Dear HMI Community,

2019 was a year of hard work that helped us build resilience for our organization. In an effort to put as much money towards programs as possible, we decided to sell our building and was able to accomplish that at the end of 2019, having all systems in place for a small rented office and all staff working remotely. Little did we know how much that resilience would be needed in 2020 with COVID19 and the economic challenges intensified by the virus.

HMI’s board and staff continued on our focus on how to maximize program impact for dollar spent. With that focus we were able to increase our net assets without restriction to $459,888, increasing our financial reserves by 33%. We also increased our gross program margin by 70%, and we decreased expenses by 23% with only 26% of our expenses allocated to administration.

Despite the focus on reducing overhead in 2019, HMI was still able to collaborate with over 90 organizations around the globe to deliver 61 days of programming. We also had 141 farmers and ranchers enroll in HMI’s Getting Started Courses and other online training. HMI was also able to increase the total amount of scholarships to over $27,000 to beginning and transitioning farmers and ranchers needing financial assistance. Overall HMI’s programming and global network of over 65 Certified Educators trained and presented on Holistic Management to 5,957 people, while also positively impacting over 11.9 million acres.

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 over 22,360 Facebook fans and 16,000+ Twitter followers with almost 19,000 people subscribing to our e-letter.

With the outstanding success of last year’s REGENERATE Conference with over 500 people attending, we have already begun planning with the Quivira Coalition and the American Grassfed Association for the 2020 REGENERATE Conference. “Resilience in Times of Uncertainty” will be held online with a month long series of events leading up to the culmination events on November 19–20, 2020. We hope to see you all there as the opportunities to network with people around the world will be unparalleled with this new approach to the conference. There will be plenaries, breakout discussions, networking events, and opportunities to learn about innovative approaches that are helping people thrive in times of chaos.

The work and results achieved by our Board, staff, Advisory Council, Certified Educators, collaborators, and practitioners continues to inspire and humble us. We appreciate all those who are helping us fulfill our mission of creating healthy land and thriving communities through the practice of Holistic Management.

With gratitude,

Ann Adams - Executive Director

Walter Lynn - Board Chair

“This program has changed my perspective from the intense agriculture mindset that I received during university and I will continue to educate myself on Holistic Management to ensure my land and my business become more than just a hobby, but a healthy lifestyle for my family, my animals, and my land.”

—2019 New Agrarian Student
### 2019 Financials

#### Summarized Statement of Activities

<table>
<thead>
<tr>
<th>Description</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Educational Programs</td>
<td>75,324</td>
<td>101,449</td>
</tr>
<tr>
<td>Publications</td>
<td>19,982</td>
<td>28,556</td>
</tr>
<tr>
<td>Partnership &amp; Trust</td>
<td>54,044</td>
<td>108,381</td>
</tr>
<tr>
<td>Mineral Interests, net of 154,260 in production expenses</td>
<td>168,109</td>
<td>425,834</td>
</tr>
<tr>
<td>Investment Income</td>
<td>26,312</td>
<td>28,885</td>
</tr>
<tr>
<td>Unrealized gain(loss) on Investments (Note 3)</td>
<td>313,467</td>
<td>(237,976)</td>
</tr>
<tr>
<td>Unrealized gain(loss) on closely held stock (Note 7)</td>
<td>77,961</td>
<td>43,707</td>
</tr>
<tr>
<td>Realized Loss on Investments (Note 5)</td>
<td>(19,379)</td>
<td>—</td>
</tr>
<tr>
<td>Miscellaneous income</td>
<td>1,075</td>
<td>979</td>
</tr>
<tr>
<td>Grants</td>
<td>286,500</td>
<td>235,250</td>
</tr>
<tr>
<td>Contributions</td>
<td>49,851</td>
<td>52,475</td>
</tr>
<tr>
<td>In-kind (Note 12)</td>
<td>36,610</td>
<td>40,606</td>
</tr>
<tr>
<td>Consulting</td>
<td>36,793</td>
<td>14,639</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td><strong>1,126,649</strong></td>
<td><strong>842,785</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program</td>
<td>464,311</td>
<td>551,119</td>
</tr>
<tr>
<td>General &amp; Administrative</td>
<td>162,131</td>
<td>188,508</td>
</tr>
<tr>
<td>Fundraising (Note 13)</td>
<td>2,800</td>
<td>29,900</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>629,242</strong></td>
<td><strong>769,527</strong></td>
</tr>
</tbody>
</table>

| Change in Net Assets                             | 497,407 | 73,258  |
| Total Revenues                                   | 4,133,811 | 4,060,553 |

| Net Assets at Beginning of Year                  | 4,133,811 | 4,060,553 |

#### Summarized Statement of Financial Position

#### Current Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents (Note 2)</td>
<td>691,970</td>
<td>790,386</td>
</tr>
<tr>
<td>Investments – Mutual Funds (Note 3)</td>
<td>2,533,754</td>
<td>1,660,576</td>
</tr>
<tr>
<td>Program Receivables (Note 4)</td>
<td>21,456</td>
<td>7,311</td>
</tr>
<tr>
<td>Prepaid Expenses (Note 5)</td>
<td>9,216</td>
<td>9,569</td>
</tr>
<tr>
<td>Inventory</td>
<td>6,486</td>
<td>10,556</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>3,262,882</strong></td>
<td><strong>2,478,398</strong></td>
</tr>
</tbody>
</table>

| Property & Equipment                             | 75,738  | 643,218 |
| Less: Accumulated Depreciation (Note 6)          | 75,668  | 131,344 |
| Net Property & Equipment                         | 70      | 511,874 |

<table>
<thead>
<tr>
<th>Other Assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Stock in closely held companies (Note 7)</td>
<td>716,351</td>
<td>638,390</td>
</tr>
<tr>
<td>Mineral interests (Note 8)</td>
<td>2,022,236</td>
<td>2,022,236</td>
</tr>
<tr>
<td>Less: Accumulated Depletion (Note 8)</td>
<td>1,314,341</td>
<td>1,213,230</td>
</tr>
<tr>
<td>Net Mineral Interests</td>
<td>707,952</td>
<td>809,006</td>
</tr>
<tr>
<td><strong>Total Other Assets</strong></td>
<td><strong>1,424,246</strong></td>
<td><strong>1,447,396</strong></td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>4,687,198</strong></td>
<td><strong>4,437,668</strong></td>
</tr>
</tbody>
</table>

#### Current Liabilities

<table>
<thead>
<tr>
<th>Description</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>4,400</td>
<td>8,519</td>
</tr>
<tr>
<td>Accrued Benefits &amp; Tax Liability (Note 9)</td>
<td>29,249</td>
<td>31,237</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>1,755</td>
<td>1,785</td>
</tr>
<tr>
<td>Property Tax Liability</td>
<td>—</td>
<td>25,182</td>
</tr>
<tr>
<td>Due to Merrill Lynch</td>
<td>20,576</td>
<td>—</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td><strong>55,980</strong></td>
<td><strong>94,925</strong></td>
</tr>
</tbody>
</table>

#### Long-Term Liabilities

<table>
<thead>
<tr>
<th>Description</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Note Payable (less current portion) (Note 10)</td>
<td>—</td>
<td>208,932</td>
</tr>
<tr>
<td><strong>Total Long-Term Liabilities</strong></td>
<td><strong>208,932</strong></td>
<td><strong>208,932</strong></td>
</tr>
</tbody>
</table>

#### Net Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Without Donor Restrictions (Note 11)</td>
<td>4,512,599</td>
<td>4,052,711</td>
</tr>
<tr>
<td>With Donor Restrictions (Note 11)</td>
<td>118,619</td>
<td>81,100</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>4,631,218</strong></td>
<td><strong>4,133,811</strong></td>
</tr>
</tbody>
</table>

| Total Liabilities and Net Assets                  | 4,687,198 | 4,437,668 |
2019 GRANTS, SPONSORSHIPS, & DONATIONS

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

Stewards ($50,000+)
The Community Foundation of San Benito County
Thornburg Foundation
Guards ($10,000+)
Anonymous
Dixon Water Foundation
Johnston Foundation (Martha Records & Rich Rainaldi)
Regenerative Ag Foundation
Tecovas Foundation
Tides Foundation
Protectors ($5,000+)
Farm Aid Inc
Grasslans Charitable Foundation
Joy Law
Leigh & Charlie Merinoff
Lydia B. Stokes Foundation
TomKat Ranch Educational Foundation
Patrons ($1,000+)
Amy & Joseph Morel
Ballantine Family Fund
Ben & Denise Bartlett
Birdwell & Clark Ranch
Catherine Semrod
Charlotte Ekland
Christine Martin
Christine Su
Clint & Betty Josey
Deaf Smith County Texas Agrlife Extension
Joan Bybee
Kirk Gadzia
Mary Etta Johnston
Montesino Ranch
Ron Chapman
Sunfire Ranch
Susie Hagemeister
The Nature Conservancy
Tuomas Mattila
Wally Olson
Sustainers ($500+)
Ann Adams
Betsy & Reeves Brown
Cindy Dvergsten
Clove Valley CSA
Community Foundation for a greater Richmond
Drausin Wulsin
George Rodes
Hudson Valley Farm Hub
Jim & Carol Parker
Jim Shelton
Mary N. Adams
Microsoft Office
Molly (Mary) Baldridge
Pete Pulls
Rob Rutherford
Roland Kroos
Sapbush Hollow Farm
Walt Davis
Wayne Knight
Supporters ($250+)
Albert Lowry
Bert Rivera
Byron & Wayne Eatinger
Charles & Jennifer Sands
Dave Waters
David Moose
Dennis & Ruth Demmel
Don & Randee Halladay
Doug & Clare Barnett
Ellen Heath
Frank Hayes
Jack & Teresa Southworth
Jack & Zara Varian
Kathy Harris
Kelly Sidoryk
Kelly Jack
Ken Klemm
Kevin Boyer
Peter Schulze
Richard Teague
Tena Farr
Tena Farr
Tena Farr
Tena Farr
Tena Farr
Tena Farr
Friends (<$250)
Anne Ravenstone
Art & Leslie McElroy
Art & Sally Roane
Arthur Young
Barbara & William Scaife
Bean Hollow Farm
Benjamin & Nancy Coleman
Bre Owens
Brianna McKinney
Carl Warrick
Catharine Tyler
CD Pounds
Chip & Ann Fischer
Christine Henthorn
Cliff Schuette
Dave & Karen Baker
Dave Dorrance
David Trombold
Denise Bostdorff & Daniel O'Rourke
Dennis Pufpaf
Derek & Kimly Blomfield
Diana Kay Speer
Doak Elledge
Don Faulkner
Doug Dockter
Edvard Nordenskjold
Edwin Waters
Elizabeth Wheeler
Emery Mitchamore
Emil & Maryann Ciascano
Gabriel Jenkins
Gail Kursel
Gary Lee LeGare
Genevieve Duncan
George & Elaine Work
Gerry Rackley
Guy Glosson
Henri Allio
Jackie Thompson
Jacqueline McLain
James & Ann McCollum
James & Ann McMullan
James & Geraldine Matthews
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Jayne Hennke
Jessie Westcamp
Jim Cecil
Jim Peterson
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Joe Morris
Joe Williams
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Mark & Wendy Pratt
Mary Ellen Gonzales
Meiriwether Hardie
Michael Flanigan
Michael Sands & Betsy Dietel
Mike Turner
Myron Dyrda
Network for Good
Oris Salazar
Ozark Hills Insurance, Inc.

2019 Funding Expenditures
A special thanks to the following organizations and individuals who have graciously supported our programs.

100th Meridian Ranching
4 Daughters Cattle Company
Agricultura Network
AIRE
Allen Williams
All Things Natural
American Grassfed Association
Amigos Bravos
Arapaho County Fairgrounds
Ariel Greenwood
Arriola Sunshine Farm
Audubon NM
Avery Anderson-Sponholtz
Badger Creek Ranch
Ballentine Family Foundation
Brad Schmidt
Bernalillo County Extension
NMSU
Bernalillo County Open Space
Birdwell & Clark Ranch
Blue Ranch
Boudro Enterprises
Cachuma Ranch
Cactus Feeders
Capital Farm Credit
Casey Wade
Christine Martin
Cid’s Coop
Colin Nott
Colorado State Land Board
CrossRoads Ranch Consulting
CTNOFA
Dixon Water Foundation
Dry Creek Livestock
El Sueño Ranch
Elevated Coffee
Enchanted Circle Taos
Farmhouse Cafe
Fozzie’s Farm
Full Heart Farm
Gerardo Bezanilla
Geoffrey & Stacie Morris
Greg Judy
Grow the Growers Program
Hand for the Land
Health & Natural Resources
Holistic Effect
Jack Seed and Supply
Kevin Boyer
KW Cattle Co.
Lisa Bellows
Dave & Lauri Celella
Log Cabin Livestock Farm
LOR Foundation
Mark Courtner
Merrill Lynch
Mesa View Ranch
Moore County Agri-Life Extension Service
Moore County Community Center
Moore County USDA-NRCS
National Young Farmers Coalition
Natural Resources Conservation Service/Grazing Lands Coalition Initiative
New Mexico State University Extension
North Central Texas College
Not Forgotten Outreach
NRCS Extension Service
Ozark Hills Insurance
Pete Pulis
Punchy Cattle Company
Ranching for Profit
Resource Management Services
Robby Tuggle
Rocky Mountain Farmers Union
RSF
Round River Resource Management
San Juan Ranch
Sarah Williford
Socorro Rodeo and Sports Complex
Solar Addicts
Southwest Grassfed Livestock Alliance
Stockman Grassfarmer
Sustainable Growth Texas
Taos Land Trust
Tecovas Foundation
Texas A&M Agrilife Extension
Texas Parks & Wildlife
The Nature Conservancy
The Quivira Coalition
The Regen Ranch
Thornburg Foundation
Tom & Melissa Bookhout
Trainor Cattle
Twin Mountain Fence
UCONN College of Agriculture
United Fiberglass Inc.
West Texas A&M
Western Landowners Alliance
Whole New Concepts
Wiggle Room
Wild Leaven Bakery
William Burnidge
Will Harris
**REGENERATE 2019 CONFERENCE**  
**SPONSORS AND DONORS**

| Community ($15,000+) | La Montañita Co-op Food Market  
|----------------------|-----------------------------  
| The HERD            | Pasturebird                  
| #NoRegrets Initiative and Paicines Ranch  
| Regenerative Agriculture Foundation  
| Thornburg Foundation  
| Water ($10,000+) | Grasslans Charitable Foundation  
| TomKat Ranch        
| Animal ($5,000+) | 11th Hour Project  
| Audubon Conservation Ranching Program  
| Greenacres Foundation  
| Intertribal Agricultural Council  
| Ranney Ranch        
| Plant ($2,500+) | Anonymous  
| CS Foundation       |  
| Old Town Farm       |  
| Lydia B. Stokes Foundation  
| MaiaGrazing         |  
| Taos Ski Valley Foundation, an affiliate of the Moore Charitable Foundation, founded by Louis Bacon  
| Seed ($1,250+) | Robert and Mary Estrin, Lone Mountain Ranch  
| Fort Union Ranch  
| Heart and Horn Ecological Services  
| Soil ($500+) | Animas Foundation  
| Biological Capital  
| Farm Credit of New Mexico  
| Grassburger        |  
| Ferrell Ranch      |  
| Merrill Lynch–Bank of America Corporation  
| Preservation Ranch, LLC  
| Silicon Ranch Corporation  
| Vermejo Park Ranch  
| Mycelium ($1+) | Mary Behrens  
| Deborah Clark  
| Susan Cousineau   |  
| Nancy Deren       |  
| Guy Glosson      |  
| Paul Neubauer     |  
| Beckie Phillips   |  
| Virginie Pointeau |  
| Terrasophia LLC   |  
| Food Donors | Clif Bar  
| Fano Bread        |  
| Gunthorp Farms    |  
| La Quercia Meats  |  
| New Mexico Tea Company  
| Pasturebird       |  
| Polk's Folly Farm |  
| Thousand Hills Lifetime Grazed  
| White Oak Pastures |  
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| White Oak Pastures |

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Walter Lynn, Chair – Illinois
Wayne Knight, Vice Chair – Limpopo, South Africa
Avery Anderson-Sponholtz, Secretary – New Mexico
Gerardo Bezanilla – Chihuahua, Mexico
Kirrily Blomfield – NSW, Australia
Kevin Boyer – California
Johnathan Cobb – Texas
Guy Glosson – Texas
Daniel Nuckols – Texas
Robert Potts – Texas
Jim Shelton – Oklahoma
Kelly Sidoryk – Alberta, Canada
Sarah Williford – New York

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Kathy Harris – Program Director
Carrie Stearns – Director of Communications & Outreach
Stephanie Von Ancken – Program Manager
Oris Salazar – Program Assistant

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Sallie Calhoun – California
Ron Chapman – Georgia
Deborah Clark – Texas
Alisa Gravitz – Washington, D.C.
Will Harris – Georgia
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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.

Join the conversation:  Facebook  Twitter  LinkedIn