

# UNWAVERING IMPLEMENTATION

# 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,

A handwritten signature in black ink, appearing to read "Dan J. Kelly", is positioned below the "With Love," text. The signature is fluid and cursive, with a horizontal line underlining the name.

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



# 46

# Hubs

Nearly halfway to our goal  
of 100 Hubs by 2025

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## 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

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ECOLOGICAL  
LAND to  
MARKET  
**VERIFIED**™  
2019  
OUTCOME

Ecological Outcome Verification (EOV)

608,000

Hectares

1,502,000 ACRES

&

101

Landbases Verified

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### 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

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## REGIONAL MARKET PARTNERS

White Oak Pastures • Thousand Hills Lifetime Grazed • REP Provisions • Richard's Grassfed Beef • The Honest Bison • Keller Crafted Meats



“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.”

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**Megan Meiklejohn | Eileen Fisher**



# Special Projects

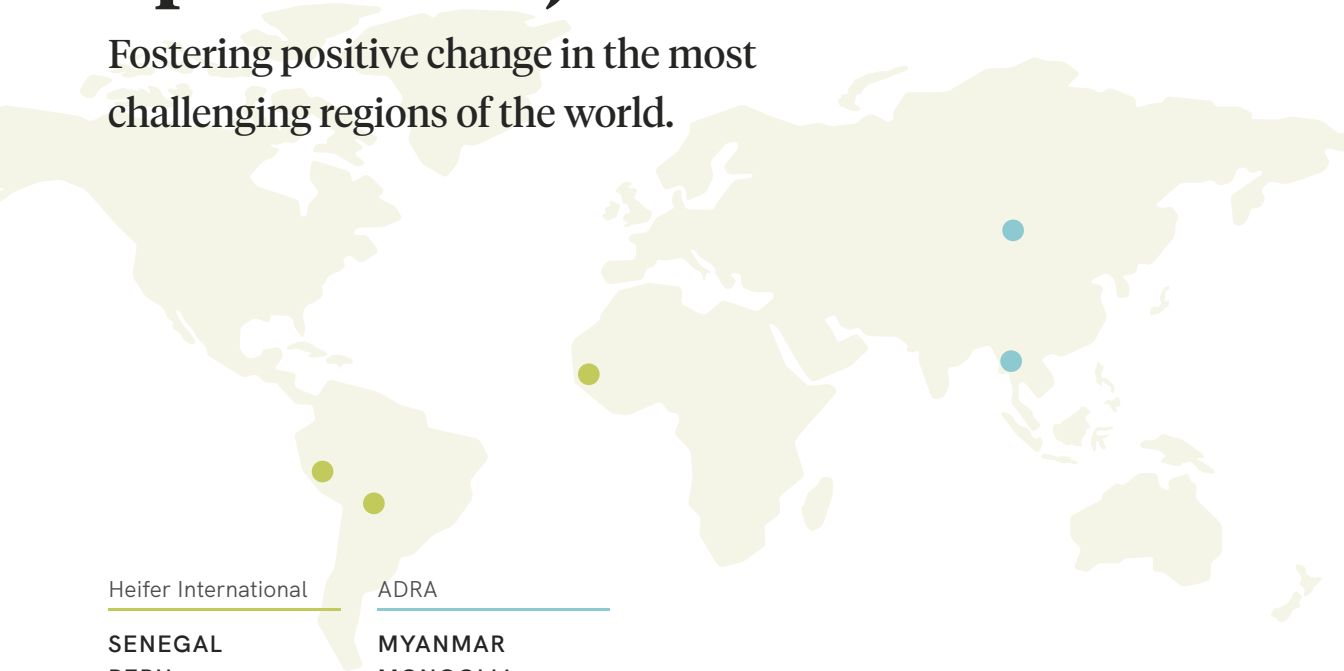
Fostering positive change in the most challenging regions of the world.

Heifer International

SENEGAL  
PERU  
BOLIVIA

ADRA

MYANMAR  
MONGOLIA





# West Bijou

Savory Institutes' International Campus

**3** EOV Training  
Sessions

**2** Holistic  
Management  
Intensives

**5** Farm-to-Table  
Dinners

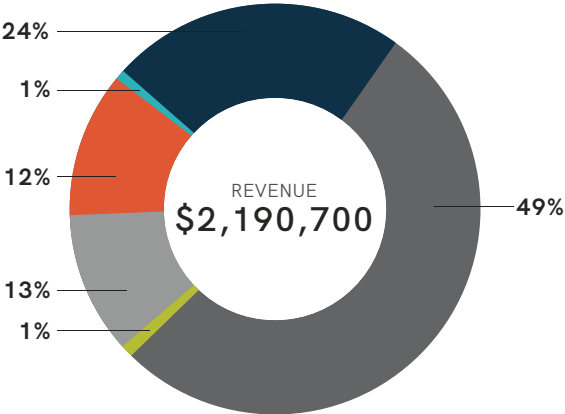
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## RETHINK AND EXPLORE

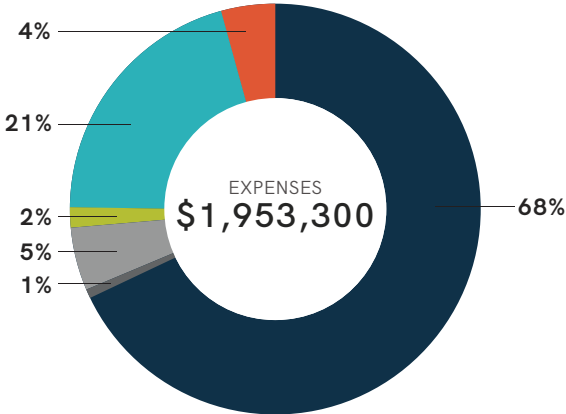
An opportunity to rethink and explore innovation at the intersection of agriculture and wildlife conservation; the health of our soils, our food, and our climate; and education and entrepreneurship.



# Financial Statements | 2018



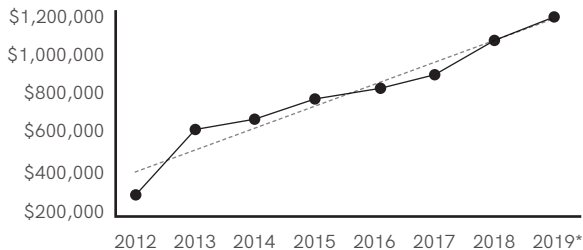
- DONATIONS & GRANTS | \$1,070,900
- CORPORATE PARTNERSHIP | \$521,700
- SI EVENTS | \$27,400
- SPECIAL PROJECTS | \$267,400
- NETWORK PROGRAMS | \$273,500
- TECHNOLOGY PLATFORMS | \$29,800



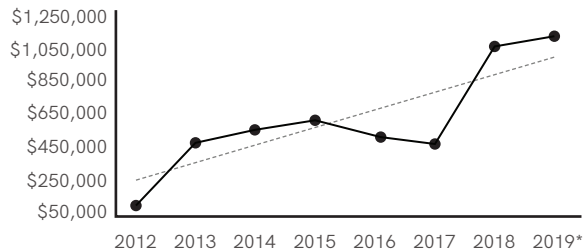
- NETWORKING SERVICE | \$1,334,100
- FUNDRAISING | \$84,200
- ADMINISTRATION | \$400,400
- TECHNOLOGY PLATFORM | \$30,000
- SPECIAL PROJECTS | \$98,800
- WORKSHOPS & CONFERENCES | \$5,800

# Financial Statements | 2018

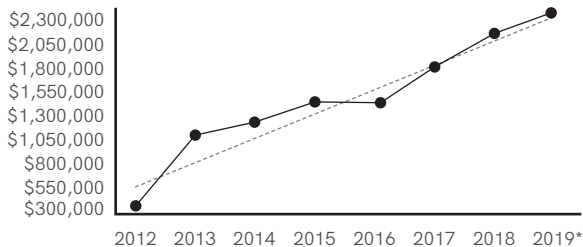
## DONATIONS



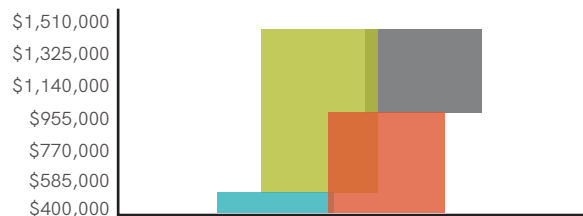
## EARNED INCOME



## TOTAL INCOME



## OVERVIEW | 2018 FISCAL YEAR



- DONATIONS/GRANTS | \$1,070,900
- EARNED INCOME | \$1,119,800
- MISSION DIRECT EXPENSES | \$1,468,700
- ADMINISTRATION EXPENSES | \$484,600

\*Forecasted

# Statements of Activities | 2018

## ASSETS

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

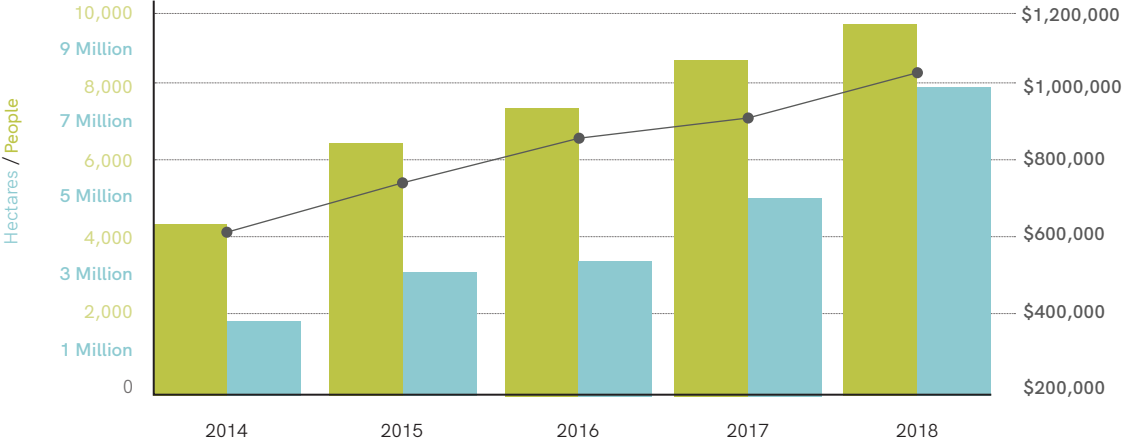
## LIABILITIES & NET ASSETS

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

## NET ASSETS

Unrestricted	4,582,900
Temporarily Restricted	2,014,300
<b>Total Net Assets</b>	<b>\$6,597,200</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>\$6,884,200</b>

# Impact Data



Hectares Influenced

People Trained

Donations

# A Big Thank You

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

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## **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

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## 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-Johnston 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

Rob Gary

Piton Foundation

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,

A handwritten signature in black ink, reading "Allan Savory". The signature is written in a cursive style with a horizontal line underneath the name.



Photo Credit: Roberto Rosales





