



ANNUAL REPORT 2018-2019 NSW, Australia

# **Letter from our CEO**

As the year's end approaches, I am reassured of the unparalleled value of investing in people. The healing of our landscapes is tied to the communities, cultures, and traditions that inhabit them.

Across the globe, livestock are being properly managed, soil microbes are being fed, nutrients are being cycled into more nutritious food, plant species are coming back, carbon is being drawn down by the miracle of plants' photosynthesis into the soil, water is being soaked up supporting life and recharging creeks and rivers... and communities are beginning to thrive.

As business leaders search for actionable strategies to meet their sustainability and climate commitments, and as we all become increasingly

educated about the products we buy and the brands we support, our Land to Market™ program is operationalizing this opportunity, connecting our producer networks to conscientious brands, and increasing our collective impact.

I am inspired by and grateful for our partners and supporters, who make this work not only possible but profoundly fulfilling. This community is irrevocably altering the fate of the grasslands and the course of climate, and forging a path of hope in these challenging times.

With Love,

# **Facilitating large-scale regeneration**

of the world's grasslands through Holistic Management



# Hubs Nearly halfway to our goal of 100 Hubs by 2025

### IN TRAINING

Kampla (Uganda) • Community Integrated Development Association of Ethiopia (Ethiopia) • KODD Farms (Nigeria) • Skylink Agro Solutions (Ghana) • Regenerative Solutions, LLC (India) • Fiji National University (Fiji Islands) • Intuit Earth (Australia) • Boot Ranch, LLC (Wyoming, USA) • Kunoa Cattle Company (Hawaii, USA) • Singing Prairie Farm (Maine, USA) • Prairie Pastures (Canada) • Studio Hill Farm (Vermont, USA) • White Buffalo Land Trust (California, USA) • Inversiones Las Carolinas (Colombia) • La Pampa Oriental (Uruguay) • Croatia Hub (Croatia) • Gut Haidehof (Germany) • Gonne Girls Farm (France) • Holistic Organic Life Denmark (Denmark) • Invenire (Finland)

### **ACCREDITED HUBS**

Africa Centre for Holistic Management (Zimbabwe) • Mara Training Centre (Kenya) • South Africa Savory Hub (South Africa)
• Australian Holistic Management Co-operative Limited (Australia) • Caring Dairying, LTD (New Zealand) • Arizona Savory
Hub (Arizona, USA) • Ayrshire Farm (Virginia, 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) • Michigan State University (Michigan, USA) • Northern Farm
Training Institute (Canada) • Stonewall Farm (New Hampshire, USA) • Thousand Hills Cattle Company (Minnesota, USA) •
White Oak Pastures (Georgia, USA) • Agropecuaria Fleta (Brazil) • Efecto Manada (Chile) • OVIS XXI (Argentina) • Anadolu
Meralari (Turkey) • Combating Poverty and Climate Change Foundation (Pakistan) • 3LM (United Kingdom) • Juntas Arreglamos
la Biosfera (Spain) • Nordic Savory Hub (Sweden)



# 10,080,306 24,908,979 ACRES

Hectares Influenced

7,931

People Trained



Ecological Outcome Verification (EOV)

# 608,000 Hectares 2 101 1,502,000 ACRES Landbases Verified

### THE SCIENCE INSIDE THE LAND TO MARKET™ PROGRAM

Land to Market™ is the world's first verified regenerative sourcing solution for meat, dairy, wool, and leather. Developed in collaboration with leading scientists and researchers around the world, EOV™ is an empirical and scalable soil and landscape assessment methodology that tracks outcomes in soil health, biodiversity, and ecosystem function.



## **Frontier Founders**

Meet our Global Partners committed to the regenerative movement working along side our Global Network























### REGIONAL MARKET PARTNERS



"By sourcing wool from ranchers practicing holistic and regenerative land management, we're supporting more than just a sustainable fiber, we're supporting whole ecosystem health. By partnering with Savory, we have assurance that the Land to Market producers are realizing continuous improvements in ecological health through verified outcomes. We're proud to be working with Savory and like-minded brands to expand regenerative farming."

Megan Meiklejohn | Eileen Fisher



# **Special Projects**

Fostering positive change in the most challenging regions of the world.

Heifer International

SENEGAL PERU BOLIVIA ADRA

MYANMAR MONGOLIA

# West Bijou

Savory Institutes' International Campus

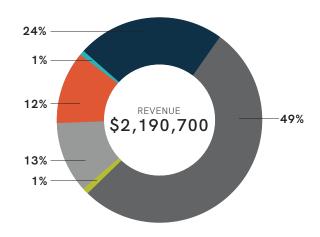
**2** EOV Training Sessions

Holistic Management Intensives Farm-to-Table Dinners

### RETHINK AND EXPLORE

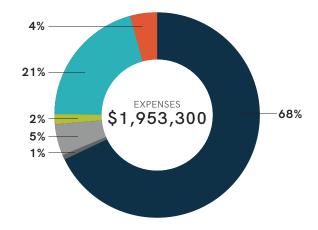
An opportunity to rethink and explore innovation at the intersection of agriculture and wildlife conservation; the health of our soils, our food, and our climate; and education and entrepreneurship.

# Financial Statements | 2018



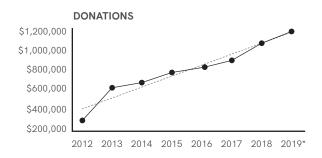


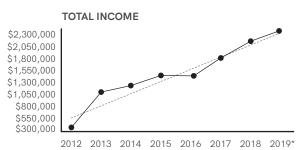
- CORPORATE PARTNERSHIP | \$521,700
- SI EVENTS | \$27,400
- SPECIAL PROJECTS | \$267,400
- NETWORK PROGRAMS | \$273,500
- TECHNOLOGY PLATFORMS | \$29,800



- NETWORKING SERVICE | \$1,334,100
- FUNDRAISING | \$84,200
- ADMINISTRATION | \$400,400
- TECHNOLOGY PLATFORM | \$30,000
- SPECIAL PROJECTS | \$98,800
- WORKSHOPS & CONFERENCES | \$5,800

# Financial Statements | 2018





### \$450,000 \$250,000 \$50,000 2012 2013 2014 2015 2016 2017 2018 2019\* OVERVIEW | 2018 FISCAL YEAR \$1,510,000 \$1,325,000 \$1,140,000

DONATIONS/GRANTS | \$1,070,900 EARNED INCOME | \$1,119,800

MISSION DIRECT EXPENSES | \$1,468,700

ADMINISTRATION EXPENSES | \$484,600

**EARNED INCOME** 

\$1,250,000 \$1,050,000

\$850,000

\$650,000

\$955,000

\$770,000

\$585,000

\$400,000

<sup>\*</sup>Forecasted

# **Statements of Activities | 2018**

### **ASSETS**

Total Assets	\$6,884,200
Net Property & Equipment	4,558,700
Other Assets	4,500
Investments	1,959,100
Prepaid Expenses	11,900
Receivables	159,400
Cash & Cash Equivalents	190,600

### **LIABILITIES & NET ASSETS**

Total Liabilities	\$287,000
Deferred Revenue	1,100
Accrued Liabilities	34,000
Notes Payable	100,000
Accounts Payable	151,900

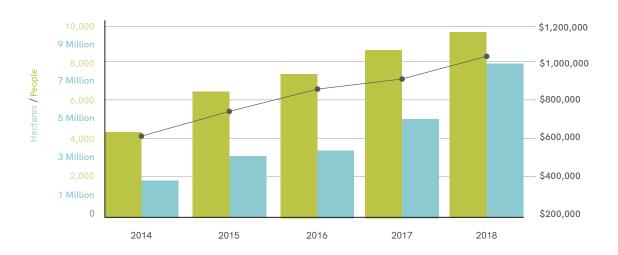
### **NET ASSETS**

Total Net Assets	\$6,597,200
Temporarily Restricted	2,014,300
Unrestricted	4,582,900

Total Liabilities & Net Assets \$6,884,200

# **Impact Data**

Hectares Influenced



People Trained

Donations

# A Big Thank You

to our Donors, Regenerating Members, Frontier Founders, Board of Directors & Advisory Council

### A HEALTHIER & BETTER WORLD

We are all together making this important shift towards a healthier and better world. Thank you for your continued partnership, your trust in the Savory Institute and the Global Network, your commitment, and your support. You are a blessing to our movement and mission, and to all life on Earth!

### **Our Donors**

### CORNERSTONE

Earth (\$500,000+)

Ronald B. Rankin Philanthropic Fund

Climate (\$200,000-\$499,999)

**Healy Foundation** 

Water (\$50,000-\$99,999)

Dakota Charitable Foundation, Inc.

Michael Geary

### **HERO**

Grass (\$10,000-\$49,999)

Anonymous Foundation 1 Anonymous Foundation 2

Keeling Curve Prize

Spencer Lane David Lowrey

Records-Johnson Family Foundation

John Fullerton Zegar Family Fund Grazer (\$1,000-\$9,999)

Clint Murchison

Lost Empire Herbs

Durham Ranches, Inc.

Holistic Holdings International

Katherine Collins

Jason Knoll

Daniel Chassot

Tana Schultz

Gerilyn Burnett

Joshua Grizzle

Pamela Boll

Red Stone Farm

Vital Farms

Aldo Aufdenblatten

John Flocchini

James Flocchini

Andres Ferrate

Shipwheel Cattle Feeders

Range Conservation Foundation

Preston Bingham

Bruce and Ann Bachmann Family Foundation

Peter Boerma

Dorothy McCagg Rob Noyes-Smith Lester Ward

# Letter from our President

As I write, 11,000 scientists from around the world have declared a "climate emergency." Individuals, like you and me, and like Greta Thunberg and other young people, have taken matters into their own hands and are demanding action.

The collaboration occurring within our global network of Hubs, Accredited Professionals, Regenerating Members, corporate and institutional partners, and more, gives me great hope. Together we are reaching out to the world, increasing awareness among urban citizens and policymakers, learning, training and supporting the implementation of Holistic Management on thousands of farms, ranches, and communal lands around the world, and actively shaping the emerging regenerative agriculture movement.

I continue to feel optimistic, and that together we will soon be able to shift consciousness and embrace management that is holistic so that institutional policies do address the root cause of global desertification and climate change. Where I once believed this was unlikely to occur in my lifetime, I now believe it will be as the Holistic Management framework is being used by so many to restore our environment. I am incredibly grateful to this community of collaborating individuals and organizations that deeply understands the scope of the challenges humanity faces, and is pouring resources and passion into this incredibly important work.

Yours,





