

2017 Annual Report

HOLISTIC MANAGEMENT INTERNATIONAL



Dear HMI Community,

2017 was another busy year for HMI as we collaborated with over 100 organizations around the globe to deliver 105 days of programming in 13 countries. To provide in-depth training in Holistic Management, we held 13 Open Gates and six Whole Farm/Ranch Business Planning or Land Management Series or Beginning Farmer/Ranching Training Programs. We also had 305 farmers and ranchers enroll in HMI's Getting Started Courses and other online training. HMI's programming and global network of over 60 Certified Educators trained and presented on Holistic Management to 4,462 people, while also positively impacting 5.86 million acres. Thanks to the support of our generous donors in 2017, HMI was able to increase the total amount of scholarships to over \$35,000 to beginning and transitioning farmers and ranchers needing tuition financial assistance.

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 almost 21,000 Facebook fans and 14,000+ Twitter followers. Over 16,000 people subscribe to our e-letter and over 110,000 visitors engage with our website. While HMI finished 2017 with a net loss of \$19,764, we were able to increase our reserves by \$86,720, while decreasing our expenses by 14%. Importantly, net assets have risen by 93% since 2015 and contributions from our donors have grown by 42% since last year. We continue to use those donation dollars wisely, with 82 cents of every dollar going directly to programs. In 2017 we also deepened our collaboration with the Quivira Coalition by developing a New Agrarian Online Training program, providing online training to support their New Agrarian Program as well as buttressing other educational farms and ranches throughout the globe. Together, apprentices, interns, and young farmers were able to learn Holistic Management to support their educational experience on these farms and ranches.

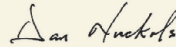
This year HMI is partnering with the Quivira Coalition and the American Grassfed Association for the 2018 Regenerate Conference in a not-to-be-missed regenerative agriculture gathering, to be held at the Hotel Albuquerque in Albuquerque, New Mexico, on October 31st–November 2nd, 2018. We hope to see you all there. We will have a pre-conference Holistic Management Social on October 30st so please come in to town early enough to participate and meet HMI's Board of Directors, Advisory Council, and Certified Educators.

We look forward to reporting on our 2018 programming in the ensuing 2018 annual report, as this year has already been a busy one. Thanks to our committed team of Board, staff, Advisory Council, Certified Educators and our network of practitioners and allies, we continue to grow the circle of those who are practicing Holistic Management and creating healthy land and thriving communities.

Sincerely,



Ann Adams - Executive Director



Danny Nuckols - Board Chair



2017 Audited Financials

Summarized Statement of Activities

	2017	2016 (Restated)
Revenues		
Educational Programs	135,987	159,834
Grants	163,779	202,240
Publications	26,478	25,825
Mineral interests	351,934	370,529
Contributions	211,445	189,863
Investment income (net)	7,653	4,332
Partnership and trust income	85,464	87,147
Miscellaneous income	1,070	1,743
Unrealized gain (loss) on closely held stock	55,760	0
Net realized gains on sales of investments	71,826	-8,909
Unrealized gain on investments	<u>10,596</u>	<u>65,915</u>
Total Revenues	<u>1,121,992</u>	<u>1,098,519</u>

Expenses

Educational programs	860,406	815,349
Outreach	77,576	239,423
Fundraising	55,798	203,916
Administration	<u>147,886</u>	<u>71,800</u>
Total Expenses	<u>1,141,666</u>	<u>1,330,488</u>

Change in net assets	<u>-19,674</u>	<u>-231,969</u>
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Summarized Statement of Financial Position

Assets

Cash and cash equivalents	572,652	453,090
Investments	1,658,749	1,734,134
Accounts receivable	111,739	152,284
Prepaid expenses	5,478	7,179
Unconditional promises to give		0
Inventory	13,980	13,628
Property and equipment, net	533,940	539,271
Unconditional promises to give - long term		0
Other	\$3,000	3,000
Stock in closely held companies	591,683	535,923
Mineral interest, net	<u>910,118</u>	<u>1,011,230</u>
Total Asset	<u>4,401,339</u>	<u>4,449,739</u>

Liabilities

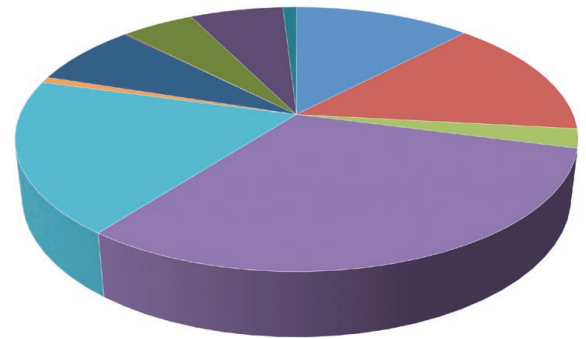
Accounts payable	29,198	17,999
Compensated Absences Payable	42,338	50,978
Current portion of long term debt	27,248	23,376
Deferred revenue	4,868	9,826
Long term debt payable, less current maturities	<u>237,134</u>	<u>267,333</u>
Total Liabilities	<u>340,786</u>	<u>369,512</u>

Net Assets

Unrestricted	3,704,780	3,663,412
Investment in Property & Equipment	269,558	248,562
Temporarily restricted	86,215	168,253
Total net assets	<u>4,060,553</u>	<u>4,080,227</u>

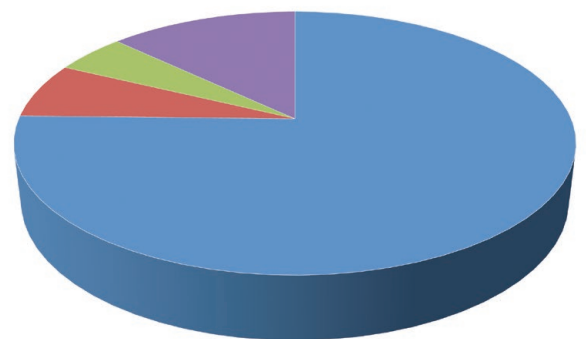
Total liabilities and net assets	<u>4,401,339</u>	<u>4,449,739</u>
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2017 Income Sources



- Educational Programs
- Grants
- Publications
- Mineral interests
- Contributions
- Investment income

2017 Funding Expenditures



- Educational programs
- Outreach
- Fundraising
- Administration

2017 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 Foundation
Thornburg Foundation

Guardians (\$10,000+)

Bill and Marian Cook Foundation
Hudson Valley Farm Hub
Martha Records & Rich Rainaldi
Patagonia
Regenerative Agriculture
Foundation
Simply Organic

Protectors (\$5,000+)

Cindy Dvergsten
Farm Aid Inc
Leaves of Grass Fund
Lorin McDowell
Richard King
Tecovas Foundation
TomKat Ranch
Educational Foundation

Keepers (\$2,500+)

C.D. Pounds
Clif Bar Family Foundation
Grasslans Charitable Foundation
Joy Law
Paicines Ranch
Tracy Little

Patrons (\$1,000+)

Amy & Joseph Morel
Armando J. Flocchini III
Ben & Denise Bartlett

Betsy & Reeves Brown
Catherine Semrod
Clint & Betty Josey
Danny & Martha Nuckols
Elisabeth Keller
Emry Birdwell & Deborah Clark
Gail Hammack & Doug McDaniel
Gary & Mary Cox
Genevieve Duncan
Joan Bybee
Joe & Julie Morris
Kelly Curtis
Kirk Gadzia
Leigh & Charlie Merinoff
Mary Etta Johnston
Ron Chapman

Sustainers (\$500+)

Ann Adams
Ann Beeghly
Belva Locker
Casey Wade
Charles Mitchell
Cheryl Newman
Don & Randee Halladay
Emery Mitchamore
Gail Kursel
George Rodes
H. Kimberly Lukens
Jenny Carloye
Jette Schuh
Jim & Sara Shelton
John Nelson
Kathy Harris
Kelly Sidoryk
Kent Reid
Laura Gill
Mark & Theresa Cohen
Molly Baldrige
Martha Holdridge
Mary N. Adams
Pono & Angela Von Holt
Rebecca Nunnally
Rob & Marti Rutherford
Rocky Mountain Farmers Union
Ryan Jarvis
Sallie Calhoun
Susie Hagemester
The Community Foundation
Walt Davis

Supporters (\$250+)

Albert Lowry
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Barbara & Louis Sklar
Byron & Wayne Eatinger
Cameron Duncan
Charles & Jennifer Sands
Chase Curie
Edwin Brown
Ernest & Edwina Diswood
FUSA Insurance Agency
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George & Elaine Work
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Jennifer Klass
Joan Kelleher
Kenneth Riddle
Lauri Celella
Lisa Bellows
Louis Hagener
Lowell & Mary Forman
Mancos Grange Hall
Marsten & Carolyn White
Master Gardeners Group
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Michael Sweeney
Nancy Ranney & David Levi
NRCS Mountainair
Peter & Helen Schulze
Richard Teague
Rick & Kasthy Kaesebier
Sarah Williford

Tague Hurley
Todd Staats
Vivianne Holmes

Friends (<\$250)

Aaron Hand
Alisa Gravit & Joe Garman
Ana Lopes
Angela Boudro
Arapahoe County Fairgrounds
Barbara & William Scaife
Beatrice Ludwig
Ben Coleman
Berenika Byszewski
Berni Ortensi
Betsy Ross
Brian Megaw
Brian Russ
Brian Wehlburg
Carl D Warrick
Carrie Stearns
Catherine & Steven Koenig
Cecilia Schulz
Celia Bell
Charles & Peggy Schmidt
Charles (Butch) Tindell
Christoffel Den Biggelaar
Cornelis Tromp
Craig Leggett
Cynthia Villa
Dan Towery
Dave Dorrance
Dave Maxwell
Delane J. Atcity
Denise Bostdorff & Daniel
O'Rourke
Dennis & Ruth Demmel
Dennis Pufpaf
Derek & Kirrily Blomfield
Dmitry Popov
Don (Roc) & Judy Rutledge
Don Faulkner
Donald E & Lana Whitten
Douglas Dockter
Drausin Wulsin
Duane Hilborn
Edgar Henson
Edvard Nordenskjold
Elizabeth Wheeler
Emil & Maryann Casciano
Erin Flynn & Skip Connett
Esther & Norm Harte
Fran MacKenzie
Frank Hayes
Gary Lee LeGare
Gary & Sue Price
Gerry Rackley
Greg & Lauren Edelen
Harry Kemp
Helene de Batz
Hugh B. Garnett Jr.
James & Geraldine Matthews
Jason Klinge
Jeff & Denise Hunewill
Jennifer Peotter



"I think what makes Holistic Management unique and makes it work is that it's about the whole—it's helping you take everything into account and build your plans from that understanding."

—Betsy Brown
Beulah, CO

Joe Glode
 John & Julie Ott
 John & Suzanne Fain
 John C & Rosalyn G Phillips
 John Chandler
 John F. Gerber
 John Grover
 John Wernette
 Josep Ramon Sainz
 de la Maza Benet
 Joseph & Blair Fitzsimons
 Julie Gahn
 Justin & Lisa Jessop
 Kanna Hoki
 Karen Galles
 Karen Parkhill
 Kari Hamerschlag
 Katie Morrison
 Kay Allen
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 Rita Talbot
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 Robert Potts
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 Sara & Jesse Bullis
 Sims Cattle Co LLC
 Stacey Sullivan
 Susan Brook
 Susan Bunnell
 Susan Stropes
 Tita Berger
 Tom & Irene Frantzen
 Tom White
 William Jenkins

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

77 Ranch
 Alpine Alley Café
 Austin Green Gate Farms
 Brittany Jensen
 Bunchgrass Flats
 California Certified Organic
 Farmers
 California Polytechnic State
 University
 Carolyn & Marston White
 Carter Randolph
 Circle P Ranch
 City of Austin
 Colorado State Land Board
 Connecticut NOFA
 Conservation Commission
 on Soil Health
 Desert Oasis Teaching Garden at
 the Albuquerque Academy
 Diné College Land Grant Office
 Duke Phillips
 Ernest and Edwina Diswood
 FARFA
 Farm Service Agency (FSA)
 Four Corners Farming and
 Ranching Coalition
 Gabe Brown
 Gentle Giants
 Gerardo Bezanilla
 Gold Ridge Resource
 Conservation District
 Goulburn Broken
 Greg Judy
 Guy Glosson
 Haymarket Feed Store
 Healthy Food Systems
 Healthy Habits Meal Prep
 High Desert Conservation District
 Honey's Acres Farm
 Inside Outside Management
 James Parker
 Jay Whiteside
 Johnathan Cobb
 Kelly Sidoryk
 Kevin Boyer
 Lowry Ranch
 Mancos Conservation District
 Miller-Coors
 Monte Prieto Ranch
 Morris Grassfed
 National Center for Appropriate
 Technology
 National Landcare Programme
 National Young Farmers
 New Mexico NRCS
 Noble Foundation
 North Central Catchment
 Management Authority
 Oklahoma Farmers and Ranchers
 Association (OFRA)
 Oklahoma NRCS



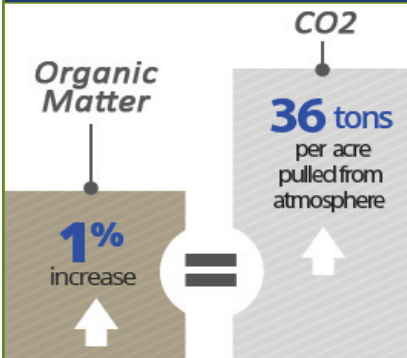
“The beauty of Holistic Management is that it is a program that gives you the tools to use to create what works for you.”

—C.D. Pounds
Fruitvale, TX

Ranchlands
 ReGen UK
 RegenAg
 Robert Potts
 Rocky Mountain Farmers Union
 Ron Chapman
 Rough Stone Ranch
 Sallie Calhoun
 Sam White
 San Benito Working Landscapes
 Group
 San Juan Water and Soil
 Conservation District
 Seed2Need
 Sidonia Beef
 Simply Organic
 Sonoma Resource Conservation
 District
 Southwest Grassfed Livestock
 Alliance (SWGLA)

Speakeasy Gardens
 Street Food Institute
 Sustainable Food Center
 of Austin
 T.O. Cattle Company
 Tarrant Regional Water District
 Texas Draft Horse and Mule
 Association
 Texas Grazing Lands Coalition
 Texas NRCS
 The Grasslander
 The Nature Conservancy
 Three Sisters Kitchen
 TOFGA
 Trainor Cattle Company
 TX AgriLife Research
 Walter Lynn
 Wayne Knight
 Whole New Concepts, LLC
 William Burnidge

2017 IMPACT



acres influenced ytd

45

million

4462

farmers and ranchers trained



18

different countries

137

 +

8

 +

2

scholarships free learning downloads currículos en español

2017 Board of Directors

- Dan Nuckols, Director & Chair, Sherman, TX
- Avery Anderson-Sponholtz, Director – Santa Fe, NM
- Gerardo Bezanilla, Director – Chihuahua, Mexico
- Guy Glosson, Director – Snyder, TX
- Jim Shelton, Director – Vinita, OK
- Johnathan Cobb, Director – Rogers, TX
- Kelly Sidoryk, Director – Alberta, Canada
- Kevin Boyer, Director – San Rafael, CA
- Kirrily Blomfield, Director – Quirindi, NSW, Australia
- Robert Potts, Director – Marfa, TX
- Sarah Williford, Director – Walton, NY
- Walter Lynn, Director & Vice-Chair – Springfield, IL
- Wayne Knight, Director – Mokopane, South Africa

Current Staff

- Dr. Ann Adams – Executive Director
- Carrie Stearns – Communications & Outreach Manager
- Julie Fierro – Education Manager
- Kathy Harris – Program Director
- Kimberly Barnett – Office Assistant
- Mary Girsch-Bock – Development Manager
- Stephanie Von Ancken – Program Manager

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 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

Join the conversation:

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