

SAVORY INSTITUTE

Poised to Leap

IMPACT REPORT 2019-2020





MANN | PATAGONIA

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Letter From Our CEO

It is easy to forget the details, micro-investments of energy, funds, work, and love that took place in thousands of locations around the globe over the course of the past year and engendered the impact, inspired the stories, and shaped the data this report is designed to convey.

Here is my view of impact. It is partially data, but not only that. It is partially storytelling, but not only that. It is partially governance, ecology, community, but not any one of these things only. Impact is not a lever you can pull, it is a flywheel that spins. Impact is an emergent property of a living system. It begins with an idea that is sourced, brought to life, and passed through millions of hands, minds, and hearts, nurturing the land and communities, activating businesses, inviting investment, inspiring the next ideas and courageous initiatives.

To “land” impact requires grassroots engagement, commitment, authenticity, communion, intimacy, resourcefulness, skillfulness, and it requires scale. Large scale change starts with a single individual, and when we weave together our collective fabric of multifaceted talents and visions, the impact is ever-greater. Scale is the intelligent aggregation of millions of grassroots manifestations of impact. It requires access to a networked global community, facilitation across multiple stakeholders, rigorous data management, and established transparency tools for the marketplace. Fortunately, we at Savory Global have spent more than a decade

building such a resilient and beautiful system, a system that, when managed holistically, spins like a flywheel of positive change. More is required from us all in these crucial times.

Dear friends and partners, we have landed impact together across thousands of hectares and communities around the world, learning, giving, trusting... igniting and nurturing uncharted paths, collaborations, and innovations. So we continue to do our work providing resources, connections, and support to enable each individual and community to land impact wherever they live, so they can do their part in imagining and shaping a more beautiful world.

“Let’s together weave and dwell in a more beautiful story. A more beautiful tapestry of possibilities. Let’s use our finest, most diverse, most powerful, most cherished threads. Threads filled with integrity. With honor for the land, and the waters and air. And all their living beings, including us. Threads that honor place and culture and community. The feminine, the old and wise, the young and vibrant. Threads filled with sparkles of hope, curiosity, inspiration, and love. Let’s witness the beautiful fabric of healing that emerges!”

With Love,



Letter From Our President



It has been a memorable year in which a minute virus taught us that we humans are one species, with one home or habitat, and operating in a global economy that is dependent on a well-functioning ecosystem.

Despite the global lockdown of early 2020, collaboration within our global network of Hubs, Accredited Professionals, Regenerating Members, and corporate and institutional partners has only strengthened. Together we have increased public awareness of the enormous role mainstream agriculture plays in climate change. Those efforts had a boost from the release of two documentaries in September - Kiss the Ground and Return to Eden. Thanks to all of us, literally millions of people are now talking about regenerative agriculture and the importance of healthy, living, soils, healthy ecosystem processes, and effective rainfall, and the essential role of livestock in regenerating soils and stabilizing climate change. And this year, many, for the first time, understood that for agriculture to be regenerative its management has to be holistic.

In the end, it is our management of not just agriculture but of all our resources, that has to be holistic, particularly the decision making that determines what actions or practices we use to create the results we want.

Making decisions within a holistic context enables us to overcome most of what ails us because we are then identifying the actions and practices that are socially, economically, and environmentally sound for us and the long term. This means during the coming year, we will be sharpening our teaching about decision-making in management. I believe without any doubt that the fate of future generations and civilization as we know it hangs on this issue - clarity about what it is in management that is causing climate change and how relatively simple it is to address that through our work.

I continue to feel optimistic, in an increasingly confused and conflict-driven world, that we are approaching a tipping point; the demand for what we offer is about to increase exponentially. I remain deeply grateful to our community of collaborating individuals and organizations for caring so deeply and committing fully to making a difference through our incredibly important work. Let us do our utmost to keep building on this year's remarkable progress and make the coming year a turning point for team humanity.

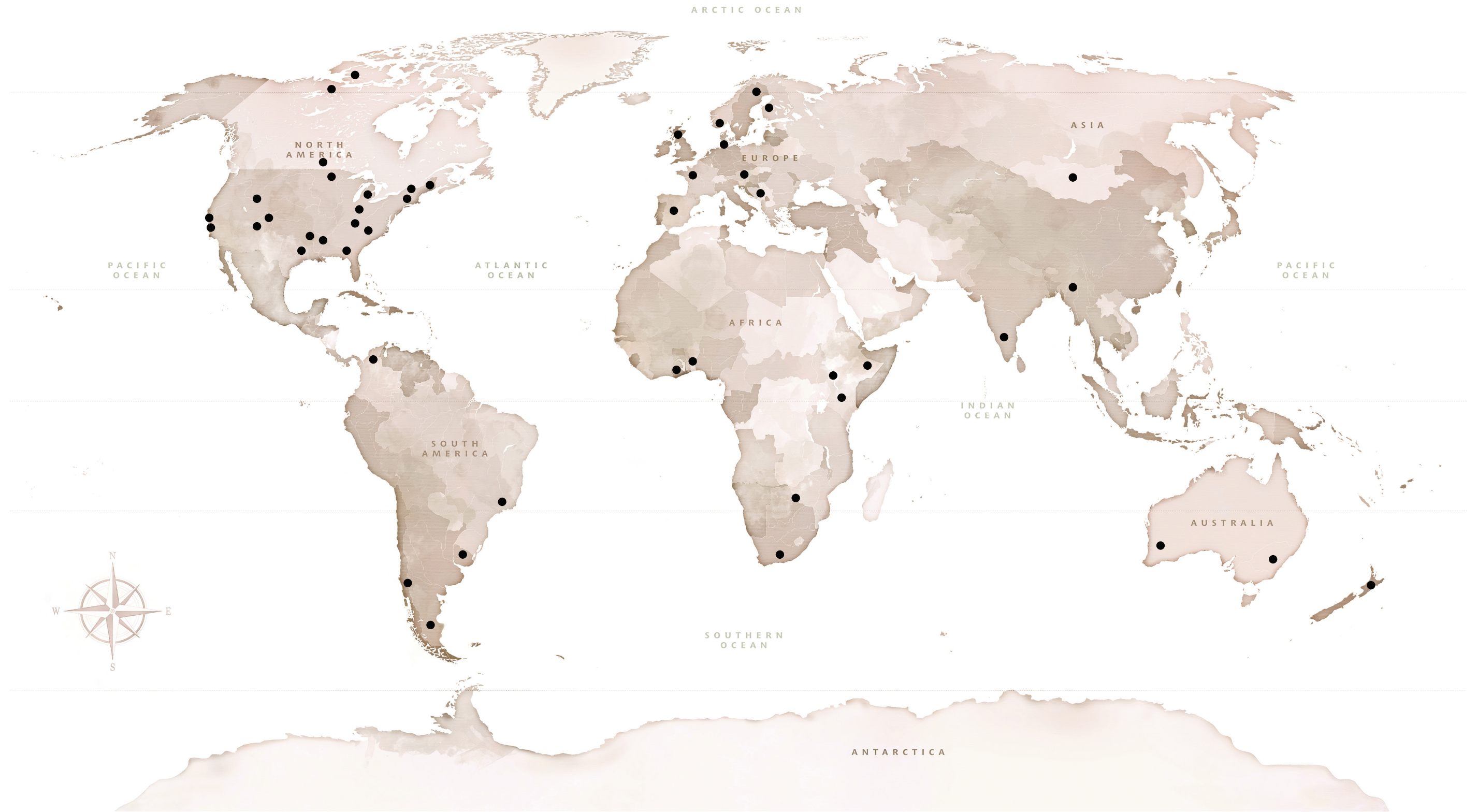
Yours,



“I believe the situation we are facing—and I’m not exaggerating—is greater and more dangerous than all the wars humanity has ever fought. The right policies are going to be essential, as are practices on the ground if we are to have a chance of saving civilization.”

ALLAN SAVORY, ANNUAL E. F. SCHUMACHER LECTURE

Savory Global Network





GRASSLANDS LLC | NEW ZEALAND

/NET · WORK/

A group of people who exchange information, contacts, and experience for professional or social purposes.

/SAVORY · NETWORK/

A group of changemakers who exchange information, contacts, and experience and work together for the common purpose of healing the Earth and all its inhabitants, through Holistic Management.

Boots on the ground, implementation partners, flywheels of impact, influencers, solutionaries... Savory Hubs are unique manifestations of their visions and their models for impact in their regions. We work together to heal the Earth, to bring back life to landscapes, opportunities to communities, and value to citizens. Our extensive training in Savory Holistic Management and EOv, immersion in Savory Holistic Business Design Lab and Activation Pathway, and engagement in Land to Market makes accredited Hubs uniquely equipped and positioned to serve their regions. A global cadre of over 130 accredited professionals work with Hubs who are training and supporting farmers, ranchers, and pastoralists to regenerate the land and measuring outcomes. This community of change-makers around the world affects positive, lasting change globally through their collective action.

47 HUBS STRONG & GROWING

12,645 PEOPLE TRAINED

13,375,000 HECTARES INFLUENCED
33,050,000 ACRES



P. PRAKASH | MONGOLIA



GUILLERMO FERNANDEZ | CHILE



INAC | URUGUAY

ACCREDITED HUBS

3LM | United Kingdom · Africa Centre for Holistic Management | Zimbabwe · Agropecuaria Fleta | Brazil · Anadolu Meralari | Middle East · Arizona Savory Hub | Arizona, USA · Ata Land | New Zealand · Australian Holistic Management Co-Operative Limited | Australia · Ayshire Farm | Virginia, USA · Cabriego LLC | Missouri, USA · Carbon Synch | Australia · Coldharbour Institute | Colorado, USA · Combating Poverty and Climate Change Foundation | Pakistan · Double P Ranch | Oklahoma, USA · Efecto Manada | Chile · German Hub for Land Regeneration | Germany · Grassfed Sustainability Group | Texas, USA · Inversiones Las Carolinas | Colombia · Jefferson Center for Holistic Management | California, USA · Juntas Arreglamos la Biofere | Spain · Mara Training Centre | Africa · Michigan State University | Michigan, USA · Nordic Savory Hub | Norway · Northern Farm Training Institute | Canada · OVIS XXI | Argentina · Prairie Pastures | Canada · Singing Pastures | Maine, USA · South Africa Savory Hub | South Africa · Stonewall Farm | New Hampshire, USA · Thousand Hills Cattle Company | Minnesota, USA · White Buffalo Land Trust | California, USA · White Oak Pastures | Georgia, USA

IN TRAINING

Boot Ranch LLC | Wyoming, USA · Community Integrated Development · Association of Ethiopia | Ethiopia · Croatian Regenerative Agriculture Center | Croatia · Gonne Girls Farm | France · Heifer USA | Arkansas, USA · Holistic Organic Life Denmark | Denmark · Invenire | Finland · Pampa Oriental | Uruguay · Remeny Farm | Hungary · Robinia Institute | Virginia, USA · Savannas Brazil Hub | Brazil · Studio Hill Farm | Vermont, USA · Tyner Pond | Indiana, USA



MANN | PATAGONIA



GUILLERMO FERNANDEZ | CHILE



B. SHELTON | SENEGAL

Ecological Outcome Verification (EOV)

263 LANDBASES VERIFIED

740,000 HECTARES
1,828,500 ACRES



LAND REGENERATION

eat **IT**
WEAR
REGENERATE

CONSUMER DEMAND FOR
REGENERATIVELY-SOURCED
PRODUCT GROWS

How it Works



FARMERS & RANCHERS
RECEIVE ECOLOGICAL
OUTCOME VERIFICATION



BRANDS/RETAILERS ACCESS
VERIFIED REGENERATIVE
SUPPLY

Land to Market

Savory Institute's Land to Market™ program, deployed by the Savory Global Network, is the world's first and most authentic outcome-based, verified-regenerative sourcing solution for meat, dairy, wool, leather, and ecosystem services. Land to Market™ connects conscientious brands, retailers, and consumers directly to supply derived from land that is verified to be regenerating



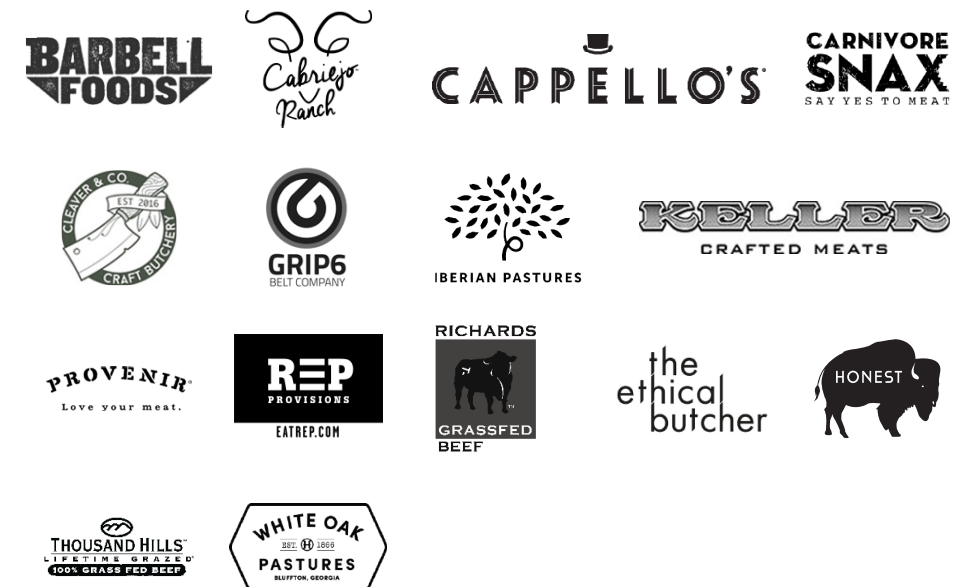
J. PERKINS | THOUSAND HILLS

We are proud and grateful to be partnering with the following companies, who are sourcing raw materials for their products from the regenerative farmers and ranchers served by the Savory Global network.

FRONTIER FOUNDERS



MARKET PARTNERS



GROW TOGETHER



OTHER GREAT PARTNERS

HD WOOL · EREM · HAVSTAD LUGGAGE

A SPECIAL **THANK YOU** TO THE HEALY FOUNDATION FOR THEIR UNWAVERING SUPPORT OF LAND TO MARKET



E. HAVENS | PATAGONIA



E. HAVENS | PATAGONIA

EILEEN
FISHER

“It’s no longer enough to do less harm. We want to make clothes in a way that actually makes things better.”

EILEEN FISHER



TIMBERLAND



“Regenerative Agriculture presents a powerful opportunity to go beyond simply minimizing our impact, to actually create value and have a net positive effect for the land and the farmers. Timberland is incredibly excited to be partnering with the Savory Institute to drive real and meaningful change.”

COLLEEN VIEN, TIMBERLAND DIRECTOR OF SUSTAINABILITY



J. PERKINS | THOUSAND HILLS

Savory International Campuses

for the study and practice of Holistic Management

A unique opportunity to rethink and explore innovation at the intersections of agriculture and wildlife conservation; soil health, food and climate; education and entrepreneurship.



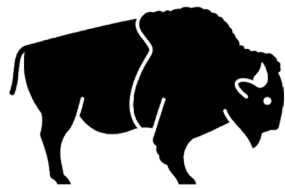
During the past year all accommodation and training areas in our International Campuses have been upgraded for our official launch in 2021.



Dimbangombe Ranch Zimbabwe

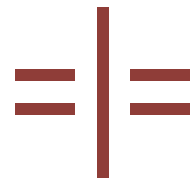
The 3,200-hectare Dimbangombe Ranch, near Victoria Falls, is living proof of the effectiveness of Holistic Management and Holistic Planned Grazing. It is home to a large wildlife population, a mixed herd of cattle and goats, and an ever-improving landscape. The Campus hosts training programs for Savory Hub leaders and Professional network, community leaders, NGO staff, and policymakers every year.

The programs use the curriculum developed with Savory Institute to address the specific needs and context of subsistence farmers living and grazing on communal lands.



West Bijou Ranch USA

The 3,100-hectare West Bijou Ranch, near Denver, CO, is a recent addition to the Savory Institute's assets. Holistically managed, the ranch is home to a herd of 250 bison and a thriving wildlife population. The Campus hosts training programs for Savory Hub leaders and Professional network, internships and school visits, and research studies with partners such as Denver Museum of Nature and Science, The National Western Center, and The Nature Conservancy.



IMPACT LANDED



Regenerating Earth, Communities, & Climate

Using emergent facilitation, holistic design, high-risk short pilots, deep experiential learning, outcomes measurement, and market differentiation, Impact Landed brings decades of experience, a robust scientific backbone, and a global implementation network, in a turnkey solution that activates effective and authentic pathways for multi-stakeholder engagement and transformation, to ignite beautiful grassroots projects around the world.

IL works in close collaboration with Land to Market, creating market pull for the products, services, and ecosystem services coming from these healed lands.

THIS PAST YEAR
WE HAVE STARTED **3** NEW AUDACIOUS
PROJECTS

IN **3** CONTINENTS, ADDING
TO OUR PORTFOLIO OF
EXPERIENCES & ALLIES.



ADRA

P. FASSINA | MONGOLIA



IMPACT LANDED

Monogolia

Weaving back the social fabric of Mongolian herders while regenerating land and livelihoods.

10,000 STARTING FOOTPRINT OF REGENERATION

1,000,000 GOAL



IMPACT LANDED

Brazil

Kickstarting the biological diversity of the grasslands, designing silvopastoral models in the ecotones, and **staying out** of the rainforest so it can regenerate. Holistic design for regenerating land, people, and climate.

24,000 STARTING FOOTPRINT OF REGENERATION

1,000,000 GOAL



IMPACT LANDED

Global EverGreening Alliance

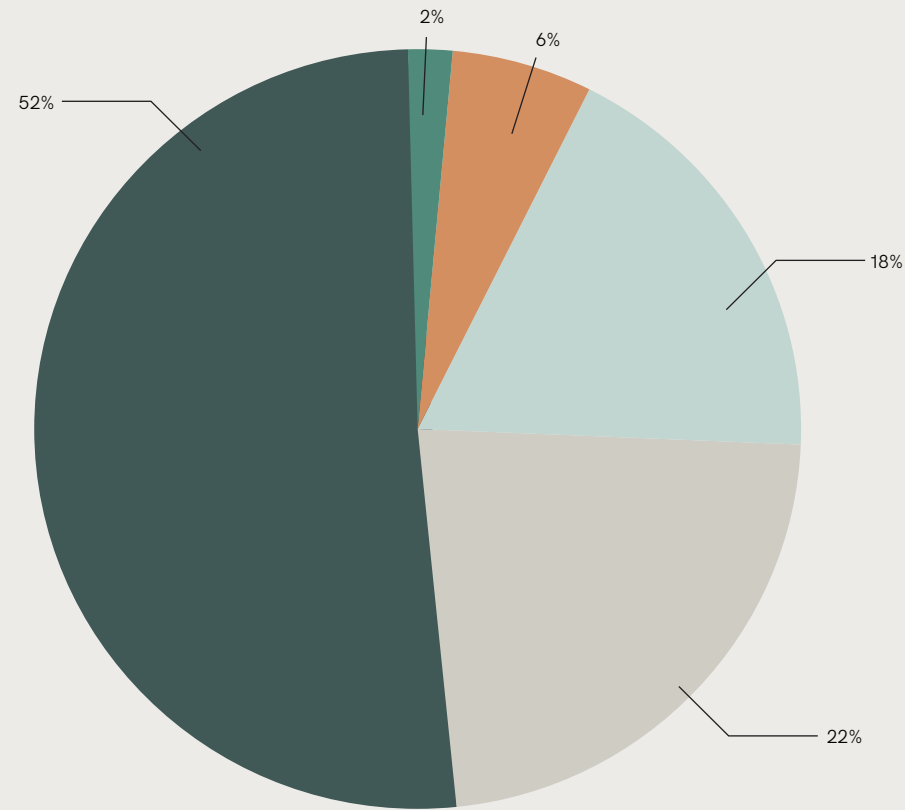
We have joined forces as an implementation partner to help restore degraded land worldwide and make the Alliance's goal a reality. Starting with Hubs in Australia, Brazil, Mexico, and several African countries, we lend knowledge, expertise, and skillful boots on the ground to land impact, regreen, and cool down.

2019

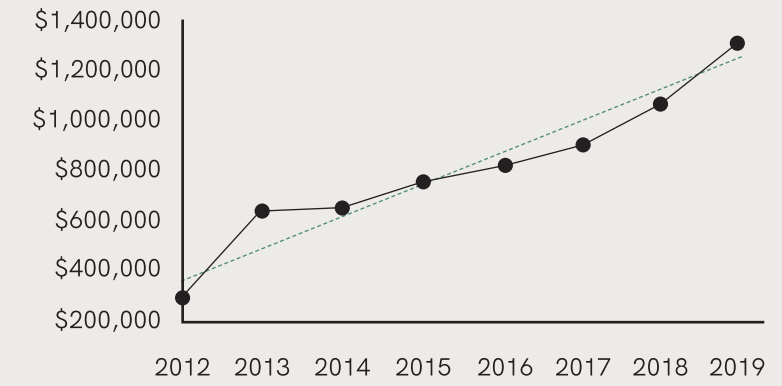
Financial Statements

Revenue

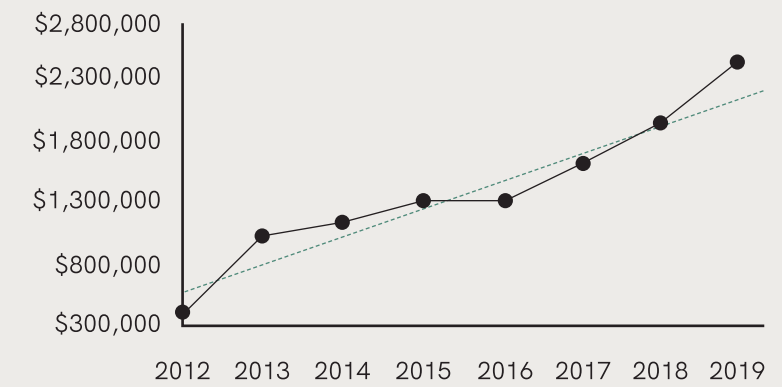
- DONATIONS & GRANTS
- TECHNOLOGY PLATFORMS
- SPECIAL PROGRAMS
- CORPORATE PARTNERSHIP
- NETWORK PROGRAMS



Donations

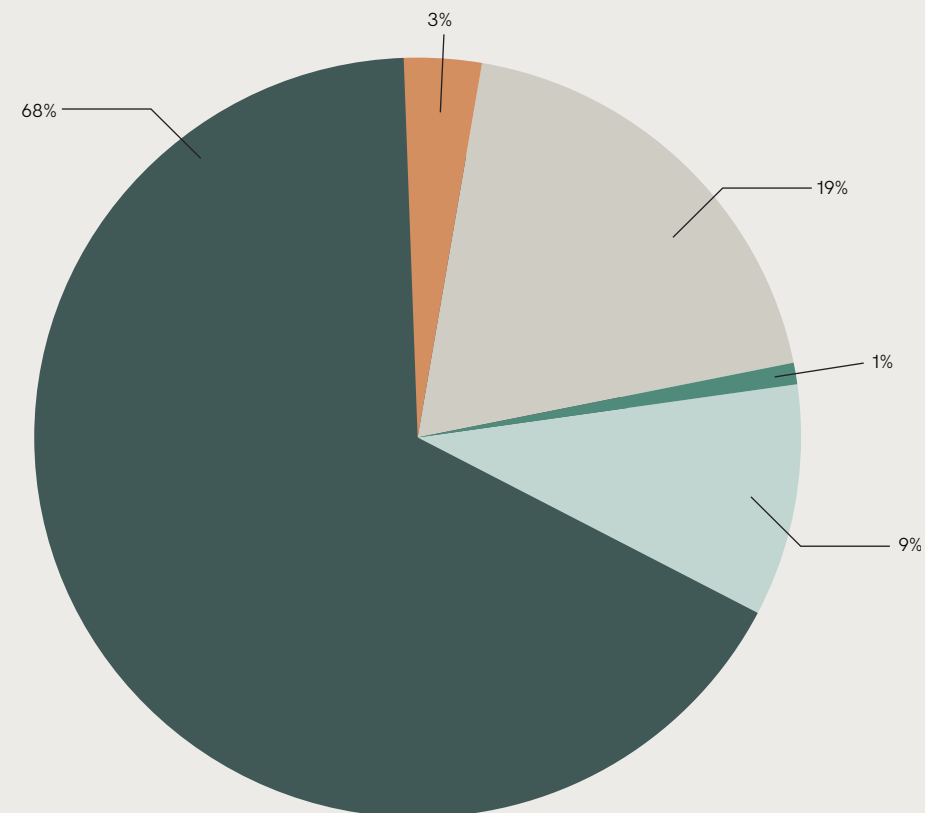


Total Income

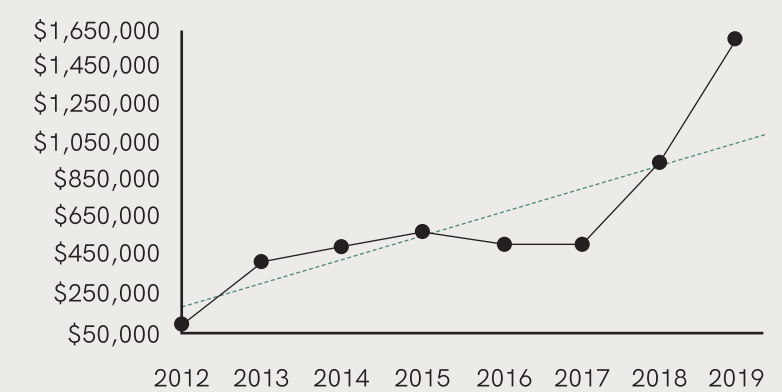


Expenses

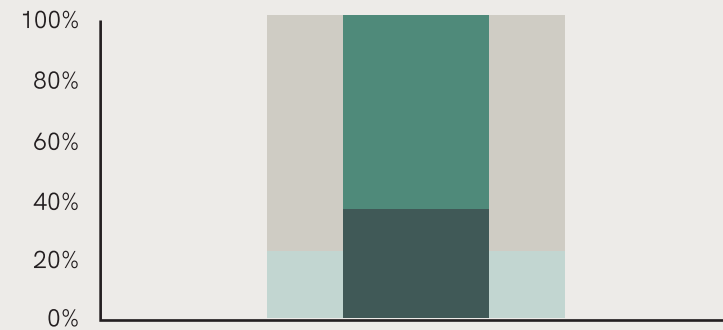
- DONATIONS & GRANTS
- TECHNOLOGY PLATFORMS
- SPECIAL PROGRAMS
- ADMINISTRATION
- FUNRAISING



Earned Income

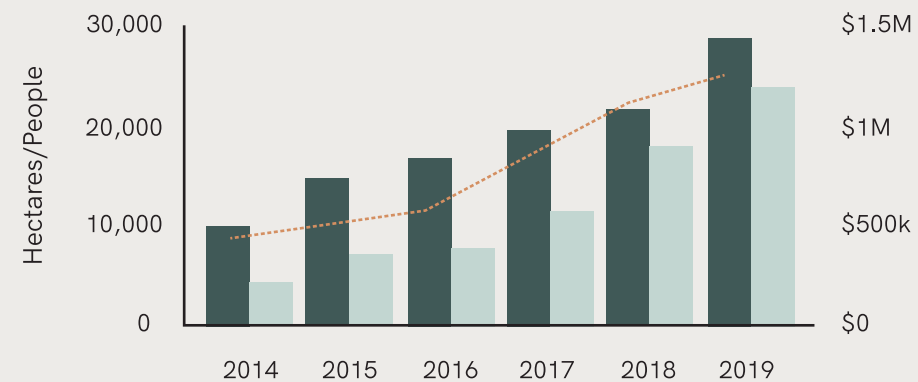


2019 Fiscal Year | Overview



- Earned Income | \$1,092,392
- Grants & Donations | \$1,826,890
- Admin Expenses | \$521,464
- Mission Direct Expenses | \$1,836,758

Impact Data



- Hectares Influenced
- People Trained
- Donations

Assets

Cash & Cash Equivalents	203,765
Receivables	214,688
Prepaid Expenses	33,225
Investments	2,281,884
Other Assets	4,507
Net Property & Equipment	4,841,945
Total Assets	\$7,580,014

Liabilities & Net Assets

Accounts Payable	123,812
Notes Payable	162,704
Accrued Liabilities	50,330
Deferred Revenue	26,425
Total Liabilities	\$363,271

Net Assets

Unrestricted	5,192,370
Temporarily Restricted	2,024,373
Total Net Assets	\$7,216,743
Total Liabilities and Net Assets	\$7,580,014

Thank You.

Our deepest gratitude to our hundreds of donors and partners in arms, whose support, confidence, and trust in our work makes it all the more meaningful. We could not do our work without you. Your gift brings life and health back to landscapes and communities. We anticipate their renewed abundance will bring joy and hope back to you, as it does to all of us at the Savory Institute.

CORNERSTONE

EARTH (\$500,000+)

Ronald B. Rankin Philanthropic Fund

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

Healy Foundation

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

Anonymous

Dakota Charitable Foundation

HERO

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

Tides Foundation

John Fullerton

Records-Johnston Family Foundation, Inc.

GRAZER (\$1,000 - \$9,999)

Piton Foundation

Willem van Aalst

Victor Woo

Red Stone Farm

The Stone Family

American Outdoor Products

Yu Wu

Western States Ranches

Katherine Collins

Launce & Isabella Gamble

Andres Ferrate

Angela Alt

Gerilyn Burnett

Vital Farms

Durham Ranch

Megan Savory-Davis

Fred and Julianne Mucha Gift Fund

Samuel Bingham

Howard Morrison

Peter Boerma

Adam & Lola Danforth

Susanne Nagel

Joshua and Jane Grizzle

Martin and Peggy Carlson

Theresa Cohen

Bristol Surprise Gifts Fund

Piton Foundation

Troy Foundation

