Dear HMI Community,
What is Holistic Management to you?

Earlier in the year we had interesting conversations and feedback when we put this question to our Certified Educator community. We had about as many different responses as there were respondents. That is because what we do has relevance in many different realms. Everyone agrees that people, a Holistic Goal, weighing decisions toward that goal for adaptive management, and an effective feedback loop are central to what we accomplish. The outcomes and successes are as varied and diverse as the landscapes, communities, and individuals who use these principles and tools.

IN PRACTICE, HMI’s bimonthly publication eloquently documents the stories and experiences of our community. Each issue showcases what people on the land and in rural communities are able to achieve through the practice and application of holistic thinking and management. It has documented the extraordinary accomplishments of our diverse and innovative community.

Decisions drive change. Management is doing, engaging and taking decisive actions. We need action with informed decisions to function in complex environments. Monitoring, then interpreting and acting on the monitoring data to create balanced and sustained progress to improve ecosystem function, profitability, team performance and satisfaction, and whatever other component of the whole is important to the people involved.

We are also pleased to report that with the help of our Certified Educators HMI educated 6,436 people in 2021. These people influence almost 6.8 million acres of land across the world. These statistics show the influence and reach of our Certified Educator community and underlines the significance of HMI’s Certified Educator program to support more Holistic Management educators.

HMI is working hard to serve a diverse array of producers, from whatever community, environment or aspect of farming they are involved in. We have created different tiers of Holistic Management educators, realizing that various levels of educators and skills level can all contribute to spreading awareness, supporting practice, and mentoring. We provided 88 partial or full scholarships in 2021 worth $25,450. At least 30% of the scholarships went to people from historically underserved communities, and 63% of scholarships were awarded to women.

We continue to work on refining both our learning and post-training support programs to maximize the 75+ days of training we deliver each year with the help of 143 collaborating organizations. HMI’s board has also allocated funds for us to develop and refine both mentor programs and online, self-paced learning programs as part of our efforts to reach more people and be relevant to them with their current challenges.

We are proud of what we have achieved and want to offer a special thanks to HMI’s dedicated and passionate staff. This is a great team doing crucial work.

We look forward to executing our plans in 2023 and building on our 2022 work. These successes and unlocking the potential of HMI can only happen with your support, interest, and participation. We look forward to joining you on your journey, and are grateful for all our students, supporters, donors, and funders.

With gratitude,

Wayne Knight  
Executive Director

Walter Lynn  
Board Chair

Wayne Knight  
Walter Lynn

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Wayne Knight  
Executive Director

Walter Lynn  
Board Chair
2021 Impact Report

In 2021, HMI and our Certified Educators helped the regenerative agriculture community by achieving the following:

- Almost 6.8 Million Acres Impacted
- 88 Scholarships Awarded Totaling $25,450
- 30% of Scholarships Provided to Underserved Communities
- 143 Collaborations
- 76 Days of Training
- 6,436 Land Managers Trained

### 2021 Financials

#### Summarized Statement of Activities

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Educational Programs</td>
<td>$111,519</td>
<td>$63,250</td>
</tr>
<tr>
<td>Publications</td>
<td>13,701</td>
<td>13,015</td>
</tr>
<tr>
<td>Partnership &amp; Trust</td>
<td>194,901</td>
<td>58,466</td>
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<tr>
<td>Mineral interests</td>
<td>69,795</td>
<td>22,952</td>
</tr>
<tr>
<td>Investment Income</td>
<td>125,629</td>
<td>228,657</td>
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<tr>
<td>Unrealized gain(loss) on Investments</td>
<td>136,974</td>
<td>66,082</td>
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<tr>
<td>Realized Gain(loss) on closely held stock</td>
<td>(5,860)</td>
<td>40,564</td>
</tr>
<tr>
<td>Miscellaneous income</td>
<td>68,178</td>
<td>42,850</td>
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<tr>
<td>Grants</td>
<td>361,100</td>
<td>359,000</td>
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<tr>
<td>Contributions</td>
<td>55,307</td>
<td>50,266</td>
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<tr>
<td>In-kind</td>
<td>22,179</td>
<td>34,366</td>
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<tr>
<td>Consulting</td>
<td>6,650</td>
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<tr>
<td><strong>Total Revenues</strong></td>
<td>$1,153,423</td>
<td>$1,019,390</td>
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<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program</td>
<td>492,159</td>
<td>464,574</td>
</tr>
<tr>
<td>General &amp; Administrative</td>
<td>170,689</td>
<td>210,894</td>
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<tr>
<td>Fundraising</td>
<td>46,289</td>
<td>12,649</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>$709,137</td>
<td>$688,117</td>
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<tr>
<td><strong>Change in Net Assets</strong></td>
<td>444,286</td>
<td>331,273</td>
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<tr>
<td><strong>Net Assets at Beginning of Year</strong></td>
<td>4,962,491</td>
<td>4,631,218</td>
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<tr>
<td><strong>Net Assets at End of Year</strong></td>
<td>$5,406,777</td>
<td>$4,962,491</td>
</tr>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>814,915</td>
<td>821,610</td>
</tr>
<tr>
<td>Investments – Mutual Funds</td>
<td>3,353,333</td>
<td>2,777,397</td>
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<tr>
<td>Program Receivables</td>
<td>11,725</td>
<td>55,910</td>
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<td>Prepaid Expenses</td>
<td>5,728</td>
<td>6,916</td>
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<tr>
<td>Inventory</td>
<td>4,782</td>
<td>4,782</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td>$4,190,483</td>
<td>3,666,615</td>
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<tr>
<td><strong>Property &amp; Equipment</strong></td>
<td></td>
<td></td>
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<tr>
<td>Property &amp; Equipment</td>
<td>75,738</td>
<td>75,738</td>
</tr>
<tr>
<td>Less: Accumulated Depreciation</td>
<td>(75,738)</td>
<td>(75,738)</td>
</tr>
<tr>
<td><strong>Net Property &amp; Equipment</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Other Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stock in closely held companies</td>
<td>751,055</td>
<td>756,915</td>
</tr>
<tr>
<td>Mineral interests</td>
<td>2,022,236</td>
<td>606,783</td>
</tr>
<tr>
<td>Less: Accumulated Depletion</td>
<td>(1,516,565)</td>
<td>[1,213,230]</td>
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<tr>
<td>Net Mineral Interests</td>
<td>505,671</td>
<td>606,783</td>
</tr>
<tr>
<td><strong>Total Other Assets</strong></td>
<td>1,256,726</td>
<td>1,363,698</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$5,447,209</td>
<td>5,030,313</td>
</tr>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>9,292</td>
<td>30,039</td>
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<tr>
<td>Accrued Benefits &amp; Tax Liability</td>
<td>28,340</td>
<td>36,199</td>
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<tr>
<td>Deferred Revenue</td>
<td>2,800</td>
<td>1,584</td>
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<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>40,432</td>
<td>67,822</td>
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<tr>
<td><strong>Net Assets</strong></td>
<td></td>
<td></td>
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<tr>
<td>Without Donor Restrictions</td>
<td>5,224,908</td>
<td>4,873,314</td>
</tr>
<tr>
<td>With Donor Restrictions</td>
<td>181,869</td>
<td>89,177</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>$5,406,777</td>
<td>$4,962,491</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>5,447,209</td>
<td>5,030,313</td>
</tr>
</tbody>
</table>
**2021 GRANTS, SPONSORSHIPS, & DONATIONS**

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

### Stewards ($50,000+)
- Carroll Petrie Foundation
- Dixon Water Foundation
- Thornburg Foundation

### Guardians ($10,000+)
- Anonymous
- L&L Nippert Charitable Foundation
- Martha Records & Rich Rainaldi
- Regenerative Ag Foundation
- Rick & Beth Schnieders
- Tecovas Foundation
- Wallace Research Foundation

### Protectors ($5,000+)
- Clif Bar Family Foundation
- Farm Aid
- Joy Law
- Leigh & Charlie Merinoff
- Lydia B. Stokes Foundation
- ISA Tantec

### Patrons ($1,000+)
- Amy & Joseph Morel
- Armando J. Flocchini
- Ben Bartlett
- Betsy & Reeves Brown
- Charlotte Ekland
- Clint and Betty Josey
- Christine Martin
- Google
- Hilary Knight
- Joan Bybee
- Nancy Ranney Levi
- National Center for Appropriate Technology

### Sustainers ($250+)
- Paul Ackley
- Peter & Helen Schulze
- Richard Teague
- Rob Rutherford
- Sterling Grogan
- Susan Bunnell
- Susie Hagemeister
- Tracy Little
- Wayne & Roxanne Eatinger
- Wayne Knight

### Friends (<$250)
- Amy Erikson
- Anne Stilson-Cope
- Ariel Greenwood
- Art & Sally Roane
- Arthur Young
- Barbara Love
- Barbara & William Scaife
- Belva Locker
- Betsy Ross
- Bluesette Campbell
- Brenda Slack
- Carl Warrick
- Carol Richmond
- Carrie Stearns
- Casey Holland
- Catherine Fitts
- Catherine Koenig
- Chere Hartman
- Daniel Schuck & Sue Kacskos
- Dave & Karen Baker
- Dave Maxwell
- Denise Bostdorff & Daniel O’Rourke
- Derek & Kirrily Blomfield
- Donald and Lana Whitten
- Doug & Clare Barnett
- Eliza Walbridge
- Elke Burgstaller
- Hamilton Brown
- Jackie Davies
- Jackie Thompson
- James & Ann McCollum
- James & Carol Paulstich
- James Dudley
- Jason Klinge
- Jesse Silver
- Jimmy Garner
- Joan & Cliff Montagne
- Joe and Peggy Maddox
- Joe Williams
- Joel Salatin
- John C & Rosalyn G Phillips
- John Wernette
- Ken Gallard
- Kevin Fulton
- Laura Taylor
- Linda Pechin-Long
- Linus Meyer

### Friends (<$250)
- Lisa Ann Obanion
- Linus Meyer
- Louis Martin
- Lowry McAllen
- Margy Rogers
- Maria Rosa Solis
- Mark & Wendy Pratt
- Mark Cortner
- Mary Ellen Gonzales
- Melanie Kirby
- Myra Mcpherson
- Nathan Aaberg
- Network for Good
- Nijole Cijunelis
- Oris Salazar
- Pamela Howard
- Pat Pacheco
- Peter Wizinowich
- Reyna Banteah
- Richards Ranch
- Rick Kaesebier
- Robert Martinez
- Rod Parr
- Sage Hagen
- Shannon Hayes
- Shawn Howard
- Sims Cattle Co LLC
- Stephen Williams
- Steve & Leslie Dorrance
- Susan Brook
- Susan Stropes
- Suzy Vieux Parry
- The Benevity Community/Impact Fund
- Tom & Darla White
- Tom & Irene Frantzen
- Tom Henslee
- Tyler Eschleman
- Vail Dixon
- Virginia Dierker
- Vivianne Holmes

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### 2021 Funding Expenditures

- Fundraising: 7%
- General & Administrative: 24%
- Program: 69%

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

- 11th Hour Foundation
- 3R Ranch
- Agricultura Network
- AgRisk Advisors
- AIRE
- Allen Williams
- American Grassfed Association
- Ariel Greenwood
- Arriola Sunshine Farm
- Audubon NM
- Audubon Rockies
- Badger Creek Ranch
- Bernallillo County Extension
NMSU
Bernalillo County Open Space
Biological Capital
Bird Conservancy of the Rockies
Birdwell & Clark Ranch
Boudro Enterprises
Boulder County Open Space
Brad Schmidt
Brett Gray Ranch
Bytable
Cactus Feeders
Casey Wade
Casper Farms
Center of Excellence for Hazardous Materials
Central Colorado Conservancy
Chispas Farm
Coldharbour Institute
Coldharbour Regenerative Network
Colin Nott
Colorado Carbon Fund
Colorado Cattlemens Agriculture Land Trust
Colorado Cattlemens Association
Colorado Coalition to Enhance Working Lands
Colorado Collaborative for Healthy Soils
Colorado Conservation Tax
Credit Transfer
Colorado Conservation Tillage Association
Colorado Department of Agriculture Conservation Services
Colorado Fruit & Vegetable Growers Association
Colorado Land Link
Colorado Open Lands
Colorado Section of the Society for Range Management
Colorado State Forest Service
Colorado State Land Board
Colorado State University Extension
Colorado Water Center
Colorado Water Conservation Board
Community Consensus Institute
CrossRoads Ranch Consulting
Cruces Creatives
CS Cattle Company
Cuidad Soil and Water Conservation District
David Phillips
Deborah Clark
Del Cielo Farm
Dixon Water Foundation
Don Campbell
Dry Creek Livestock
Ducks Unlimited
EcoAgriculture Partners
Elizabeth Marks
Farm and Ranch Freedom Alliance
Farm Credit of NM
Farm to Table NM
Flower Hill Institute
Flying Diamond Ranch
Gabe Brown
Gerardo Bezanilla
Globetrotter Foundation
Grandin Livestock Systems
Graze the Prairie
Greg Judy
Green Spark Ventures
Ground Up Consulting
Grow the Growers Program
Guidestone Colorado
Gunnison Climate Working Group
Hand for the Land
Indian Nations Conservation Alliance
Inside-Outside Management
Institute for Applied Ecology
Interbasin Compact Committee
Kelly Sidoryk
Kinsey Ag Services
Kirk Gadzia
Larry Dyer
Lauri and Dave Celella
Lewis Family Farm LLC
Log Cabin Livestock Farm
Mad Agriculture
Mantere Farm
Markgang Family Grass fed
May Ranch
Merrill Lynch
Michael "Storm" Casper
Miry Ranch Group
National Bison Association
National Capitalism Solutions
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 Farmers Marketing Association
New Mexico First
New Mexico Forest & Watershed Restoration Institute
New Mexico Game & Fish
New Mexico Healthy Soils Working Group
New Mexico House of Representatives
New Mexico Land Conservancy
New Mexico State Land Office
New Mexico State University Extension
NMSU Institute for Sustainable Agricultural Research
Noble Research Institute
No Regrets Initiative
North Central Texas College
Northern Water
Not Forgotten Outreach
No-Till Texas
Ollin Farms
Ogalalla Commons
Paicines Ranch
Partners for Fish and Wildlife
Pasture Map
Phil Melzger
Poetry Dorpers
Preston Sullivan
Pueblo of Santa Ana Department of Natural Resources
Ralph Tate
Ranchlands Chico Basin Ranch
Ranney Ranch
Regen Ag Lab
Resource Management Services
Rio Grande Agricultural Land Trust
Rio Grande Joint Venture
Rocky Mountain Farmers Union
Rough Stone Ranch
Round River Resource Management
San Juan Ranch
San Luis Valley Local Foods Coalition
San Luis Valley Soil Health Group
Savory Institute
Seth Wilner
Silver Sustainability Strategies
Soil for Water
Soil Health Services
Southwest Energy Institute
Southwest Grassfed Livestock Alliance
Stockman Grassfarmer
Succession
Sustainable Growth Texas
Sweet Grass Coop
Taos Land Trust
Tecovas Foundation
Tesoque Pueblo Farm
Texas A&M Agrilife Extension
Texas Land Conservancy
Texas Parks & Wildlife
The Brett Gray Ranch
The Citizen Science Soil Health Project
The Grants Collective
The Nature Conservancy
The Quivira Coalition
The Regen Ranch
Thornburg Foundation
Three Sisters Kitchen
Tierra Sagrada Farm
Tomkat Ranch Educational Foundation
Trainor Cattle Company
Twin Mountain Fence
University of Colorado Boulder
University of New Mexico Sustainability Studies Program
United States Department of Agriculture
USDA Natural Resources Conservation Service
United States Forest Service
Upper Arkansas Conservation District
Utah State University
Vermelho Park Ranch
West Texas A&M
Western Landowners Alliance
Whole New Concepts
William Burnidge
Will Harris
Zia Queen Bees
“Our ranch has been under Holistic Management practices for 35 years and it now carries 2.5–3 times the carrying capacity that it did before and we even have a slightly smaller land base than when we started.”

— Campbell Family, Meadow Lake, SK Canada
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.