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

#### Revenues

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional services</td>
<td>1,200</td>
<td>21,395</td>
</tr>
<tr>
<td>Educational programs</td>
<td>64,206</td>
<td>54,373</td>
</tr>
<tr>
<td>Grants</td>
<td>264,635</td>
<td>328,191</td>
</tr>
<tr>
<td>Publications</td>
<td>54,203</td>
<td>49,405</td>
</tr>
<tr>
<td>Gas royalties</td>
<td>638,128</td>
<td>523,442</td>
</tr>
<tr>
<td>Contributions</td>
<td>156,551</td>
<td>204,216</td>
</tr>
<tr>
<td>Investment Income</td>
<td>92,498</td>
<td>53,728</td>
</tr>
<tr>
<td>Partnership &amp; trust income</td>
<td>79,433</td>
<td>47,209</td>
</tr>
<tr>
<td>Miscellaneous income</td>
<td>6,139</td>
<td>661</td>
</tr>
<tr>
<td>Net realized gains on sale of investments</td>
<td>45,930</td>
<td>-</td>
</tr>
<tr>
<td>Unrealized gain/(loss) on investments</td>
<td>(53,944)</td>
<td>34,265</td>
</tr>
<tr>
<td><strong>Total revenues</strong></td>
<td>1,348,979</td>
<td>1,316,885</td>
</tr>
</tbody>
</table>

#### Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Professional services</td>
<td>1,957</td>
<td>9,874</td>
</tr>
<tr>
<td>Educational programs</td>
<td>390,877</td>
<td>363,115</td>
</tr>
<tr>
<td>Beginning farmers programs</td>
<td>205,498</td>
<td>257,411</td>
</tr>
<tr>
<td>Publications</td>
<td>70,829</td>
<td>53,775</td>
</tr>
<tr>
<td>Outreach</td>
<td>83,916</td>
<td>92,041</td>
</tr>
<tr>
<td>Gas royalties</td>
<td>222,133</td>
<td>242,427</td>
</tr>
<tr>
<td>Fundraising</td>
<td>96,274</td>
<td>117,422</td>
</tr>
<tr>
<td>Administration</td>
<td>447,124</td>
<td>439,328</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>1,518,608</td>
<td>1,575,393</td>
</tr>
</tbody>
</table>

#### Change in Net Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>(169,629)</td>
<td>(258,508)</td>
</tr>
</tbody>
</table>

### Summarized Statement of Financial Position

#### Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>246,044</td>
<td>207,777</td>
</tr>
<tr>
<td>Investments</td>
<td>1,847,741</td>
<td>1,866,034</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>169,809</td>
<td>124,732</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>23,680</td>
<td>16,741</td>
</tr>
<tr>
<td>Unconditional promises to give</td>
<td>7,250</td>
<td>2,000</td>
</tr>
<tr>
<td>Inventory</td>
<td>7,824</td>
<td>9,413</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>51,880</td>
<td>180,653</td>
</tr>
<tr>
<td>Unconditional promises to give - long term</td>
<td>9,500</td>
<td>2,000</td>
</tr>
<tr>
<td>Other</td>
<td>3,000</td>
<td>3,000</td>
</tr>
<tr>
<td>Stock in closely held companies</td>
<td>501,245</td>
<td>530,811</td>
</tr>
<tr>
<td>Mineral interest, net</td>
<td>1,314,565</td>
<td>1,415,677</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>4,182,538</td>
<td>4,352,838</td>
</tr>
</tbody>
</table>

#### Liabilities

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>21,232</td>
<td>17,323</td>
</tr>
<tr>
<td>Accrued liabilities</td>
<td>22,418</td>
<td>24,284</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>13,029</td>
<td>15,743</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>56,679</td>
<td>57,350</td>
</tr>
</tbody>
</table>

#### Net Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>2,774,255</td>
<td>2,885,453</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>1,351,604</td>
<td>1,410,035</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>4,125,859</td>
<td>4,295,488</td>
</tr>
</tbody>
</table>

#### Total Liabilities and Net Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td>4,182,538</td>
<td>4,352,838</td>
</tr>
</tbody>
</table>

---

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

- Joe Morris

T&O Cattle Co.
This program has given me the courage, framework, tools & network to become a small farmer.

Becky Scasta
Program Participant

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 Hammad & 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

**Friends ($<250)**
- Agee Smith
- Alan & Joy Wallace
- Aleatha Scholer
- Anita Ramos & Reid Folsom
- Ann Adams
- Art & Sally Roane
- Art McElroy
- Barbara Baier
- 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 Steams
- 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 Milis
- 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 Gujarro
- Heather & Mark Flashinski
- Ian Finch
- Ian Hosken
- Jacqueline Fahey
- James F. Dudley
- James McCollum
- Jason Kline
- Jean Paul
- Jeff & Denise Hunewill
- Jennifer Peotter
- Jeremy & Jodi Peake
- Jeremy Rodrigues
- Jesse Raynor
- Jim & Barbara Long
- Jim Cecil
A special thanks to the following organizations & people who have graciously supported our programs.

Adele 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
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
Women’s Agricultural Network - Michigan
Women’s Agricultural Network - New York
Women’s Agricultural Network - Texas
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 Service Assistant
Sandy Langelièr – Director, Communications & Outreach
Carrie Stearns – Customer Service Manager

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

“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