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 30th 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**

**Revenues**
- Educational Programs: 135,987 (2016: 159,834)
- Publications: 26,478 (2016: 25,825)
- Mineral interests: 351,934 (2016: 370,529)
- Contributions: 211,445 (2016: 189,863)
- Investment income (net): 7,653 (2016: 4,332)
- Partnership and trust income: 85,464 (2016: 87,147)
- Miscellaneous income: 1,070 (2016: 1,743)
- Unrealized gain (loss) on closely held stock: 55,760 (2016: 0)
- Net realized gains on sales of investments: 71,826 (2016: -8,909)
- Unrealized gain on investments: 10,596 (2016: 65,915)

**Total Revenues**: 1,121,992 (2016 (Restated): 1,098,519)

**Expenses**
- Outreach: 77,576 (2016: 239,423)
- Fundraising: 55,798 (2016: 203,916)
- Administration: 147,886 (2016: 71,800)

**Total Expenses**: 1,141,666 (2016 (Restated): 1,330,488)

**Change in net assets**: -19,674 (2016: -231,969)

**Summarized Statement of Financial Position**

**Assets**
- Cash and cash equivalents: 572,652 (2016: 453,090)
- Investments: 1,658,749 (2016: 1,734,134)
- Accounts receivable: 111,739 (2016: 152,284)
- Prepaid expenses: 5,478 (2016: 7,179)
- Unconditional promises to give - long term: 0 (2016: 0)
- Inventory: 13,980 (2016: 13,628)
- Property and equipment, net: 533,940 (2016: 539,271)
- Unconditional promises to give: 0 (2016: 0)
- Other: $3,000 (2016: 3,000)
- Stock in closely held companies: 591,683 (2016: 535,923)

**Total Asset**: 4,401,339 (2016: 4,449,739)

**Liabilities**
- Accounts payable: 29,198 (2016: 17,999)
- Compensated Absences Payable: 42,338 (2016: 50,978)
- Current portion of long term debt: 27,248 (2016: 23,376)
- Deferred revenue: 4,868 (2016: 9,826)

**Total Liabilities**: 340,786 (2016: 369,512)

**Net Assets**
- Unrestricted: 3,704,780 (2016: 3,663,412)

**Total net assets**: 4,060,553 (2016: 4,080,227)

**Total liabilities and net assets**: 4,401,339 (2016: 4,449,739)
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
Thornton Foundation

**Guardians ($10,000+)**
Bill and Marian Cook Foundation
Hudson Valley Farm Hub
Martha Records & Rich Rainaldi
Patagonia
Regenerative Agriculture Foundation

**Protectors ($5,000+)**
Cindy Dvergsten
Farm Aid Inc
Leaves of Grass Fund
Lorin McDowell
Richard King
Tecovas Foundation
TomKat Ranch

**Keepers ($2,500+)**
C.D. Pounds
Clif Bar Family Foundation
Grasslans Charitable Foundation
Joy Law
Paicines Ranch
Tracy Litle

**Patrons ($1,000+)**
Amy & Joseph Morel
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Ben & Denise Bartlett

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Emry Birdwell & Deborah Clark
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Genevieve Duncan
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Rocky Mountain Farmers Union
Ryan Jarvis
Sallie Calhoun
Susie Hagemeister
The Community Foundation
Walt Davis

**Supporters ($250+)**
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Jack & Teresa Southworth
James F. Dudley
Jaye Henneke
Jennifer Klass
Joan Kelleher
Kenneth Riddle
Lauri Celeva
Lisa Bellows
Louis Hagener
Lowell & Mary Forman
Mancos Grange Hall
Marsten & Carolyn White
Master Gardeners Group
Michael Storm
Michael Sweeney
Nancy Ranney & David Levi
NRCS Mountainair
Peter & Helen Schulze
Richard Teague
Rick & Kathy Kaesebier
Sarah Williford

Tague Hurley
Todd Staats
Vivianne Holmes

**Friends (<$250)**
Aaron Hand
Alisa Gravitz & Joe Garman
Ana Lopes
Angela Boudro
Arapahoe County Fairgrounds
Barbara & William Scaife
Beatrice Ludwig
Ben Coleman
Berentika Byszewski
Berni Ortensi
Betsy Ross
Briana Megaw
Brian Russ
Brian Wehburg
Carl D Warrick
Carrie Steams
Catherine & Steven Koenig
Celeia Bell
Charles & Peggy Schmidt
Charles (Butch) Tindell
Christoffel Den Biggelaar
Cornelis Tromp
Craig Leggett
Cynthia Villa
Dan Towery
Dave Dorrance
Dave Maxwell
Delane J. Alctity
Denise Bostdorff & Daniel O'Rourke
Dennis & Ruth Demmel
Dennis Pufpaf
Derek & Kirlly Blomfield
Dmitry Popov
Don (Roc) & Judy Rutledge
Don Faulkner
Donald E & Lana Whitten
Douglas Dockter
Drausin Wulsin
Duane Hilborn
Edgar Henson
Edward 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

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“"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
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
- 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

“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
2017 IMPACT

4462 farmers and ranchers trained

18 different countries

137 scholarships + 8 free learning downloads + 2 currículos en español

45 million acres influenced ytd

Organic Matter

$1 increase

$36 tons per acre pulled from atmosphere

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.