Dear HMI Community,

2020 will be remembered as the COVID year. It was a challenging year for many, including HMI, but it will also be remembered as a year of pivoting, realizing new opportunities, and adapting. The practice of Holistic Management has helped us make the most of the challenges.

To be successful in our regenerative practices, we have learned that it is critical to also focus attention on the human aspects of management. The way each person approaches the challenges that face us personally, and the earth’s environment, will determine humanity’s future. Humanity’s success or failure will come down to the quality of decisions we make individually and collectively. HMI can impact many more peoples’ abilities to make better decisions.

That is why during 2020, our Board of Directors revised HMI’s mission to define our focus as: “To envision and realize healthy, resilient lands and thriving communities by serving people in the practice of Holistic Decision Making & Management.”

To achieve our mission, a key priority will be to make Holistic Management easier for more people to learn and practice. We will accomplish this by broadening our reach through online training, while supporting depth of practice through programs such as Workshops, Field days, One-on-One producer training, and through our Regenerative Agriculture Mentor Program (RAMP).

Our Certified Educator community is a cornerstone of HMI’s success. These dedicated and passionate individuals extend HMI’s reach. They also continue to influence our curriculum content and training methodology. Together with our Certified Educator community HMI’s 2020 reach and impact included training 10,418 people as well as influencing 7,414,467 acres in a challenging year.

Thank you to all our supporters, our staff, Certified Educators, board, funders, advisory council, and collaborators for sustaining this remarkable organization, HMI.

A special word of thanks to Ann Adams who has led HMI as Executive Director through thick and thin since 2013. Ann is incredibly capable, and her courage, energy and passion have shaped this wonderful organization. We are so grateful that Ann will continue to work with us at HMI as Director of Education as we navigate the future.

We look forward to working with our entire community as we refine our materials, inspire and support our network and achieve the healthy land, produce the healthy food and foster the healthy lives we all want and need.

With gratitude,

Wayne Knight
Interim Executive Director

Walter Lynn
Board Chair
HMI 2020

6 RAMP mentor groups with
84 individuals & 45 businesses

116 days of training

375 online conference attendees
10,418 people trained

$17,250 in scholarships awarded

106 collaborations
7,414,467 acres influenced

www.holisticmanagement.org
# 2020 Financials

## Summarized Statement of Activities

<table>
<thead>
<tr>
<th>Description</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUES:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Educational Programs</td>
<td>63,250</td>
<td>75,324</td>
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<tr>
<td>Publications</td>
<td>13,015</td>
<td>19,982</td>
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<tr>
<td>Partnership &amp; Trust</td>
<td>33,272</td>
<td>54,044</td>
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<tr>
<td>Mineral Interests</td>
<td>58,466</td>
<td>168,109</td>
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<tr>
<td>Investment Income</td>
<td>22,952</td>
<td>26,312</td>
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<tr>
<td>Unrealized gain (loss) on Investments</td>
<td>228,657</td>
<td>313,467</td>
</tr>
<tr>
<td>Realized Gain (loss) on Investments</td>
<td>66,082</td>
<td>(19,379)</td>
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<tr>
<td>Unrealized gain (loss) on closely held stock</td>
<td>40,564</td>
<td>77,961</td>
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<tr>
<td>Miscellaneous Income</td>
<td>42,850</td>
<td>1,075</td>
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<tr>
<td>Grants</td>
<td>359,000</td>
<td>286,500</td>
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<tr>
<td>Contributions</td>
<td>50,266</td>
<td>49,851</td>
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<tr>
<td>In-kind</td>
<td>34,366</td>
<td>36,610</td>
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<tr>
<td>Consulting</td>
<td>6,650</td>
<td>36,793</td>
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<tr>
<td><strong>Total Revenues</strong></td>
<td>$1,019,390</td>
<td>$1,126,649</td>
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<tr>
<td><strong>EXPENSES:</strong></td>
<td></td>
<td></td>
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<tr>
<td>Program</td>
<td>464,574</td>
<td>464,311</td>
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<tr>
<td>General &amp; Administrative</td>
<td>210,894</td>
<td>162,131</td>
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<tr>
<td>Fundraising</td>
<td>12,649</td>
<td>2,800</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>$688,117</td>
<td>$629,242</td>
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<tr>
<td><strong>Change in Net Assets</strong></td>
<td>331,273</td>
<td>497,407</td>
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<tr>
<td><strong>Net Assets at Beginning of Year</strong></td>
<td>4,631,218</td>
<td>4,133,811</td>
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<tr>
<td><strong>Net Assets at End of Year</strong></td>
<td>$4,962,491</td>
<td>$4,631,218</td>
</tr>
</tbody>
</table>

## Summarized Statement of Financial Position

**CURRENT ASSETS:**

- Prepaid Expenses: 6,916 (2020), 9,216 (2019)
- Inventory: 4,782 (2020), 6,486 (2019)

- **Net Property & Equipment**: $0 (2020), $70 (2019)

**Other Assets**

- **Total Other Assets**: $1,363,698 (2020), $4,687,198 (2019)

**Total Assets**: $5,030,313 (2020), $4,687,198 (2019)

**CURRENT LIABILITIES:**

- Deferred Revenue: 1,584 (2020), 1,755 (2019)
- Due to Merrill Lynch: 0 (2020), 20,576 (2019)

**Net Assets**


**Total Liabilities and Net Assets**: $5,030,313 (2020), $4,687,198 (2019)
## 2020 Grants, Sponsorships, & Donations

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

<table>
<thead>
<tr>
<th>Stewards ($50,000+)</th>
<th>Guardians ($10,000+)</th>
<th>Protectors ($5,000+)</th>
<th>Patrons ($1,000+)</th>
<th>Sustainers ($250+)</th>
<th>Friends (&lt;$250)</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Community Foundation of San Benito County</td>
<td>Anonymous</td>
<td>Joy Law</td>
<td>Amy &amp; Joseph Morel</td>
<td>Ann Adams</td>
<td>Anna Agger</td>
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<td>Thornburg Foundation</td>
<td>Regenerative Ag Foundation</td>
<td>Lydia B. Stokes Foundation</td>
<td>Ben Bartlett</td>
<td>Alice Strunk</td>
<td>Ariel Greenwood</td>
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<td>Wallace Research Foundation</td>
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<td>Betsy Brown</td>
<td>Allison Florance</td>
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</table>

### 2020 Funding Expenditures

- **Program**: 68%
- **General & Administrative**: 31%
- **Fundraising**: 2%

- **Catherine Fitts**
- **Charles Mitchell**
- **Charles & Peggy Schmidt**
- **Cheryl Newman**
- **Christoffel Den Biggelaar**
- **CS Cattle Co.**
- **Dan Fette**
- **David Brown**
- **Dave & Karen Baker**
- **Dave Dorrance**
- **Dave Maxwell**
- **David Brees**
- **Deanna Nagel**
- **Denise Bostдорff & Daniel O’Rourke**
- **Donald Allan Macleay**
- **Donald Whitten**
- **Doug & Clare Barnett**
- **Douglas Dockter**
- **Duane Sand**
- **Edwin Waters**
- **Eliza Walbridge**
- **Elizabeth Haymaker**
- **Elizabeth Wheeler**
- **Fletcher Farrar**
- **Francesco Boldrini**
- **Geoffrey Flint**
- **Greg & Lauren Edelen**
- **Gus, Gall, & Wyatt Cargile**
- **Guy & Jennifer Munster**
- **Hamilton Brown**
- **James & Ann McCollum**
- **James & Carol Faulstich**
- **James Reinig**
- **Janine Marriott**
- **Jennifer Peotter**
- **Jimmy Garner**
- **Joe and Peggy Maddox**
- **Joel Salatin**
- **John & Verna Dieterich**
- **John Kretzmann**
- **John & Julie Ott**
- **John C & Rosalyn G Phillips**
- **John Wernette**
- **Jonathan & Kaylyn Cobb**
- **Katherine Dickson**
- **Keith & Dorothy Mack**
- **Kelli & Bill Parker**
- **Ken Gallard**
- **Kenneth & Bonita Miller**
- **Kirk Cunningham**
- **Lauren Bradbury**
- **Lesley Brown**
- **Linda MacElwee**
- **Linus Meyer**

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

10th Hour Foundation
About Listening
Agricultura Network
AIRE
Allen Williams
All Things Natural
Allianza Agricultura
Allyson Angelini
American Grassfed Association
Amigos Bravos
Ariel Greenwood
Arriola Sunshine Farm
Audubon NM
Audubon Rockies
Badger Creek Ranch
Bernalillo County Extension
NMSU
Bernalillo County Open Space
Bird Conservancy of the Rockies
Birdwell & Clark Ranch
Boudro Enterprises
Brad Schmidt
Brett Gray Ranch
Casa El Manzano
Casper Farms
Chad Grantham
Chad Peterson
Chispas Farm
Coldharbour Institute
Colin Nott
Colin Seis
Colorado Coalition to Enhance Working Lands
Colorado Conservation Tillage Association
Colorado Department of Agriculture
Colorado Open Lands
Colorado State Land Board
Cropmobster
CrossRoads Ranch Consulting
Cruces Creatives
Darren Doherty
David Phillips
Deborah Clark
Dixon Water Foundation
Don Campbell
Dry Creek Livestock
Durham Ranch
El Sueño Ranch
Elizabeth Marks
Gabe Brown
Gerardo Bezanilla
Globetrotter Foundation
Grandin Livestock Systems
Graze the Prairie
Greenacres Foundation
Green Cover Seed
Greg Judy
Ground Up Consulting
Grow the Growers Program
Guidestone
Hand for the Land
Kinsey Ag Services
Larry Dyer
Lauri and Dave Celega
Lower Ark Conservancy
Mantere Farm
Markegard Family Grass-fed
Merrill Lynch
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 Healthy Soils Working Group
New Mexico Land Conservancy
New Mexico State University Extension
No Regrets Initiative
Not Forgotten Outreach
NRCS
Paicines Ranch
Peggy Sechrist
Pete Pulis
Pete Ferrel
Phil Metzger
Pitchfork Ranch
Preston Sullivan
Ralph Tate
Ranching for Profit
Regen Ag Lab
Resource Management Services
Robby Tuggle
Rocky Mountain Farmers Union
Round River Resource Management
Seth Wilner
Silver Sustainability Strategies
Soil for Water
Solar Addicts
Southwest Grassfed Livestock Alliance
Stockman Grassfarmer
Succession
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
Tomkat Ranch Educational Foundation
Tuomas Mattila
Twin Mountain Fence
Wayne Knight
Western Landowners Alliance
Whole New Concepts
William Burnidge
Will Harris

Educational Programs: 6%
Publications: 1%
Partnership & Trust: 3%
Mineral Interests: 6%
Investment Income: 2%
Unrealized Gain (Loss) on Investments: 22%
Realized Gain (Loss) on Investments: 6%
Unrealized Gain (Loss) on Closely-Held Stock: 4%
Grants: 35%
Contributions: 4%
In-Kind: 3%
Consulting: 1%
**2020 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 - Interim Executive Director
Dr. Ann Adams – Education Director
Kathy Frisch – Program Director
Carrie Stearns – Communications & Outreach Director
Marie Von Ancken – Program Manager
Oris Salazar – Program Assistant

**Advisory Council**
William Burnidge - Colorado
Sallie Calhou - 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

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**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.