



2021 Annual Report

Dear HMI Community,
What is Holistic Management to you?

Earlier in the year we had interesting conversations and feedback when we put this question to our Certified Educator community. We had about as many different responses as there were respondents. That is because what we do has relevance in many different realms. Everyone agrees that people, a Holistic Goal, weighing decisions toward that goal for adaptive management, and an effective feedback loop are central to what we accomplish. The outcomes and successes are as varied and diverse as the landscapes, communities, and individuals who use these principles and tools.

IN PRACTICE, HMI's bimonthly publication eloquently documents the stories and experiences of our community. Each issue showcases what people on the land and in rural communities are able to achieve through the practice and application of holistic thinking and management. It has documented the extraordinary accomplishments of our diverse and innovative community.

Decisions drive change. Management is doing, engaging and taking decisive actions. We need action with informed decisions to function in complex environments. Monitoring, then interpreting and acting on the monitoring data to create balanced and sustained progress to improve ecosystem function, profitability, team performance and satisfaction, and whatever other component of the whole is important to the people involved.

We are also pleased to report that with the help of our Certified Educators HMI educated 6,436 people in 2021. These people influence almost 6.8 million acres of land across the world. These statistics show the influence and reach of our Certified Educator community and underlines the significance of HMI's Certified Educator program to support more Holistic Management educators.

HMI is working hard to serve a diverse array of producers, from whatever community, environment or aspect of farming they are involved in. We have created different tiers of Holistic Management educators, realizing that various levels of educators and skills level can all contribute to spreading awareness, supporting practice, and mentoring. We provided 88 partial or full scholarships in 2021 worth \$25,450. At least 30% of the scholarships went to people from historically underserved communities, and 63% of scholarships were awarded to women.

We continue to work on refining both our learning and post-training support programs to maximize the 75+ days of training we deliver each year with the help of 143 collaborating organizations. HMI's board has also allocated funds for us to develop and refine both mentor programs and online, self-paced learning programs as part of our efforts to reach more people and be relevant to them with their current challenges.

We are proud of what we have achieved and want to offer a special thanks to HMI's dedicated and passionate staff. This is a great team doing crucial work.

We look forward to executing our plans in 2023 and building on our 2022 work. These successes and unlocking the potential of HMI can only happen with your support, interest, and participation. We look forward to joining you on your journey, and are grateful for all our students, supporters, donors, and funders.

With gratitude,

Wayne Knight

Wayne Knight
Executive Director



Walter Lynn

Walter Lynn
Board Chair





2021 Impact Report

In 2021, HMI and our Certified Educators helped the regenerative agriculture community by achieving the following:

6,436

Land Managers
Trained

88 Scholarships
Awarded Totaling
\$25,450

30% of Scholarships
Provided to Underserved
Communities

Almost **6.8**
Million Acres
Impacted

143
Collaborations

76
Days of
Training



2021 Financials

Summarized Statement of Activities	2021	2020
Revenue		
Educational Programs	\$ 111,519	\$ 63,250
Publications	13,701	13,015
Partnership & Trust		33,272
Mineral interests	194,901	58,466
Investment Income	69,795	22,952
Unrealized gain(loss) on Investments	125,629	228,657
Realized gain(loss) on closely held stock	136,974	66,082
Realized Gain (Loss) on Investments	(5,860)	40,564
Miscellaneous income	68,178	42,850
Grants	361,100	359,000
Contributions	55,307	50,266
In-kind	22,179	34,366
Consulting		6,650
Total Revenues	1,153,423	1,019,390
Expenses		
Program	492,159	464,574
General & Administrative	170,689	210,894
Fundraising	46,289	12,649
Total Expenses	709,137	688,117
Change in Net Assets	444,286	331,273
Net Assets at Beginning of Year	4,962,491	4,631,218
Net Assets at End of Year	\$ 5,406,777	\$ 4,962,491
Current Assets		
Cash and cash equivalents	814,915	821,610
Investments – Mutual Funds	3,353,333	2,777,397
Program Receivables	11,725	55,910
Prepaid Expenses	5,728	6,916
Inventory	4,782	4,782
Total Current Assets	4,190,483	3,666,615
Property & Equipment		
Property & Equipment	75,738	75,738
Less: Accumulated Depreciation	(75,738)	(75,738)
Net Property & Equipment		
Other Assets		
Stock in closely held companies	751,055	756,915
Mineral interests	2,022,236	606,783
Less: Accumulated Depletion	(1,516,565)	[1,213,230]
Net Mineral Interests	505,671	606,783
Total Other Assets	1,256,726	1,363,698
Total Assets	5,447,209	5,030,313
Current Liabilities		
Accounts payable	9,292	30,039
Accrued Benefits & Tax Liability	28,340	36,199
Deferred Revenue	2,800	1,584
Total Current Liabilities	40,432	67,822
Net Assets		
Without Donor Restrictions	5,224,908	4,873,314
With Donor Restrictions	181,869	89,177
Total Net Assets	5,406,777	4,962,491
Total Liabilities and Net Assets	5,447,209	5,030,313



2021 GRANTS, SPONSORSHIPS, & DONATIONS

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

Stewards (\$50,000+)

Carroll Petrie Foundation
Dixon Water Foundation
Thornburg Foundation

Guardians (\$10,000+)

Anonymous
L&L Nippert Charitable Foundation
Martha Records & Rich Rainaldi
Regenerative Ag Foundation
Rick & Beth Schnieders
Tecovas Foundation
Wallace Research Foundation

Protectors (\$5,000+)

Clif Bar Family Foundation
Farm Aid
Joy Law
Leigh & Charlie Merinoff
Lydia B. Stokes Foundation
ISA Tantec

Patrons (\$1,000+)

Amy & Joseph Morel
Armando J. Flocchini
Ben Bartlett
Betsy & Reeves Brown
Charlotte Ekland
Clint and Betty Josey
Christine Martin
Google
Hilary Knight
Joan Bybee
Nancy Ranney Levi
National Center for Appropriate
Technology

Pete Pulis
Ron Chapman
TomKat Ranch Educational
Foundation
Tom and Deborah McDaniel
Walter Lynn

Sustainers (\$250+)

Ann Adams
Ann Beeghly
Bre Owens
Cameron Duncan
Charles & Jennifer Sands
Chris Grotegut
Corey Stephens
CS Cattle Company
Dana Bonham
Deborah Clark
Drausin Wulsin
Ellen Heath
Erik Tucker
George Rodes
Jack & Zera Varian
Jack & Teresa Southworth
James & Geraldine Matthews
James & Carol Parker
Jim Shelton
Kent Reid
Larry Lempka
Laura & Regan Velasquez
Linda Meuth
Louis Hagener
Lowell & Mary Forman
Mary Etta Johnston
Mary N. Adams
McKinley and Rachel Smoot

Paul Ackley
Peter & Helen Schulze
Richard Teague
Rob Rutherford
Sterling Grogan
Susan Bunnell
Susie Hagemester
Tracy Little
Wayne & Roxanne Eatinger
Wayne Knight

Friends (<\$250)

Amy Erikson
Anne Stilson-Cope
Ariel Greenwood
Art & Sally Roane
Arthur Young
Barbara Love
Barbara & William Scaife
Belva Locker
Betsy Ross
Bluesette Campbell
Brenda Slack
Carl Warrick
Carol Richmond
Carrie Stearns
Casey Holland
Catherine Fitts
Catherine Koenig
Chere Hartman
Daniel Schuck & Sue Kacskos
Dave & Karen Baker
Dave Maxwell
Denise Bostdorff & Daniel
O'Rourke
Derek & Kirrily Blomfield
Donald and Lana Whitten
Doug & Clare Barnett
Eliza Walbridge
Elke Burgstaller
Hamilton Brown
Jackie Davies
Jackie Thompson
James & Ann McCollum
James & Carol Faulstich
James Dudley
Jason Klinge
Jesse Silver
Jimmy Garner
Joan & Cliff Montagne
Joe and Peggy Maddox
Joe Williams
Joel Salatin
John C & Rosalyn G Phillips
John Wernette
Ken Gallard
Kevin Fulton
Laura Taylor
Linda Pechin-Long
Linus Meyer

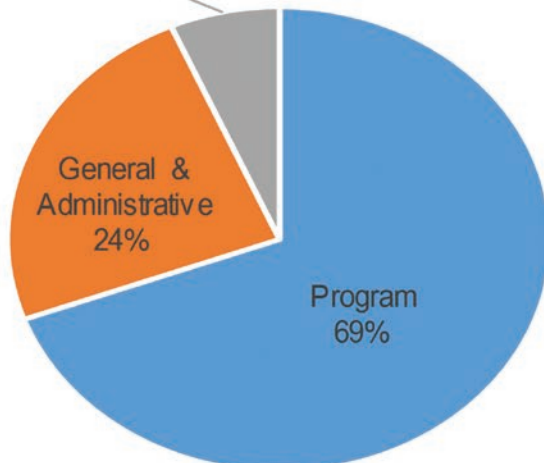
Lisa Ann Obanion
Linus Meyer
Louis Martin
Lowry McAllen
Margy Rogers
Maria Rosa Solis
Mark & Wendy Pratt
Mark Cortner
Mary Ellen Gonzales
Melanie Kirby
Myra Mcpherson
Nathan Aaberg
Network for Good
Nijole Cijunelis
Oris Salazar
Pamela Howard
Pat Pacheco
Peter Wizinowich
Reyna Banteah
Richards Ranch
Rick Kaesebier
Robert Martinez
Rod Parr
Sage Hagen
Shannon Hayes
Shawn Howard
Sims Cattle Co LLC
Stephen Williams
Steve & Leslie Dorrance
Susan Brook
Susan Stropes
Susy Vieux Parry
The Benevity Community/Impact
Fund
Tom & Darla White
Tom & Irene Frantzen
Tom Henslee
Tyler Eschleman
Vail Dixon
Virginia Dierker
Vivianne Holmes

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

11th Hour Foundation
3R Ranch
Agricultura Network
AgRisk Advisors
AIRE
Allen Williams
American Grassfed Association
Ariel Greenwood
Arriola Sunshine Farm
Audubon NM
Audubon Rockies
Badger Creek Ranch
Bernalillo County Extension

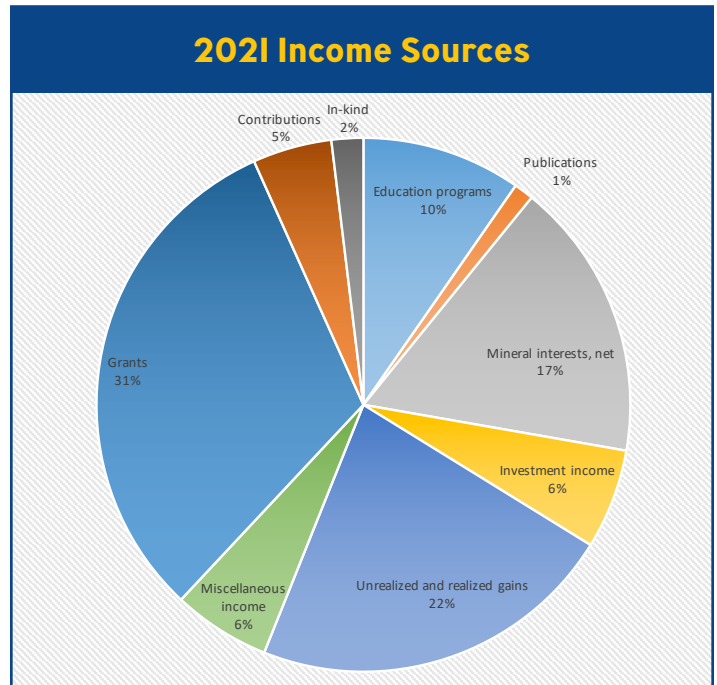
2021 Funding Expenditures

Fundraising
7%



NMSU
 Bernalillo County Open Space
 Biological Capital
 Bird Conservancy of the Rockies
 Birdwell & Clark Ranch
 Boudro Enterprises
 Boulder County Open Space
 Brad Schmidt
 Brett Gray Ranch
 Bytable
 Cactus Feeders
 Casey Wade
 Casper Farms
 Center of Excellence for
 Hazardous Materials
 Central Colorado Conservancy
 Chispas Farm
 Coldharbour Institute
 Coldharbour Regenerative Network
 Colin Nott
 Colorado Carbon Fund
 Colorado Cattlemens Agriculture
 Land Trust
 Colorado Cattlemens Association
 Colorado Coalition to Enhance
 Working Lands
 Colorado Collaborative for
 Healthy Soils
 Colorado Conservation Tax
 Credit Transfer
 Colorado Conservation Tillage
 Association
 Colorado Department of Agriculture
 Colorado Department of Agriculture
 Conservation Services
 Colorado Fruit & Vegetable
 Growers Association
 Colorado Land Link
 Colorado Open Lands
 Colorado Section of the Society
 for Range Management
 Colorado State Forest Service
 Colorado State Land Board
 Colorado State University Extension
 Colorado Water Center
 Colorado Water Conservation Board
 Community Consensus Institute
 CrossRoads Ranch Consulting
 Cruces Creatives
 CS Cattle Company
 Cuidad Soil and Water
 Conservation District
 David Phillips
 Deborah Clark
 Del Cielo Farm
 Dixon Water Foundation
 Don Campbell
 Dry Creek Livestock
 Ducks Unlimited
 EcoAgriculture Partners
 Elizabeth Marks
 Farm and Ranch Freedom
 Alliance
 Farm Credit of NM
 Farm to Table NM

Flower Hill Insitute
 Flying Diamond Ranch
 Gabe Brown
 Gerardo Bezanilla
 Globetrotter Foundation
 Grandin Livestock Systems
 Graze the Prairie
 Greg Judy
 Green Spark Ventures
 Ground Up Consulting
 Grow the Growers Program
 Guidestone Colorado
 Gunnison Climate Working Group
 Hand for the Land
 Indian Nations Conservation
 Alliance
 Inside-Outside Management
 Institute for Applied Ecology
 Interbasin Compact Committee
 Kelly Sidoryk
 Kinsey Ag Services
 Kirk Gadzia
 Larry Dyer
 Lauri and Dave Celella
 Lewis Family Farm LLC
 Log Cabin Livestock Farm
 Mad Agriculture
 Mantere Farm
 Markegard Family Grass fed
 May Ranch
 Merrill Lynch
 Michael "Storm" Casper
 Mirr Ranch Group
 National Bison Association
 National Capitalism Solutions
 National Center for Appropriate
 Technology
 National Young Farmers Coalition
 Natural Resources Conservation
 Service/Grazing Lands Coalition
 Initiative
 New Mexico Association of
 Conservation Districts
 New Mexico Coalition to Enhance
 Working Lands
 New Mexico Department of
 Agriculture
 New Mexico Farmers Marketing
 Association
 New Mexico First
 New Mexico Forest & Watershed
 Restoration Institute
 New Mexico Game & Fish
 New Mexico Healthy Soils
 Working Group
 New Mexico House of
 Representatives
 New Mexico Land Conservancy
 New Mexico State Land Office
 New Mexico State University
 Extension
 NMSU Institute for Sustainable
 Agricultural Research
 Noble Research Institute
 No Regrets Initiative



North Central Texas College
 Northern Water
 Not Forgotten Outreach
 No-Till Texas
 Ollin Farms
 Ogalalla Commons
 Paicines Ranch
 Partners for Fish and Wildlife
 Pasture Map
 Phil Metzger
 Poetry Dorpers
 Preston Sullivan
 Pueblo of Santa Ana Department
 of Natural Resources
 Ralph Tate
 Ranchlands Chico Basin Ranch
 Ranney Ranch
 Regen Ag Lab
 Resource Management Services
 Rio Grande Agricultural
 Land Trust
 Rio Grande Joint Venture
 Rocky Mountain Farmers Union
 Rough Stone Ranch
 Round River Resource
 Management
 San Juan Ranch
 San Luis Valley Local Foods
 Coalition
 San Luis Valley Soil Health Group
 Savory Institute
 Seth Wilner
 Silver Sustainability Strategies
 Soil for Water
 Soil Health Services
 Southwest Energy Institute
 Southwest Grassfed Livestock
 Alliance
 Stockman Grassfarmer
 Succession

Sustainable Growth Texas
 Sweet Grass Coop
 Taos Land Trust
 Tecovas Foundation
 Tesuque Pueblo Farm
 Texas A&M Agrilife Extension
 Texas Land Conservancy
 Texas Parks & Wildlife
 The Brett Gray Ranch
 The Citizen Science Soil
 Health Project
 The Grants Collective
 The Nature Conservancy
 The Quivira Coalition
 The Regen Ranch
 Thornburg Foundation
 Three Sisters Kitchen
 Tierra Sagrada Farm
 Tomkat Ranch Educational
 Foundation
 Trainor Cattle Company
 Twin Mountain Fence
 University of Colorado Boulder
 University of New Mexico
 Sustainability Studies Program
 United States Department
 of Agriculture
 USDA Natural Resources
 Conservation Service
 United States Forest Service
 Upper Arkansas Conservation
 District
 Utah State University
 Vermejo Park Ranch
 West Texas A&M
 Western Landowners Alliance
 Whole New Concepts
 William Burnidge
 Will Harris
 Zia Queen Bees



“Our ranch has been under Holistic Management practices for 35 years and it now carries 2.5–3 times the carrying capacity that it did before and we even have a slightly smaller land base than when we started.”

— Campbell Family, Meadow Lake, SK Canada

2021 Board of Directors

- Walter Lynn, Chair – Illinois
- Jim Shelton, Vice Chair – Oklahoma
- Avery Anderson-Sponholtz, Secretary – New Mexico
- Delane Atcitty – New Mexico
- Gerardo Bezanilla – Chihuahua, Mexico
- Kevin Boyer – California
- Johnathan Cobb – Texas
- Ariel Greenwood – California & New Mexico
- Colin Nott – Namibia
- Daniel Nuckols – Texas
- Breanna Owens – California
- Brad Schmidt – South Dakota
- Kelly Sidoryk – Alberta, Canada
- Brian Wehlburg – New South Wales, Australia

Staff Members

- Wayne Knight – Executive Director
- Dr. Ann Adams – Education Director
- Carrie Stearns – Director of Communications & Outreach
- Marie Von Ancken – Program Manager
- Dana McDaniel Bonham – Grants & 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.
- Will Harris – Georgia
- 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.



2425 San Pedro Dr NE, Ste A
 Albuquerque, NM 87110 | 505.842.5252
holisticmanagement.org
hmi@holisticmanagement.org

Join the conversation:



Holistic Management and Holistic Management International are registered trademarks of Holistic Management International. Copyright ©2022 Holistic Management International. All rights reserved. 10-7