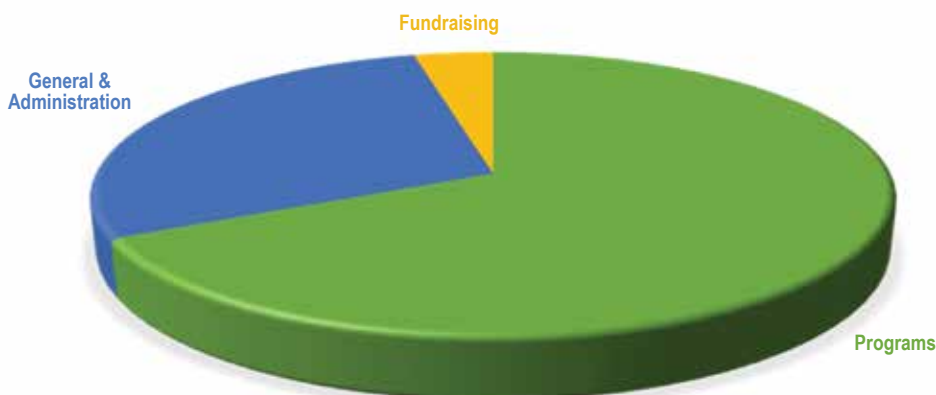
Albert Lowry  
Alisa Gravit & Joe Garman  
Ann S. Hattis  
Byron & Wayne Eatinger  
Charles & Jennifer Sands  
Cindy Dvergsten  
Clove Valley CSA  
David Hall  
Elizabeth Lende  
Fidelity Charitable  
Gail Kursel  
Heather Ridge Farm  
Henri Ailio  
Jack & Zera Varian  
Jennifer Peotter  
Ken Klemm  
Kenneth Riddle  
Kent Reid  
Kerry N. Kearney  
Kim Stackhouse Lawson  
Louis Hagener  
M.K. & Veronica Campbell  
Margaret Hillenbrand  
Matt & Christy Brown  
Michael Casper  
Mount Sopris Soil  
Conservation District  
Nancy & David Levi  
Randal Holmquist

Roland Kroos  
Twin Mountain Fence Co.

### Friends (<\$250)

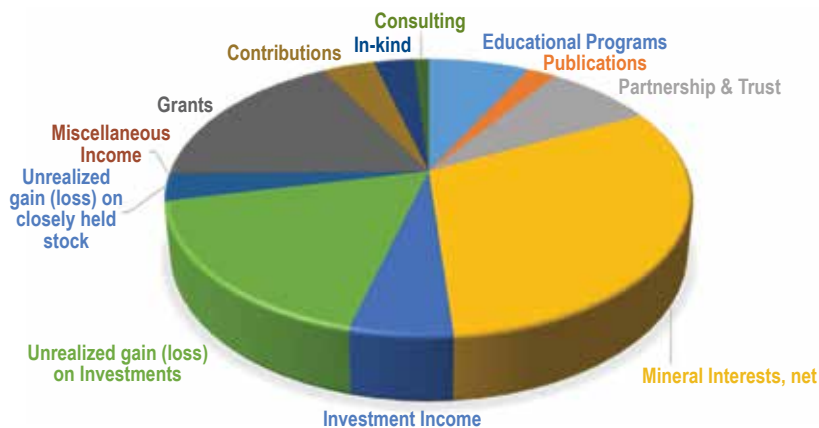
Anonymous  
Alexey Gnoyanic  
Art & Leslie McElroy  
Barbara & William Scaife  
Barbara Love  
Barbara Person  
Brad Wind  
CD Pounds  
Candace Burns  
Carl D Warrick  
Carrie Stearns  
Cassandra Goodmansen  
Catherine Fitts  
Celia Bell  
Charles & Peggy Schmidt  
Charles Mitchell  
Christina Riepe  
Christine Senter  
Christoffel Den Biggelaar  
Cliff Schuette  
Clifford Hawbaker  
Daniel Schuck & Sue Kacskos  
Dave Dorrance  
Dave Maxwell  
Dave Riggs  
David McFarren  
David Perry Bowser  
Denise Bostdorff &  
Daniel O'Rourke  
Denise Rankin  
Dennis & Ruth Demmel  
Derek & Kirrily Blomfield  
Doak Elledge  
Donald Whitten  
Doug & Clare Barnett  
Douglas Dockter  
Edvard Nordenskjold  
Elizabeth Walbridge  
Ellen Heath  
Emil & Maryann Casciano  
Emily Moose  
Esther Harte  
GaryLee LeGare  
Gerry Rackley  
Greg & Lauren Edelen  
Guy Glosson  
Hugh B. Garnett, Jr  
Jacqueline McLain  
James & Geraldine Matthews  
James F. Dudley  
James Reining  
Jason Long  
Jeff & Denise Hunewill  
Jeff Yarman  
Jennifer Munster  
Joe Glode  
Joe Williams III  
John & Linda Decker  
John & Pamela Trent  
John C & Rosalyn G Phillips  
John Kretzmann

## 2018 Funding Expenditures





## 2018 Income Sources



Jon & Betsy Elliott  
Jonathan and Kaylyn Cobb  
Jonathan Quinn  
Joseph & Blair Fitzsimons  
Jussi Leinone  
Kacy Colston  
Kali Linder  
Karen McFarland  
Ken Gallard  
Kevin Fulton  
Kim Pophal  
Kirk Cunningham  
Laura Gill  
Lauren Dillon  
Lila McNeil  
Lowry McAllen  
Margaret Matter  
Margy Rogers  
Marilee Williams  
Mary Ellen Gonzales  
Merrie Talley  
Mike Turner  
Nancy Singham  
Nicklaus Biewenga  
Oris Salazar  
Parducci Wine Cellars  
Peggy & Joe Maddox  
Phil Mueller  
Raven Spratt  
Richard Teague  
Sally Gamauf  
Shipwheel Cattle Feeders Ltd.  
Stacey Sullivan  
Stefan Hagopian  
Stephanie von Ancken  
Stephen Williams  
Sterling Grogan  
Steve Dorrance  
Steve Wooten  
Susan Brook  
Susan Cousineau  
Susan Stropes  
Texas A&M AgriLife Extension,  
Wheeler County  
Tom & Irene Frantzen  
Valerie Taylor  
Vivianne Holmes  
Wyman McCain

*A special thanks to the following organizations and individuals who have graciously supported our programs.*

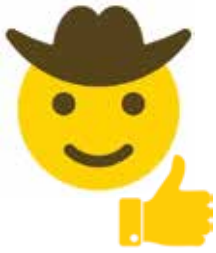
A Greener World  
Agricultura Network  
Albuquerque Parks & Recreation  
Allen Williams  
Amerian Grassfed Association  
Animal Welfare Approved  
Arriola Sunshine Farm  
Audubon NM  
Audubon Rockies  
Avery Anderson-Sponholtz  
Baltic Sea Action Group  
Beatty Canyon Ranch

Bernalillo County Extension  
NMSU  
Bernalillo County Open Space  
Birdwell & Clark Ranch  
Blue Ranch  
California Certified Organic  
Farmers  
Capital Farm Credit  
Cedar Mesa Ranch  
Chesapeake Bay Foundation  
City of Albuquerque Open Space  
Colorado Small Business  
Development Center  
Colorado State Land Board  
CrossRoads Ranch Consulting  
Culpepper Soil and Water  
Conservation District  
Desert Oasis Teaching Garden  
Dry Creek Livestock  
edible New Mexico  
Farm & Ranch Freedom Alliance  
Farmers Cooperative  
First Priority Irrigation  
First State Bank Mobeetie  
Flying Diamond Ranch  
Four Corners Ag Entrepreneurs  
Four Corners Farmers &  
Ranchers Association  
Gerardo Bezanilla  
Green Fields Farm  
Greg Judy  
High Desert Conservation District  
Humble Coffee  
JBS USA  
JE Canyon Ranch  
Kevin Boyer  
Kilpian Farm  
Las Animas County CSU  
Extension  
Leasowes Farm  
Log Cabin Livestock Farm  
Longview Farms  
Mancos Conservation District  
Mendocino County Farm Bureau  
Merrill Lynch

Montesino Ranch  
Munkebo Farm  
National Young Farmers Coalition  
New Mexico Farmers Market  
Association  
New Mexico State University  
Extension  
North Central Texas College  
Ogallala Commons  
Open Space Alliance  
Pasture for Life  
PastureMap  
Piedmont Environmental Council  
Pitman County Open Space  
Pop Fizz  
Ranchlands  
Resiliency Lands  
Resource Management Services  
Rockwall Equine Clinic  
Rocky Mountain Farmers Union  
Round River Resource  
Management  
Samuel Roberts Noble Foundation  
Sarah Williford  
School of Adaptive Agriculture  
Sectormentor for Soils  
Smiling Tree Farm  
Solar Addicts  
Stockman Grassfarmer

Street Food Institute  
Sustainable Food Center  
Sustainable Growth Texas  
Tercio Ranch  
Texas A&M Agrilife Extension  
Randall County  
Texas Farm Bureau  
Wheeler County  
Texas Organic Farmers &  
Gardeners Association  
Texas Parks & Wildlife  
The Carbon Project  
The Log House Farm  
The Quivira Coalition  
Thornburg Foundation  
Tiny Chicken Ranch  
Triple Cross Farm  
Twin Mountain Fence  
UNM Sustainability  
USDA-NRCS  
Virginia Working Landscapes  
Wellington State Bank  
West Texas A&M Canyon  
Wheeler Land and Livestock  
Whole New Concepts  
William Burnidge  
Windy Oaks Grassfed Beef  
World Wildlife Fund  
Zendo Coffee





**21,000**  
Facebook fans

**16,000**  
Twitter followers

**18,000**  
E-newsletter subscribers

**60** HMI Certified Educators

**9,071** people trained worldwide

**11** million acres impacted



**\$24,000**

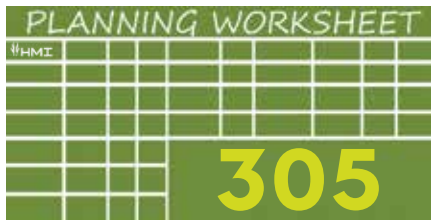


in scholarships  
awarded to beginning or  
transitioning producers



**700**

participants attended the  
REGENERATE Conference



farmers and ranchers enrolled in online learning



**29%**

of HMI's expenses  
were scratched using  
Holistic Management  
financial planning

Thank you for helping us *grow* in 2018.



### 2018 Board of Directors

- Walter Lynn, Chair – Illinois
- Wayne Knight, Vice Chair – Limpopo, South Africa
- Avery Anderson-Sponholtz, Secretary – New Mexico
- Gerardo Bezanilla – Chihuahua, Mexico
- Kirriily Blomfield – NSW, Australia
- Kevin Boyer – California
- Johnathan Cobb – Texas
- Guy Glosson – Texas
- Daniel Nuckolsa – Texas
- Robert Potts – Texas
- Jim Shelton – Oklahoma
- Kelly Sidoryk – Alberta, Canada
- Sarah Williford – New York

### Staff Members

- Dr. Ann Adams – Executive Director
- Kathy Harris – Program Director
- Carrie Stearns – Director of Communications & Outreach
- Stephanie Von Ancken – Program Manager
- Oris Salazar – Program Assistant

### Advisory Council

- William Burnidge – Colorado
- Sallie Calhoun – California
- Ron Chapman – Georgia
- Deborah Clark – Texas
- Alisa Gravitz – Washington, D.C.
- Clint Josey – Texas
- Greg Judy – Missouri
- James Parker – Colorado
- Carter Randolph – Ohio
- Allen Williams – Mississippi

### Please Help Us Grow

As a non-profit organization, HMI is always grateful for donations in support of our mission. Visit our website at [www.holisticmanagement.org](http://www.holisticmanagement.org) or phone our Development Department at 505-842-5252 to find out how you can contribute.



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Albuquerque, NM 87109 | 505.842.5252

[holisticmanagement.org](http://holisticmanagement.org)  
[hmi@holisticmanagement.org](mailto:hmi@holisticmanagement.org)

Join the conversation:



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