



## Dear HMI Community,

2013 was an exciting year for HMI. We continued serving our community with existing programs like Beginning Farmers & Ranchers: Women in the Northeast and Texas and we rolled out new programs like our Open Gate learning series. These programs, as well as our other offers serve to motivate, connect, support, and train farmers and ranchers through the practice of Holistic Management®, a Whole Farm/Ranch Planning System.



### Partnering for Success

As an organization we continue to find interest, funding, and collaboration from a wide variety of partners. In 2013 we had over 78 collaborating organizations that helped us with our Open Gate program. Over 64 organizations assisted us with our successful Beginning Farmers & Ranchers: Women in the Northeast and Texas program. With the help of Holistic Management Certified Educators we trained over 10,000 people in 2013 and influenced over 5 million acres. Along with our collaborators, HMI was able to provide 103 workshop events in 2013.

### Flourishing Agricultural Communities

Our work continues to make a meaningful difference in the lives of agricultural producers and the health and productivity of land worldwide. It also sustains the local food movement by helping small farmers and ranchers and the rural communities that depend on them to grow healthy food for a growing consumer base. Many Holistic Management practitioners are successfully managing during challenging times—droughts, changing marketing conditions, and increased input costs. And they are able to weather these storms due to the training they have received from HMI.

### Community Support from the Ground Up

The HMI board and staff continue to be grateful for the generous support of our network in both time and money. In fact, fundraising dollars increased by 20% from 2012. This is a direct result of the support of our community in a host of ways.

HMI would also like to thank our major grantors for their support of our educational programs, including USDA/NIFA Beginning Farmers and Ranchers Development Program, Western Sustainable Agriculture Research and Education, The Dixon Water Foundation, CHS Foundation, Clif Bar Foundation, Farm Aid, and Simply Organic.

While we closed out the year with a \$169,629 loss, due predominantly to a non-cash loss associated with the depreciation and depletion associated with mineral rights activity and unrealized loss on investments, our current and long-term assets remain strong. Our increased focus on results-driven programming has us well poised to take advantage of new funding opportunities in the future.

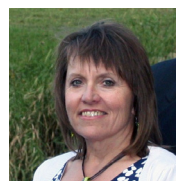
### 2014 - Celebrating 30 Years

As we celebrate our 30th anniversary, opportunities continue to open up, and it is an exciting time to be part of such a great organization. There will undoubtedly be more change as we go, since “Change is the only constant.” But as an organization, HMI will continue to reach out to our network to build the relationships necessary to encourage the practice Holistic Management.

We look forward to working together with all of you in 2014!

Ann Adams - Interim CEO &  
Holistic Management Certified Educator

Kelly Sidoryk - Board Chair &  
Holistic Management Certified Educator



**Our Mission:**  
Educate people to manage land for a sustainable future.



**Our Vision**  
A world where sustainable agricultural communities flourish through the practice of Holistic Management

## Summarized Statement of Activities

	2013	2012
<b>Revenues</b>		
Professional services	1,200	21,395
Educational programs	64,206	54,373
Grants	264,635	328,191
Publications	54,203	49,405
Gas royalties	638,128	523,442
Contributions	156,551	204,216
Investment Income	92,498	53,728
Partnership & trust income	79,433	47,209
Miscellaneous income	6,139	661
Net realized gains on sale of investments	45,930	-
Unrealized gain/(loss) on investments	<u>(53,944)</u>	<u>34,265</u>
<b>Total revenues</b>	<b><u>1,348,979</u></b>	<b><u>1,316,885</u></b>
<b>Expenses</b>		
Professional services	1,957	9,874
Educational programs	390,877	363,115
Beginning farmers programs	205,498	257,411
Publications	70,829	53,775
Outreach	83,916	92,041
Gas royalties	222,133	242,427
Fundraising	96,274	117,422
Administration	<u>447,124</u>	<u>439,328</u>
<b>Total expenses</b>	<b><u>1,518,608</u></b>	<b><u>1,575,393</u></b>
<b>Change in Net Assets</b>	<b><u>(169,629)</u></b>	<b><u>(258,508)</u></b>

## Summarized Statement of Financial Position

<b>Assets</b>		
Cash and cash equivalents	246,044	207,777
Investments	1,847,741	1,860,034
Accounts receivable	169,809	124,732
Prepaid expenses	23,680	16,741
Unconditional promises to give	7,250	2,000
Inventory	7,824	9,413
Property and equipment, net	51,880	180,653
Unconditional promises to give - long term	9,500	2,000
Other	3,000	3,000
Stock in closely held companies	501,245	530,811
Mineral interest, net	<u>1,314,565</u>	<u>1,415,677</u>
<b>Total Assets</b>	<b><u>4,182,538</u></b>	<b><u>4,352,838</u></b>
<b>Liabilities</b>		
Accounts payable	21,232	17,323
Accrued liabilities	22,418	24,284
Deferred revenue	13,029	15,743
<b>Total</b>	<b><u>56,679</u></b>	<b><u>57,350</u></b>
<b>Net Assets</b>		
Unrestricted	2,774,255	2,885,453
Temporarily restricted	<u>1,351,604</u>	<u>1,410,035</u>
<b>Total</b>	<b><u>4,125,859</u></b>	<b><u>4,295,488</u></b>
<b>Total Liabilities and Net Assets</b>	<b><u>4,182,538</u></b>	<b><u>4,352,838</u></b>

Audited  
Financials



"There is a lot  
of value in the  
training HMI  
provides."

- Joe Morris  
T&O Cattle Co.



**Friends (<\$250)**

- Agee Smith
- Alan & Joy Wallace
- Aleatha Scholer
- Anita Ramos & Reid Folsom
- Ann Adams
- Art & Sally Roane
- Art McElroy
- Barbara Bailer
- Barbara Scaife
- Ben Berlinger
- Betsy Ross
- Billie Meyers
- Brad Wind
- Bradley Ward
- Brady Randall
- Brian Russ
- Byron & Wayne Eatinger
- Candace Burns
- Carl D Warrick
- Carl Hathcock
- Carrie Stearns
- Charles & Jennifer Sands
- Charles Tindell, Jr.
- Christine Everett
- Christoffel Den Biggelaar
- Clifford Hawbaker
- Cornelis Tromp
- Daniel White
- Dave & Tina Southward
- David & Carol Cusack
- Denise Bostdorff & Daniel O'Rourke
- Dennis Mills
- Diana Speer
- Don Youngbauer
- Dorothea Sotiros
- Doug & Kim Wiley
- Duane Hilborn
- Duane Sand
- Edwin Waters
- Elaine Zabor
- Elise Gignac
- Ellen Kemper
- Erika Tebbens
- G. Rodes
- Genevieve Cran
- George Whitten
- Gerda Hyde
- Gerry & Pat Stratelak
- Gonzalo Palomo Guijarro
- Heather & Mark Flashinski
- Ian Finch
- Ian Hosken
- Jacqueline Fahey
- James F. Dudley
- James McCollum
- Jason Klinge
- Jean Paul
- Jeff & Denise Hunewill
- Jennifer Peotter
- Jeremy & Jodi Peake
- Jeremy Rodrigues
- Jesse Raynor
- Jim & Barbara Long
- Jim Cecil

**Funders**

It is always with great pleasure that we acknowledge the many individuals and organizations whose support is the lifeblood of our mission and our community.

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

- Dixon Water Foundation
- Sallie Calhoun - The Christiano Family Fund, an advised fund of The Community Foundation for San Benito County
- The Dixon Water Foundation
- USDA/NIFA BFRDP

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

- Jim & Carol Parker
- Western Sustainable Agriculture Research and Education

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

- Alexia M. Leuschen Charitable Foundation
- CHS Foundation
- Clif Bar Family Foundation
- Farm Aid
- Farm Credit Bank of Texas
- Genevieve Duncan

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

- Catherine Semrod
- Joy Law
- Katherine Dickson
- Ron Chapman
- Simply Organic

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

- Alison Worcester
- Amy & Joseph Morel
- Armando J. Flocchini III
- Azilia Ventures
- Christopher & Laura Gill
- Dick & Jeannie McNear
- Don & Randee Halladay
- Durham Ranches, Inc.
- Emry Birdwell & Deborah Clark
- Gary & Mary Cox
- Harry Duncan Campbell, Jr.

- Ulupalakua Ranch
- Zizi Fritz

**Sustainers (\$500+)**

- Ann Beeghly
- Brad Fahrmeier
- Chrys Beal
- Florin Baci
- Frank Hayes
- Gail Hammack & Doug McDaniel
- Jack & Zera Varian
- Jewish Community Foundation
- Linda Meuth
- Lowell & Mary Forman
- Margaret Hillenbrand
- Mary Boutwell
- Mary N. Adams
- Mayette Johnston
- Roby Wallace
- Roy Purcell
- Signe Ostby
- The Community Foundation of San Benito County
- Wells Fargo

**Supporters (\$250+)**

- Ben & Denise Bartlett
- Björn Fallström
- Howard J. Porter, Jr.
- Jack & Theresa Southworth
- Jaye Henneke
- Jeff Mattocks
- Jennifer Munster
- Kent Reid
- Mike Eisenstat
- Nancy Levi
- PNM Resources
- Richard Teague

“ This program has given me the courage, framework, tools & network to become a small farmer.”

Becky Scasta  
Program Participant

Jim Matthews  
Jim Rackley  
Joan and Blaine Harris  
Joan Kelleher  
Joe & Peggy Maddox  
Joe Williams  
John & Sally Fairbairn  
John C & Rosalyn G Phillips  
John Wernette  
Joseph Whiteside  
Julie Fierro  
Julie Sloan  
Justin & Lisa Jessop  
Justin Peeler  
Karen Ansell  
Karin Illes  
Kelli & Bill Parker  
Ken Gallard  
Ken Tager  
Kim Pophal  
Larry Johnson  
Laura Lutz  
Lawrence & Lynn Levine  
Lou & Susan Preston  
Louis Hagener  
Lowry McAllen  
M.K. & Veronica Campbell  
Maggie Knight  
Malcolm Teggins  
Mark & Wendy Pratt  
Mark D. Boland  
Mary Ellen Gonzales  
Mary Girsch-Bock  
Matt Parrack & Jaci Bertrand  
Maximiano Pablos Blazquez  
Michael & Susan Ahlers  
Michael Podolny  
Michael Sands & Betsy Dietel  
Mickey Steward  
Milton Suthers  
Molly Baldrige  
Nikolaus Horster  
Norman & Gail Lowe  
Otto Bischel  
Pam Walker  
Patrick Crawford  
Peggy Sechrist  
Pete Ferrell  
Preston Sullivan  
Ravindra Potnuru  
Rich & Anne Morris  
Richard Steele  
Rita Talbot  
Robert & Melinda Copper  
Robert Parker  
Rodney Walkden  
Sally Wellborn & William Gallagher  
Samuel Kirk  
Sandra West  
Sandy Langelier  
Scott & Stacy Alsworth  
Scott Sims & Family  
Sharon May  
Smith Held  
Smoketree Land and Wildlife LLC

Snow-McElligott  
Stephanie Cloutier  
Steve & Leslie Dorrance  
Susan Courtney  
Tina & Mike Jacobs  
Tom Peshock  
Watt Casey  
Wayne Knight  
Weston Neiman

*A special thanks to the following organizations & people who have graciously supported our programs.*

Adelante Consulting Services  
Alameda RC & D  
Alger County Conservation District  
American Farmers and Ranchers  
Appropriate Technology Transfer  
for Rural America (ATTRA)  
Area Farm & Food Link (VT)  
Badgerland Financial  
Berkshire Grown  
Brigantino Irrigation  
Capital Farm Credit  
Central Coast Rangelands  
Coalition  
Central New York RC & D  
Cibolo Nature Center  
Claunch-Pinto  
Columbia County Land and Water  
Conservation  
Columbia County UW Extension  
Community Involved in Sustaining  
Agriculture (MA)  
Connecticut Department of  
Agriculture  
Connecticut Northeast Organic  
Farming Association (NOFA)  
Contra Costa Water District  
Cornell University Cooperative  
Extension  
Cornelsen Ranch  
Creekside Meadows Farm  
Dairymaster Parlors  
Dallas Farmers Market  
DeRuyter Farm and Garden  
Cooperative  
Devine Gardens Vermicompost  
Eastern Connecticut RC&D  
Edible Austin (TX)  
Farm & Ranch Freedom Alliance  
Farm Bureau Financial Services  
Farmers & Merchants National  
Bank  
Fertrell  
Greene Ranch  
Greenstone Farm Credit Services  
Hill Country Alliance  
Johnson Sausage Shoppe  
Kelley Meats  
King's Mark RC&D (CT)  
KTS Farm  
La Montanita Coop  
Land for Good  
Leftcoast Grassfed Beef

Live Auctions TV  
Livestock & Grazing Supply  
Log Cabin Livestock Farm  
Madison Soil and Water  
Conservation District  
Maine Agricultural Mediation  
Service  
Maine Farm Service Agency (FSA)  
Maine Northeast Organic Farming  
Association (NOFA)  
Maine Organic Farming and  
Gardening Association  
Manzano Mountain Arts Council  
Massachusetts Department of  
Agriculture  
Massachusetts Northeast Organic  
Farming Association (NOFA)  
Mesteno Draw Ranch  
Michigan State University AgBio  
Research  
Michigan State University  
Extension  
Morris Beef  
National Center for Appropriate  
Technology  
Native Prairies Association of  
Texas  
Natural Resource Conservation  
Services (NRCS)  
Nevill Fence  
New Connecticut Farmer Alliance  
New Hampshire Department of  
Agriculture  
New Hampshire Farm Bureau  
New Hampshire Natural Resource  
Conservation Service (NRCS)  
New Hampshire Northeast  
Organic Farming Association  
(NOFA)  
New Hampshire Soil and Water  
Conservation Districts (SWCD)  
NM Land Link  
Northeast Organic Dairy  
Producers Alliance  
North American Hair Sheep  
Association  
North Country RC&D (NH)  
Northeast Food & Farm Network  
NY GLCI  
NY Northeast Organic Farming  
Association (NOFA)  
Oklahoma Land Stewardship  
Alliance  
Paicines Ranch  
Paine Family Farm  
Phil Metzger  
Pines & Prairies Land Trust (TX)  
Pomponio Ranch  
Ranney Ranch  
Richard King  
Riparian Network  
River Systems Institute (TX)  
Rocky Mountain Farmer's Union  
Rural Texas Innovators  
San Benito Working Landscapes

Group  
Santa Clara County Open Space  
Authority  
Seth Wilner  
Simple Soil Solutions LLC  
Small and Beginning Farmers of  
New Hampshire  
Southeast Massachusetts  
Agricultural Partnership  
Southern NH RC&D  
Southwest Grassfed Livestock  
Alliance  
Spring Creek Ranch – Texas  
Sustainable Food Center (TX)  
Sustainable Growth – Texas  
Texas A&M Agrilife Extension  
Texas Agricultural Land Trust  
Texas and Southwestern Cattle  
Raisers Association  
Texas Department of Agriculture  
Texas - Mexico Border Coalition  
Texas Organic Farmers and  
Gardeners Association  
Texas Parks and Wildlife  
Department  
Texas Riparian Association  
Texas Sheep & Goat Raisers  
Texas Wildlife Association  
The Center for Environmental  
Research  
The Intervale Center (VT)  
Tioga County Planning  
TomKat Educational Foundation  
TRM International (TX)  
University of California Extension  
University of Connecticut  
Extension  
University of Maine Cooperative  
Extension  
University of Massachusetts  
University of New Hampshire  
Extension  
University of Texas Pan American  
University of Vermont  
Vermont Northeast Organic  
Farming Association (NOFA)  
Wholeshare.com  
Wimberley Valley Watershed  
Association  
Wisconsin Department of  
Agriculture  
Women's Agricultural Network -  
Connecticut  
Women's Agricultural Network -  
Maine  
Women's Agricultural Network -  
Vermont





**Current Staff**

- Ann Adams – Interim CEO
- Peggy Cole – Program Manager
- Kelly Curtis – Chief Financial Officer
- Julie Fierro - Instructional Design Specialist
- Mary Girsch-Bock – Grants Manager
- Valerie Grubbs -- Accounting & Customer Services Assistant
- Sandy Langelier – Director, Communications & Outreach
- Carrie Stearns – Customer Service Manager

“The HMI program has taken my business, my land and my goals from a dream to a reality. I feel confident and gratified to be a strong leader for land stewardship, outdoor education, and the health of our ecosystem and society.”

-Lenny Archer, HMI program participant

**Current Board of Directors**

- Ben Bartlett, Director – Traunik, MI
- Sallie Calhoun, Director & Past Chair – Saratoga, CA
- Ron Chapman, Director – Atlanta, GA
- Cezanne “Zizi” Fritz, Director – Albuquerque, NM
- Laura Gill, Director - San Antonio, TX
- Gail Hammack, Director – Lostine, OR
- Clint Josey, Director – Dallas, TX
- Wayne Knight, Director – South Africa
- Dan Knuckols, Director & Vice Chair, Sherman, TX
- Jim Parker, Director – Montrose, CO
- Jim Shelton, Director – Vinita, OK
- Kelly Sidoryk, Board Chair – Canada



**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.



5941 Jefferson Street NE, Ste. B  
Albuquerque, NM 87109 | 505.842.5252

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



Holistic Management and Holistic Management International/  
Healthy Land/Sustainable Future are registered trademarks of  
Holistic Management International. Copyright ©2014 Holistic  
Management International. All rights reserved. 06-02-14