



As I write, we are battling global desertification and climate change in leaderless confusion even though the dangers are greater than in all the wars we've ever fought. Amidst the confusion, argument, strife and despair, there is, however, hope and a rising excitement that winning this battle lies entirely in the hands of ordinary people like you and me.

Society, and thus the institutions through which we act, blames livestock, coal and oil for desertification and climate change. However, livestock, coal and oil are resources needed for centuries to come, and no resource can cause such problems. It is our management of livestock on the land that leads to desertification. Desertification, in turn, renders the land less able to sequester carbon and contributes mightily to climate change.

In the third edition of *Holistic Management: A Commonsense Revolution to Restore Our Environment* (Island Press, 2016), I've explained how to use the holistic management framework to correct the flaws in the reductionist framework that so commonly guides our management today. Using the holistic management framework we can begin to address the the web of social/cultural, environmental and economic complexity that exists in every management context, but especially in the context of natural resources.

We face the dangers we do believing that someone is in charge, someone who will act sensibly. I wish this was the case but it is not. You are as much in charge as is the President of the United States or the president of any university. We rely on Institutions to lead, but they cannot and will not lead until ordinary people demand change. And this is what we, ordinary people on farms and ranches, in pastoral communities, within universities, environmental and government organizations – are doing by collaborating in the growing global network of locally led and managed Holistic Management hubs, increasing awareness, educating, training, and supporting implementation of Holistic Management in hundreds of different contexts. People are beginning to lead in their private capacities, whether working in or outside institutions, and they are joining with others to collaborate in a broad-based regenerative agriculture movement. The Savory Institute's Land to Market program is attracting serious players in the food and fashion industries who want to ensure this movement thrives. Are we approaching a tipping point? Will we together be able to affect management so we can address the root cause of global desertification and climate change? I finally believe it is possible.

On a more personal note, I am at last able to relax a little at 82, witnessing the intentional holistic design of our network's programs, the incredible depth of knowledge and skill put at the service of humanity through this network, all using the holistic management framework, a truly commonsense approach to restoring our environment.

Yours,





When we design for transformation we embark in a journey of deep learning and commitment.

A commitment to deeply understand the complex system we are seeking to intervene or influence. A commitment to enable its transformation, as much as our own inner transformation. It is not just changing a piece that doesn't work. The whole system shifts, including oneself.

I have been inspired by the work of great systems thinkers and visionaries like Allan Savory and Buckminster Fuller. I have also been incredibly fortunate to be shaped in this important work by many individuals across multiple cultures, contexts and professional backgrounds. All along, I have witnessed that from design, through implementation, to outcomes, transformation starts with people. I mean with people's transformation. From the moment a farmer sees the beauty of the land responding to her nurturing, to the aha moment of a policy maker after "seeing" through the farmer's lense, inner transformation brings about system transformation.

Savory Global is a living and complex system, a human network, a learning platform, an implementation mechanism, a solutions deployment infrastructure, a community of people committed to the transformation of agriculture as a venue to address climate change; poverty; food, nutrition, and water insecurity; but also to bringing about a transformation in humanity, in worldviews, in behavior, in how we live with each other and with our planet, in consciousness. It is a complex, agile, ever-changing and evolving network. However, the core, the intention, that commitment form the incorruptible DNA of Savory.

As Savory Institute, and in our specific function as a node within Savory Global, we are starting with ourselves, our purpose, our passions, our talents, our roles as we serve the communities of practice, as we work and learn with partners, as we co-design and evolve strategies - holistically - to allow for the abundance and the beauty of our holistic context to emerge.

You will see in the report a snapshot of some of the work and outcomes of the Savory Institute and this amazing global network. But don't be satisfied with this annual report. Dig deeper, explore our new website where you can learn more about all the nodes of this regenerative movement and their own transformation. From their practices, to their land, to the impact in their communities, what is emerging globally is truly exciting and fills me with hope in these challenging times for humanity.

Join a journey to meet them and experience their magic, support and invest in their work, buy their products, be a cheerleader, become a regenerative member or a Hub, learn more.... be transformed.

Yours.

Facilitating the large-scale regeneration of the world's grasslands through Holistic Management

We forge and nurture partnerships with a growing global network of Hubs. Locally owned, led and managed by entrepreneurs and solutionaries, Hubs offer holistic solutions to the systemic issues of global desertification and climate change, working with farmers, ranchers and pastoralists to transform agriculture across cultures and geographies.



**Our mission is now scaled across
a nodal network of regional learning Hubs.**

Demonstrate

The Institute establishes, equips, and supports the Global Network by developing innovative tools and curricula, conducting research, and removing barriers for adoption.

SAVORY INSTITUTE

Scale

The Global Network of regional learning Hubs trains local farmers, ranchers, and pastoralists to regenerate grasslands in a localized context using Holistic Management.

HUB NETWORK

Accelerate

To increase adoption, we are creating a market for regenerative meat, dairy, wool, & leather products based on measured outcomes and facilitated access to philosophically aligned brands.

LAND TO MARKET



AFRICA	
Africa Centre for Holistic Management	Zimbabwe
KODD Farms	Nigeria
Mara Training Centre	Kenya
South Africa Savory Hub	South Africa
ASIA	
Combating Poverty & Climate Change Foundation	Pakistan
Alternative Agriculture, LLC	India
AUSTRALIA / NEW ZEALAND	
Caring Dairying, LTD	New Zealand
Hooves for Humus	New South Wales
Intuit Earth	Western Australia
EUROPE	
3LM	United Kingdom
Anadolu Meralari	Turkey
Gonne Girls Farm	France
Juntas Arreglamos la Biosfera	Spain
Nordic Savory Hub	Sweden
NORTH AMERICA	
Arizona Savory Hub	Arizona, USA
Ayrshire Farm	Virginia, USA
Boot Ranch LLC	Wyoming, USA
Cabriejo LLC	Missouri, USA
Coldharbour Institute	Colorado, USA
Double P Ranch	Oklahoma, USA
Farm to Food Missions	Ohio, USA
Grassfed Sustainability Group	Texas, USA
Jefferson Center for Holistic Management	California, USA
Kunoa Cattle Company	Hawaii, USA
Michigan State University	Michigan, USA
Northern Farm Training Institute	Northern Territory, Canada
Singing Prairie Farms	Maine, USA
Spring Creek Farm	Manitoba, Canada
Stonewall Farm	New Hampshire, USA
Thousand Hills Cattle Company	Minnesota, USA
White Oak Pastures	Georgia, USA
SOUTH AMERICA	
Agropecuaria Leta	Brazil
Efecto Manada	Chile
Inversiones Las Carolinas SAS	Colombia
OVIS XXI	Argentina



35
TOTAL HUBS

93
ACCREDITED PROFESSIONALS

5,227
LAND MANAGERS TRAINED

8,827,759
HECTARES OF LAND MANAGED HOLISTICALLY

190
COURSES & EVENTS HELD GLOBALLY BY HUBS IN 2017



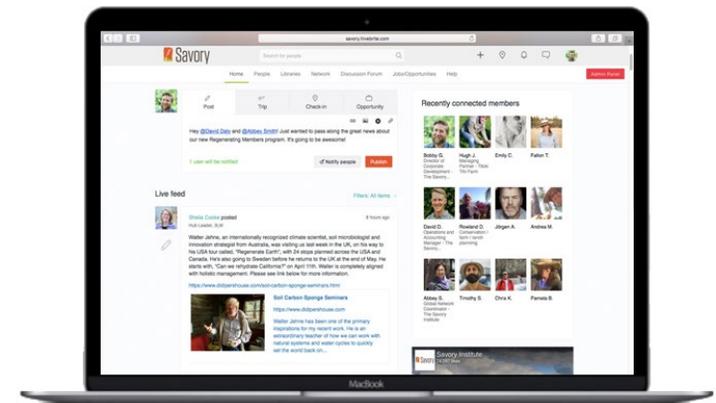
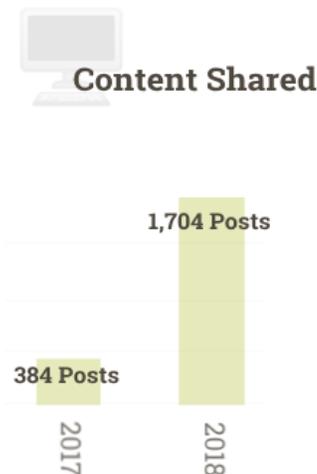
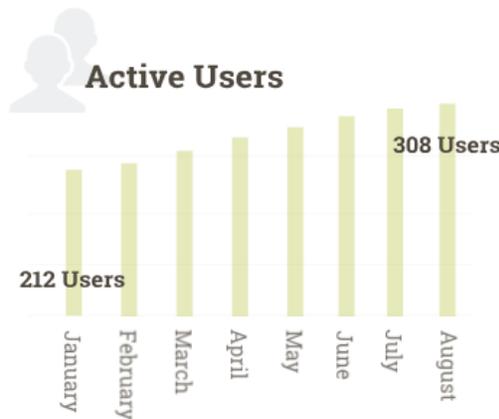
Online Community Platform



Timeline



Growth



The World's First Regenerative **Ecological Outcomes** Verification





A grassroots initiative that gives all of us a role in regenerating the land on which we depend.

Three areas of emphasis:

- ✔ Differentiation of farmers and ranchers through Ecological Outcome Verification™
- ✔ Aggregated verified regenerative supply to conscientious brands and retailers
- ✔ Information and transparency for citizens to "vote" for a regenerative future through their purchase power.



ECOLOGICAL
LANDS
MARKET
VERIFIED

2018
OUTCOME

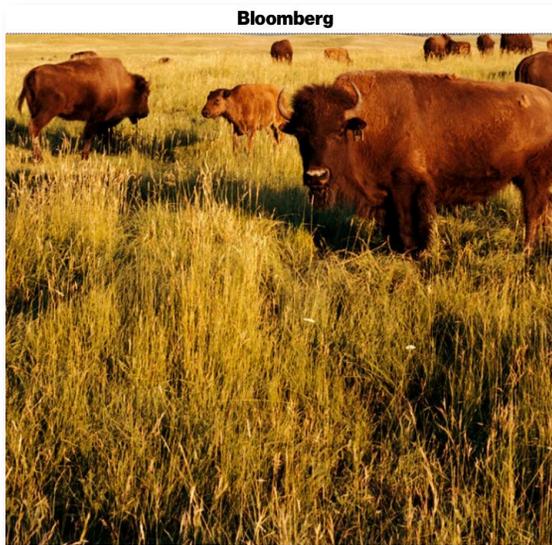
- ✓ EOV methodology finalized
- ✓ EOV prototyped in 14 regions worldwide
- ✓ 5 Master Verifiers trained & accredited
- ✓ 12 Prototype Hubs engaged
- ✓ 10 Hub Verifiers trained and accredited
- ✓ 97 producers on-boarded into Land to Market Program and set up with EOV
- ✓ 6 regional market partners engaged via Prototype Hubs
- ✓ 5 Frontier Founder global brand partners



FRONTIER FOUNDERS



SAVORY IN THE MEDIA



Bison Returned From the Brink Just in Time for Climate Change

The ranchers bringing back the iconic beast have a healthy, trendy, profitable meat—and, some say, an answer for global warming.

By Deena Shanker

START HERE MEMBERSHIP MAGAZINE LATEST ARTICLES AUDIO VIDEO LIVE Q&As EVENTS



Daniela Ibarra-Howell, 52

Co-founder & CEO of the Savory Institute
Boulder, CO

Ibarra-Howell is an agronomist with more than 25 years of experience in the management and regeneration of grasslands ecosystems. In 2009 she co-founded the Savory Institute with Allan Savory, among others, and became its CEO in 2011. Since then she has led the organization's charge to tackle global food, water, and climate-change issues through the framework of Holistic Management and a network of partners worldwide, which the Institute describes as "an entrepreneurial, self-sustaining global impact strategy for large-scale restoration of grasslands." Land managers in the Savory global network implement Holistic Planned Grazing to restore grasslands by mimicking the predator/prey

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This Man Wants You to Eat More Meat

By: Barry Estabrook | EatingWell January/February 2018 | This Man Wants You To Eat More Meat

For decades, you've been told to consume less meat. But controversial range-land expert Allan Savory is on a mission to upend this wisdom. Does he have it right?

EPIC Provisions: How This Husband + Wife Went From Being Vegan To Starting A Meat-Based Snack Brand



Meggen Taylor Contributor
I cover inspirational stories wherever I discover them.

When it comes to choosing a dietary lifestyle there isn't a one-size fits all prescription. It would definitely make life a lot easier for everyone if that were the case. But, where certain choices work for some they may not work for others and could possibly even result in serious health complications. Katie Forrest and her husband Taylor Collins experienced the latter outcome firsthand.



EPIC Provisions COURTESY OF EPIC PROVISIONS

TOTAL MENTIONS

317

TOTAL REACH

439M

SOCIAL SNAPSHOT

Savory social media performance in Jan 2017 - Aug 2018 showed impressive growth across all channels with an engaged audience.

137,424

Total Social +
Email Audience

200%

Audience Growth

91,667+

New
Audience
Members

42.5 million

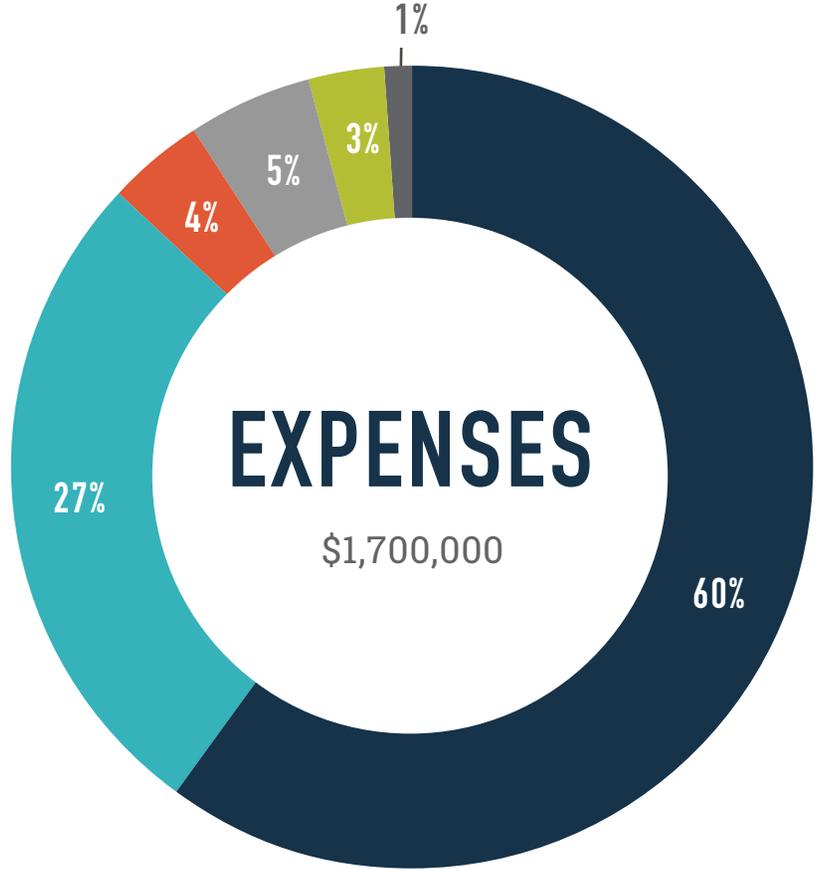
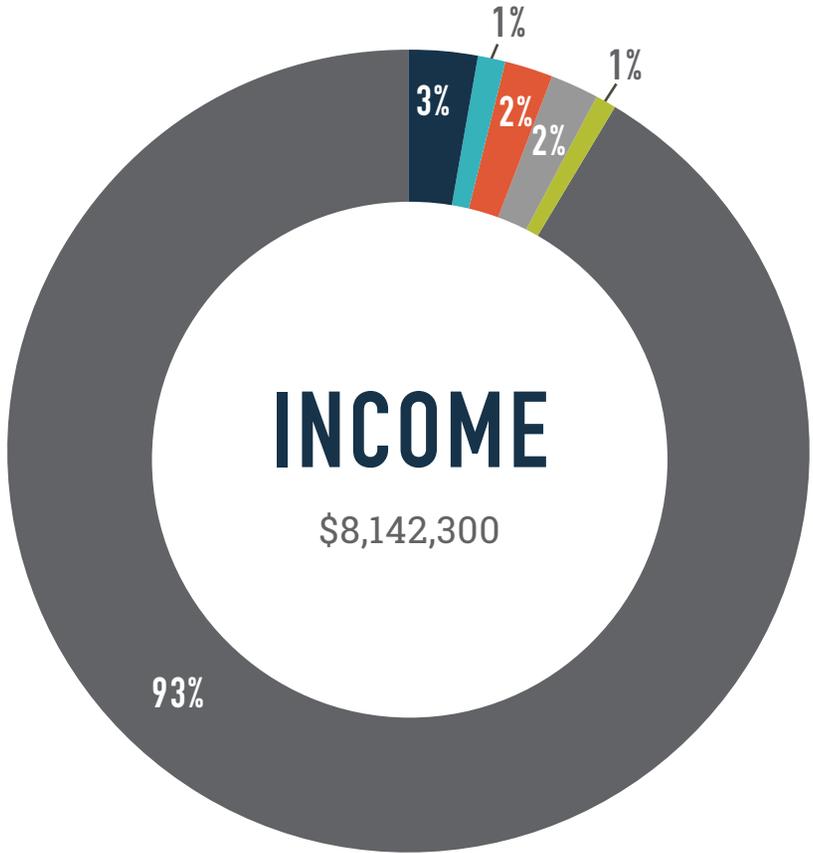
Facebook
Impressions

1.9 million

Facebook
Engagements





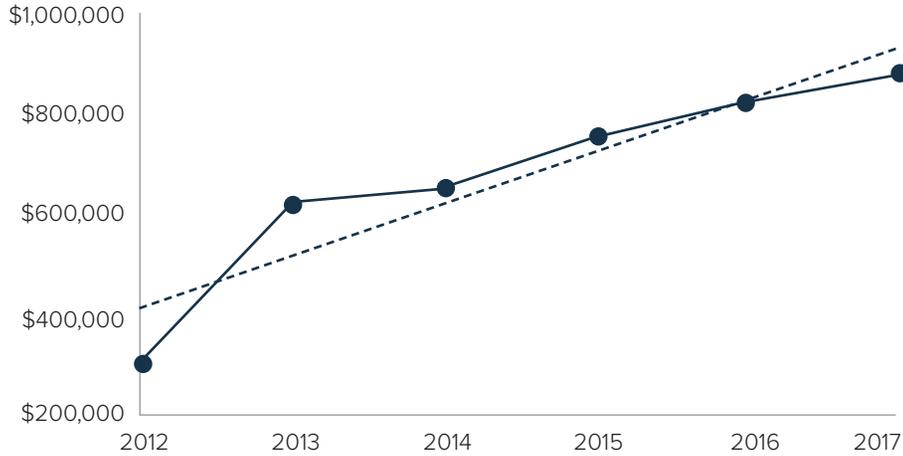


- Donations & Grants \$7,378,000*
- Corporate Partnership \$235,000
- SI Events \$46,900
- Special Programs \$165,100
- Network Programs \$120,700
- Technology Platform \$28,800

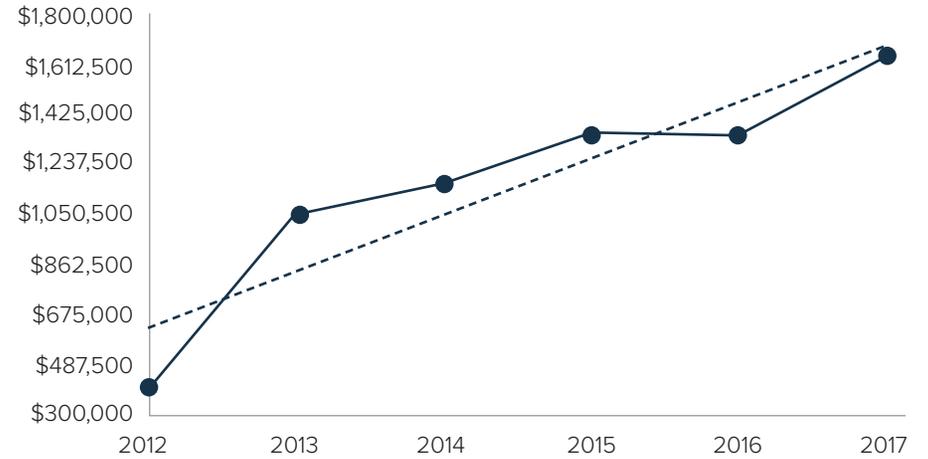
- Network Services \$1,015,600
- Workshops & Conferences \$20,000
- Special Projects \$88,500
- Technology Platform \$47,300
- Administration \$462,400
- Fundraising \$66,200

**Includes one-time \$6.5M transfer of West Bijou Ranch and Grasslands Regeneration Acceleration Fund*

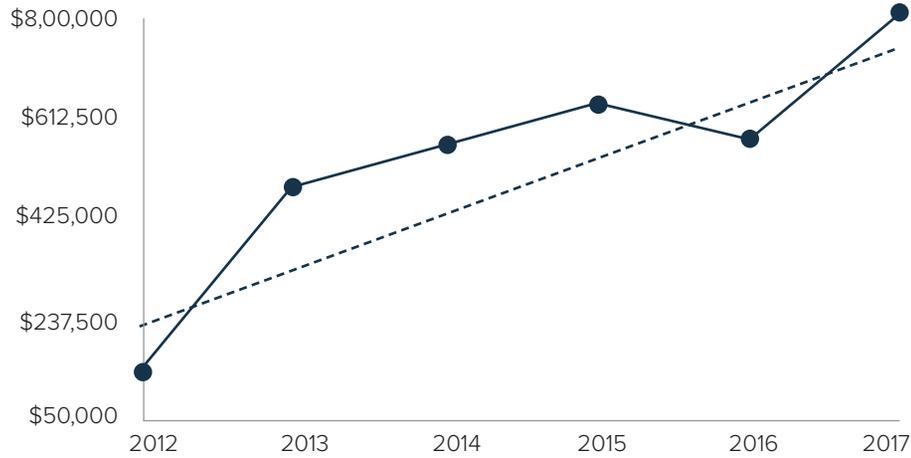
DONATIONS



TOTAL INCOME



EARNED INCOME



For a more accurate year-over-year comparison, graphs do not reflect one-time cash & asset transfer of West Bijou Ranch from Plains Conservation Center in 2017.

STATEMENT OF ACTIVITIES

Assets	
Cash and Cash Equivalents	72,200
Receivables	63,100
Prepaid Expenses	13,200
Investments	2,109,300
Other Assets	4,500
Net Property & Equipment	4,485,100
Total Assets	6,747,400
Liabilities & Net Assets	
Accounts Payable	83,700
Notes Payable	80,000
Accrued Liabilities	48,800
Deferred Revenue	19,500
Total Liabilities	232,000
Net Assets	
Unrestricted	4,483,800
Temporarily Restricted	2,031,600
Total Net Assets	6,515,400
Total Liabilities and Net Assets	6,747,400



2019 SNEAK PREVIEW

WEST BIJOU RANCH

The 7500-Acre Savory Institute Campus





Regenerative agriculture
INCUBATOR



Holistic Management
TRAINING



Center for applied
RESEARCH



Reconnection with
NATURE



SAVORY GRAF

GRASSLANDS REGENERATION ACCELERATION FUND

GRAF, in partnership with aligned impact investment groups, focuses on providing investment capital and strategic support to entrepreneurs who are solving significant social and environmental challenges through the design of new models for agriculture, to advance the mission of the Savory Institute and its Global Network.

THANK YOU

to our **2017 donors** who support the work, growth, and success of the Savory Global Network

CORNERSTONE (CLIMATE HEROES) \$200,000 +

RONALD B. RANKIN PHILANTHROPIC FUND
HEALY FOUNDATION

CORNERSTONE (WATER HEROES) \$50,000 - \$99,999

CHARLOTTE DE MEVIUS

GRASS HEROES \$10,000 - \$49,999

ANONYMOUS
DAKOTA CHARITABLE FOUNDATION, INC.
STEPHEN BENENSON & MARY FOGG
EARTHDAY TX
JOHN FULLERTON

GRAZER HEROES \$5,000 - \$9,999

PAMELA BOLL
ANONYMOUS
DR. BRONNERS
RED STONE FARM
PITON FOUNDATION
MARTHA RECORDS AND RICHARD RAINALDI

POLLINATOR HEROES \$1,000 - \$4,999

RED STONE FARM
THERESA COHEN
EILEEN FISHER COMPANY
ROB GARY
JOHN FLOCCHINI
HONEYBEE CAPITAL
ANGIE ALT & MICKEY TRECOTT
STARFISH FUND C/O RIVER WATCH ASSOCIATES
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WAGNER PEACE TRUST
ANDRES FERRATE

...and a big thank you to our incredible troupe of Regenerating Members, who support the work of our boots on the ground with resources, engagement, and unmatched enthusiasm.

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University

Ultimately, the only wealth that can sustain any community, economy, or nation is derived from the photosynthetic process - green plants growing on regenerating soil.

Allan Savory

