Dear HMI Community,

2015 was an exciting year for HMI and our community. We made a major step forward to develop collaborative programming within our international community. We held 24 Open Gates in 5 countries and with the help of our Certified Educators we trained 8,000 people, influencing 5.6 million acres. We also had 178 farmers and ranchers enroll in our Getting Started Courses from 19 countries.

Thanks to the support of our generous donors, HMI was able to expand the number of Open Gate learning days and Whole Farm/Ranch Business Planning and Land Management Workshops and Beginning Farmer/Rancher Training programs as we provided numerous scholarships to those in need of financial assistance.

On the outreach front we continue to expand our reach and educate more people about Holistic Management and HMI. By the end of the year we had a 20% increase in most of our outreach goals including almost 10,000 Facebook fans and another 10,000+ Twitter followers. Almost 15,000 people subscribe to our e-letter and over 110,000 visitors visited our website.

While HMI finished 2015 with a net loss of $301,000, it was due to over a $500,000 reduction in investment income as compared to 2014. However, our significant surplus in 2014 of almost $500,000 allowed us to still invest almost $200,000 in new and increased programming in 2015, which enabled us to obtain the programming and outreach metrics noted above. We also were able to reduce our overheads from 22% in 2014 to 15% in 2015 for an even leaner, more effective operation.

2016 is proving to be another busy and productive year for HMI. As we approach our 32nd anniversary and our biennial Gathering in Paicines, California on October 14-16, 2016, we are experiencing a little bit of a makeover. Some of our network has already seen this change when they’ve gone to visit our website. If you haven’t already, please go to www.holisticmanagement.org and see our newly redesigned website. We hope you find it inviting, attractive, and still a wealth of information about Holistic Management and the Holistic Management community.

As part of our redesign we worked with a national marketing firm to better articulate the message we want to share with the audiences we serve. What the marketing folks told us when they looked at our old website and talked to us about our mission and programs was how impressed they were with the Holistic Management community, their passion for the work and their commitment to positive action to solve very complex problems. They helped us highlight that community so we can reach others who have not yet learned about how we can all make decisions that improve our communities.

On the program side we have doubled the number of international Open Gates and added two new countries, the United Kingdom and Namibia, for a total of 7 countries involved in our place-based programming, as well as already reaching over 1200 farmers and ranchers.

In 2016 we are working harder than ever to educate people in regenerative agriculture for healthy land and thriving communities. With our committed team of Board, staff, Advisory Council, Certified Educators and a passionate network of practitioners we can spread the practice of Holistic Management and touch more lives and landscapes for a better world.

Sincerely,

Ann Adams - Executive Director

Danny Nuckols - Board Chair

“I took the Holistic Financial Management class in the summer of 2016. My mom also took the course and we worked on it together, with input from both families. The course literally changed the whole direction of both of our farms. We learned how to make more effective decisions and how to project income, expenses, and profit for each farm operation. We loved how we weren’t just considering the numbers, but also the long-term holistic goal – that felt much more comfortable for us. I work for our local Conservation District, and we’ve been considering bringing Holistic Management trainings to our area. I can now wholeheartedly encourage other producers here to participate, in light of the learning I’ve appreciated so much. Thank you so much for offering such valuable information!”

— Terri Williams
2015 Audited Financials

Summarized Statement of Activities

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Educational Programs</td>
<td>86,672</td>
<td>112,100</td>
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<tr>
<td>Grants</td>
<td>232,717</td>
<td>214,276</td>
</tr>
<tr>
<td>Publications</td>
<td>31,504</td>
<td>42,405</td>
</tr>
<tr>
<td>Mineral interests</td>
<td>707,535</td>
<td>1,134,466</td>
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<tr>
<td>Contributions</td>
<td>116,268</td>
<td>139,034</td>
</tr>
<tr>
<td>Investment income</td>
<td>35,661</td>
<td>112,675</td>
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<tr>
<td>Partnership and trust income</td>
<td>134,216</td>
<td>163,357</td>
</tr>
<tr>
<td>Miscellaneous income</td>
<td>2,630</td>
<td>3,266</td>
</tr>
<tr>
<td>Net realized gains on sales of investments</td>
<td>23,218</td>
<td>-8,214</td>
</tr>
<tr>
<td>Unrealized loss on investments</td>
<td>-6,638</td>
<td>-7,214</td>
</tr>
<tr>
<td>Total revenues</td>
<td>1,363,783</td>
<td>1,906,151</td>
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</tbody>
</table>

Expenses

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<tr>
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<th>2015</th>
<th>2014</th>
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</thead>
<tbody>
<tr>
<td>Educational programs</td>
<td>850,520</td>
<td>657,459</td>
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<tr>
<td>Publications</td>
<td>55,660</td>
<td>52,378</td>
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<tr>
<td>Outreach</td>
<td>150,398</td>
<td>72,125</td>
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<tr>
<td>Mineral interests</td>
<td>246,978</td>
<td>275,221</td>
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<tr>
<td>Fundraising</td>
<td>105,850</td>
<td>51,587</td>
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<tr>
<td>Administration</td>
<td>256,371</td>
<td>309,050</td>
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<tr>
<td>Total expenses</td>
<td>1,665,777</td>
<td>1,417,820</td>
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Change in Net Assets

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<thead>
<tr>
<th></th>
<th>2015</th>
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<tbody>
<tr>
<td></td>
<td>-301,994</td>
<td>488,331</td>
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Summarized Statement of Financial Position

Assets

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<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>701,555</td>
<td>750,362</td>
</tr>
<tr>
<td>Investments</td>
<td>1,919,739</td>
<td>1,925,398</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>121,548</td>
<td>220,296</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>21,396</td>
<td>17,860</td>
</tr>
<tr>
<td>Unconditional promises to give</td>
<td>775</td>
<td>7,250</td>
</tr>
<tr>
<td>Inventory</td>
<td>11,542</td>
<td>14,674</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>25,079</td>
<td>36,968</td>
</tr>
<tr>
<td>Unconditional promises to give - long term</td>
<td>1,000</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>534,287</td>
<td>502,291</td>
</tr>
<tr>
<td>Mineral interest, net</td>
<td>1,112,342</td>
<td>1,213,453</td>
</tr>
<tr>
<td>Total Assets</td>
<td>4,452,263</td>
<td>4,693,552</td>
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</tbody>
</table>

Liabilities

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
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<tbody>
<tr>
<td>Liabilities</td>
<td>53,092</td>
<td>48,347</td>
</tr>
<tr>
<td>Accounts payable</td>
<td>22,317</td>
<td>19,050</td>
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<tr>
<td>Accrued liabilities</td>
<td>64,658</td>
<td>11,965</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>140,067</td>
<td>79,362</td>
</tr>
<tr>
<td>Total Liabilities</td>
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<td></td>
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</tbody>
</table>

Net Assets

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<tr>
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<tbody>
<tr>
<td>Unrestricted</td>
<td>2,449,926</td>
<td>2,464,574</td>
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<tr>
<td>Temporarily restricted</td>
<td>1,812,270</td>
<td>2,149,616</td>
</tr>
<tr>
<td>Total Net Assets</td>
<td>4,312,196</td>
<td>4,614,190</td>
</tr>
</tbody>
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Total Liabilities and Net Assets

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2014</th>
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<td></td>
<td>4,452,263</td>
<td>4,693,552</td>
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Funders

A heartfelt THANK YOU to the organizations whose generous contributions have helped to make our work possible.

Stewards ($50,000+)
The Christiano Family Fund
USDA/NIFA BFRDP

Guardians ($10,000+)
The Cynthia & George Mitchell Foundation
Thornburg Foundation
Threshold Foundation
Western SARE – Utah State University

Protectors (5,000+)
Genevieve Duncan

Keepers (2,500+)
Clif Bar Family Foundation

Patrons (1,000+)
11th Hour Project
Armando J. Flocchini III
Ben & Denise Bartlett
Clint & Betty Josey
Dan Nuckols
Don & Randee Halladay
Emry Birdwell & Deborah Clark
Gail Hammack & Doug McDaniel
Joan Bybee
Joy Law
Laura Gill

Sustainers ($500+)
Alice Ball-Strunk
Belva Locker
Byron & Wayne Eatinger
G Rodes
Gail Kursel
Hugh B. Garnett Jr.
Jim & Sara Shelton
Kelly Sidoryk
Kent Reid
Linda K James
Linda Museus
Mary N. Adams
Noah Small
Pono & Angela Von Holt
Ryan Jarvis
Sebastian & Kelly Studler
Walt & Dianne Davis
William S. & Tracy Little

Supporters (250+)
Ann Adams

Friends (<$250)
Adrian Callender
Adrian Favis
Alejandro Tizatli Juarez
Alfred (Chip) Chenoweth
Alisa Gravitz & Joe Garman
Andrey Sobkalov
Anita Ramos & Reid Folsom
Art & Leslie McElroy
Barbara & William Scaife
Ben Berlinger
Bruce & Lisa Rickard
Bryan Wehri
Candace Burns
Carl D Warrick
Carrie Stearns
Carriozo SWCD
Charles & Peggy Schmidt
Charles Garrett
Claire Anderson
Clifford Hawbaker
Clint Walker
Cynthia Villa
Dana Lydon
Dave Maxwell
Dave Waters
Dee Ann Henneke
Denise Bostdorff & Daniel O’Rourke
Derek & Roberta Meader
Derek Blomfield
Don (Roc) & Judy Rutledge
Don Faulkner
Douglas Dockter
Edwin Waters
Elizabeth West
Elizabeth Wheeler
Gary Gilbert
Gary Henneke
Genevieve Cran
George Whitten
George Work
Glynn Schanen
Greg Glenn
Guy Glosson
Ike Mallula
Jack & Teresa Southworth
James & Geraldine Matthews
James F. Dudley
James Friedrich
James H Johnson
James McCollum
Janet Deane

Jared Dressman
Jeff & Denise Hunewill
Jennifer Munster
Jennifer Peotter
Jeremy & Jodi Peake
Jerry Kilt
Jim & Barbara Long
Jim & Gerry Rackley
Joan Kelleher
João Sangahan
John & Julie Ott
John & Pamela Trent
John G. Hackley
John Wernette
JW-Carlton Family Ltd
Katherine Dickson
Kelli & Bill Parker
Ken Gallard
Ken Riddle
Kent Burnett
Kevin Fulton
Kim Pophal
Larry Magee
Lee & Jill Dueringer
Linda Davis
Linus Meyer
Louis Hagener
Lowry McAllen
Lucy Trujillo
Margaret Hillenbrand
Margarette Chavez
Margy Rogers
Mark & Wendy Pratt
Marnie Hoy
Mary Baldridge
Mary Ellen Gonzales
Mary Emeny
Michael Gooden
Michael Sweeney
Milton Suthers
Nicolle Schmid
Nikolaus Gruswitz
Pete Ferrell
Peter Wizinowich
Pepa Zinniker
Philip Bancroft
Philip Close
Priscilla Marden
Rich & Anne Morris
Richard Teague
Rick Cameron
Rita Talbot
Robert Campbell
Robert Duffy
Robert Parker
Robin Acton
Robina Satchwell
Sally Gamauf
Sally Wellborn &
William Gallagher
Samantha Lapin
Sandra Langlier
Sarel J L Marais
Spencer Martin
Stacey Sullivan

How 2015 Funds Were Spent

Educational Programs
Publications
Outreach
Mineral Interests
Fundraising
Administration
Stacy Maurer
Stephanie Cloutier
Stephanie Von Ancken
Steve Dorrance
Sue and Don Gilbert
Thomas McAllister
Tom & Irene Franzen
Valerie Grubbs
Vivianne Holmes
W.L. Holmes
Walter Lynn
William Jenkins
William Jonsson

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

11th Hour Project
All We Need Farm
Animal Welfare Approved
Area Farm & Food Link
Australian Government Extension
Avila Valley Barn
Barking Cat Farms
Bat Conservation International
Berkshire Grown
Canadian Forage & Grassland Association
Carne 47
Carrizozo Soil & Water Conservation District
CD & Bobby Pounds
Center for Environmental Research
Central New York RC & D
Claunch-Pinto Soil & Water Conservation District
Community Involved in Sustaining Agriculture (MA)
Connecticut Dept. of Agriculture
Connecticut Natural Resource Conservation Service
Cornell University
Corpus Christi Downtown Farmers Market
Craig & Claire Kapernick
Dallas Farmers Market
Dancing Bee Winery
Dave James
Day Springs Farm
Debbie & Don Davis
Debbie Smith
Dixon Water Foundation
Ducks Unlimited Canada
Dunblane Farm
Eastern Connecticut RC & D
Edible Austin
Erik & Doniga Markegard
Faith Hollow Ranch
Farm & Ranch Freedom Alliance
Farm Aid
Farm Grange School
Fig Trees Organic Farms
Fort Bend County Extension
Glen Orton Farm
Glenrock Farm
Good Roots Garden
Greencover Seed
Greg & Rachel Hart
Hill Country Alliance
Jackson Soil & Water
Jake Smith
James Ranch
John Stigge
Jonathan Cobb
Judi Earl
Kane Veterinary Supplies
Kerr Wildlife Management Area
Kim Martin
King’s Mark RC & D
La Cosecha CSA
La Montanta Co-op
La Plata Open Space Conservancy
Land for Good
Laurie Bostic
Lives
Lucends Farm
Maine Agricultural Mediation Society
Maine Farm Service Agency
Maine NOFA
Maine NRCS,
Maine Organic Farming & Gardening Assoc.
Mangarara Station
Markegard Farm
Massachusetts Department of Agriculture
Massachusetts Northeast Organic Farming Association (NOFA)
Nancy Ranney
National Grazing Lands Coalition
Native Prairies Assoc. of Texas
Natural Grocers
NCAT
New Connecticut Farmer Alliance
New England Small Farm Institute
New Hampshire Dept. of Agriculture
New Hampshire Farm Bureau
New Hampshire NOFA
New Hampshire NRCS
New Hampshire Soil & Water Conservation Districts
New Mexico Association of Conservation Districts
New Mexico Game & Fish
New Mexico NRCS
New York NRCS
NMSU
NMSU Extension
North American Hair Sheep Assoc.
North Country RC & D
NRCS Texas
Pacific Organics
Paddy & Liz Reynolds
Panorama Meats
Peach Trees
Peninsula Open Space Trust
Pines & Prairies Land Trust
Pillo Ranch
Rancho El Represo Del Verde
Ranney Ranch
Raven Lukehart
Richards Family Farm
River Systems Institute
Rocky Mountain Farmers Union
Ross Farm
Rural Texas Innovators
Ruzicka Sunrise Farm
Saddle Butte Ag
San Mateo County Resource Conservation District
Sand Creek Farm & Dairy
Seco Valley Ranch
SG & R Farms
Small & Beginner Farmers of New Hampshire
Southeast Massachusetts Agricultural Partnership
Southern New Hampshire RC & D
Southwest Grassfed Livestock Alliance
Stacey Roussel
Stigge Farm
Sunnybrae Farm
Sustainable Food Center
Sustainable Growth, TX
Tamara Ranch
Texas & Southwestern Cattle Growers Assoc.
Texas A&M AgriLife
Texas Ag Land Trust
Texas AgriLife Research
Texas Dept. of Agriculture
Texas NRCS
Texas Organic Farmers & Gardeners Association (TOFGA)
Texas Parks & Wildlife
Texas Riparian Association
Texas-Mexico Border Coalition
The Christiano Family Fund
The Cynthia & George Mitchell Foundation
The Dixon Water Foundation
The Intervale Center
The Thorburn Foundation
TomKat Ranch
TomKat Ranch Education Foundation
Tracy & Bill Little
Triple Cross Farm
TRM International
TX NRCS
University of Connecticut Extension
University of Maine Coop Extension
University of Massachusetts
University of NH Extension
University of Texas-Pan Am
University of Vermont
USDA/Western SARE
Valley Food Partnership
Vermont NOFA
Walker Honey Farm
Weston A. Price Foundation
Wimberley Valley Watershed Assoc.
Women’s Agricultural Network – Maine
Women’s Agricultural Network – Vermont
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Women’s Agricultural Network – New Hampshire
Women’s Agricultural Network – Main...
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.

“We loved taking the “Getting Started to Holistic Management Course”. It has given us tools and refined tools that we already had to make our place more ecology friendly and to help us understand our management system better.”

— Tim and Karen Stevenson, Buffalo, SD

Current Board of Directors
Dan Nuckols, Director & Chair – Sherman, TX
Walter Lynn, Director & Vice-Chair – Springfield, IL
Kelly Sidoryk, Director – Alberta, Canada
Ben Bartlett, Director – Traunik, MI
Kevin Boyer, Director – San Rafael, CA
Laura Gill, Director – San Antonio, TX
Guy Glosson, Director – Snyder, TX
Wayne Knight, Director – Mokopane, South Africa
Jim Shelton, Director – Vinita, OK
Gerardo Bezanilla, Director – Chihuahua, Mexico
Kirrily Blomfield, Director – Quirindi, NSW, Australia
Sarah Williford, Director – Walton, NY

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Mary Girsch-Bock – Development Manager
Valerie Grubbs – Accounting Manager
Kathy Harris – Program Director
Jennifer Klass – Director of Development
Carrie Stearns – Communications & Outreach Manager
Stephanie Von Ancken – Office & Programs Assistant

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