

PROPAGATION

Savory Institute

IMPACT REPORT 2020-2021



PHOTO BY: ETIENNE OOSTHUIZEN



PHOTO BY: ESTHER HAVENS

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Letter From Our CEO

Propagation. You may wonder why. Many of the answers will fully unfold in 2022. Propagation is defined as “the action of widely spreading and promoting an idea or theory”. We have been working at Savory Institute for over a decade to spread Savory’s Holistic Framework into global consciousness to live in harmony with each other and the Earth. We equipped and nurtured a global network that supports land stewards to heal the Earth. We designed innovative programs that were beautifully and organically implemented across this network to reach far and wide, and we were rewarded with meaningful, authentic outcomes. We used the best relevant science to inform all aspects of decision-making, from land management to food and fashion purchasing decisions. As you read this report you will learn about the awe-inspiring and consistent progress we have experienced globally. And opportunities for 2022 promise to be even more copious. And we are ready to harness the power of our legacy work to make the best out of these opportunities in support of our global mission.

Following Nature’s wisdom and regenerative design principles, we want to continue spreading and promoting Holistic Management and our programs and to, simultaneously, propagate structures that will enable the best manifestation of our work. Structures that are nodal, agile, needed, and that allow fresh and context-relevant infusion of ideas, leadership, and resources, keeping our interdependent teams working together yet untethered in our unique journeys and wholes under management.

The emergence of a distributed structure design will include the Savory Institute proper with its two International Campuses in USA and Zimbabwe, the Savory Global Network, Land to Market, Impact Landed, and the Savory Foundation. Read on and begin imagining the propagation of this ecosystem... flywheels of impact, synergizing in collaborative symbiosis.

Stay tuned!

Daniela Ibarra-Howell



Savory Global Network





Evolution of the Network

FROM ABBEY KINGDON-SMITH
SAVORY GLOBAL NETWORK COORDINATOR

THE SAVORY GLOBAL NETWORK, AT THE CLOSE OF 2021, IS 52 SAVORY HUBS STRONG. THE ACCREDITED PROFESSIONALS ROSTER GREW TO 160 THIS YEAR.

The growth in the network is accelerated by alignment and clarity within the network—we’ve never been more clear on who we are, how we engage with each other, and what we need to do in order to reverse desertification and regenerate the world’s grasslands. We work at the pace of trust, taking the time to build relationships with one another, create safe environments where vulnerability, creativity, openness and honesty are invited—and show up.

Our health and growth as a network is influenced by both the global pandemic and the regenerative movement in addition to our inner maturity as a network. In response to global pandemic restrictions on travel and group gatherings, we shifted all our hub trainings to a virtual setting in 2020 and continued with this format in 2021. It was a steep learning curve for the Savory Institute team focused on programs and trainings, but we all were rewarded for our timely action.

During these two years, the desire to be connected to each other, to feel hopeful, energized and effective grew stronger and stronger in the network. Virtual gatherings allowed us to stay connected—and keep focused on our work. And most importantly, energized to do our work in our region of the world, through our connection to each other.

In a recent virtual design lab session, the Savory Hub candidate team from Ecuador said to the hub cohort and Savory Institute facilitators, “When we see you all, we are going to give you a big hug, so be ready.” Everyone laughed, smiled, teared up a bit at the idea of actually being in person together, and then my whole Zoom meeting screen was filled with heart icons—the whole group sending love virtually to each other. We are in such different places in the world, and yet deeply connected through our shared values, our commitments to the planet, and future generations.

In this cohort of new hub leaders, there are people from Israel, Kansas, Montana, Ecuador, Chile, Brazil and Turkey. They are supported by global network trainers and mentors from South Africa, the United Kingdom, Turkey, California and Colorado.

New hub leaders are supported by mentors, who are seasoned hub leaders in the global network. After 16 weeks of a virtual design lab together, we feel like family. As we plan 2022, we look forward to a hybrid of virtual and in person gatherings to keep the best of virtual (accessibility, convenience, connection) and revitalize the life-giving experience of learning and sharing in person.

Our work in the next year is to continue the healthy growth of the network, stay focused on the key principles of Holistic Management so as to not lose our way in the rapidly changing and potentially greenwashing space of the regenerative movement, and grow the Savory Global Network family at the right time, in the right way (through deep relationship) to create the capacity for leading change, and transformation in our world.



PHOTO BY: A. MILLER

Savory Global Network

52 HUBS STRONG & GROWING

160 ACCREDITED PROFESSIONALS

14,108 PEOPLE TRAINED

15,927,769 HECTARES INFLUENCED
39,358,374 ACRES



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
- GRASSFED SUSTAINABILITY GROUP | TEXAS, USA
- HEIFER RANCH | ARKANSAS, USA
- HICKORY NUT GAP FARM* | NORTH CAROLINA, USA
- HOLISTIC MANAGEMENT CANADA | MANITOBA, CANADA
- JEFFERSON CENTER FOR HOLISTIC MANAGEMENT | CALIFORNIA, USA
- KALONA SUPER NATURAL* | IOWA, USA
- MICHIGAN STATE UNIVERSITY | MICHIGAN, USA
- PARADISE VALLEY FOOD AND AGRICULTURAL CENTER* | MONTANA, USA
- ROBINIA INSTITUTE (TIMSHEL PERMACULTURE)* | VIRGINIA, USA
- SINGING PASTURES | MAINE, USA
- ST. BRIGID'S DAIRY LTD.* | ONTARIO, CANADA
- STONEWALL FARM | NEW HAMPSHIRE, USA
- STUDIO HILL FARM* | VERMONT, USA
- TALLGRASS NETWORK* | KANSAS, USA
- THOUSAND HILLS CATTLE COMPANY | MINNESOTA, USA
- TYNER POND* | INDIANA, USA
- WHITE BUFFALO LAND TRUST | CALIFORNIA, USA
- WHITE OAK PASTURES | GEORGIA, USA

**in training*

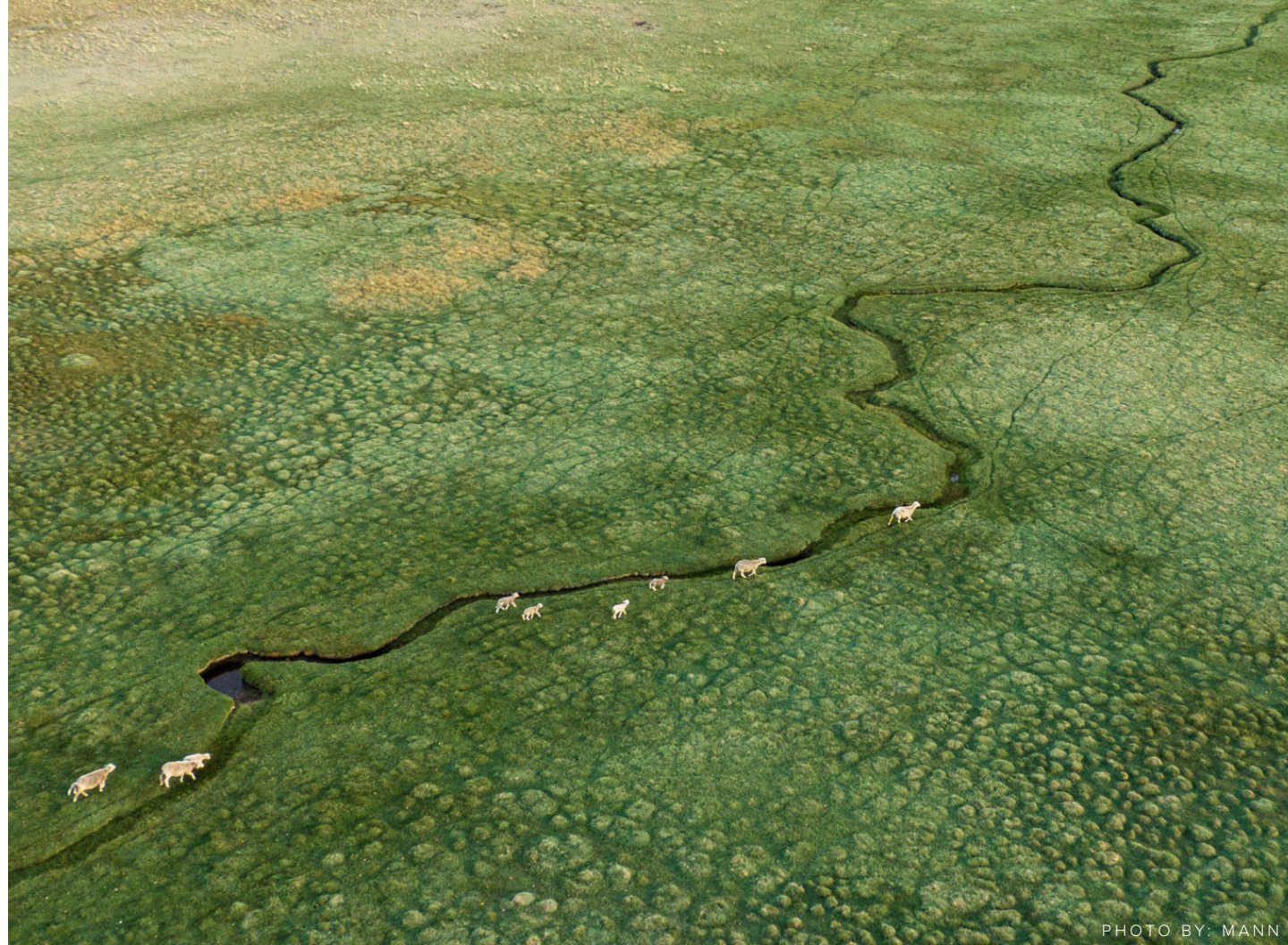


PHOTO BY: MANN



PHOTO BY: ESTHER HAVENS



South America

- AGROPECUARIA FLETA | BRAZIL
- CENTRO PARA LA GANADERÍA REGENERATIVA, CEGARE* | COSTA RICA
- EFECTO MANADA | CHILE
- GANADERA URUGUAYA S.A.* | PARAGUAY
- INVERSIONES LAS CAROLINAS SAS | COLOMBIA
- OVIS XXI | ARGENTINA
- PAMPA ORIENTAL | URUGUAY
- REGENERATIO (SAN SEBASTIÁN FARM)* | ECUADOR
- SAVANNAS BRAZIL HUB* | BRAZIL

**in training*



Europe

- 3LM | UNITED KINGDOM
- ALEJAB | SPAIN & PORTUGAL
- CROATIAN REGENERATIVE AGRICULTURE CENTER | CROATIA
- GERMAN HUB FOR LAND REGENERATION | GERMANY
- GONNE GIRLS FARM* | FRANCE
- HOLISTIC ORGANIC LIFE DENMARK* | DENMARK
- INVENIRE* | FINLAND
- LAGHUM SERVICE | SWEDEN
- REMENY FARM* | HUNGARY

**in training*



Africa

- AFRICA CENTRE FOR HOLISTIC MANAGEMENT | ZIMBABWE
- MARA TRAINING CENTRE | KENYA
- MITONGWE WOODLAND RESERVE AND CHISOMO TRAINING CENTER* | MALAWI
- TRUQUEST | SOUTH AFRICA

**in training*



Asia & Oceania

- ANADOLU MERALARI | TURKEY
- ATA LAND | NEW ZEALAND
- AUSTRALIAN HOLISTIC MANAGEMENT CO-OPERATIVE LIMITED | AUSTRALIA
- CARBON SYNC (INTUIT EARTH) | AUSTRALIA
- COMBATING POVERTY AND CLIMATE CHANGE FOUNDATION | PAKISTAN
- MEVO HAMA* | ISRAEL

**in training*

Why Regenerative Agriculture Must be Measured

BY CHRIS KERSTON
CHIEF COMMERCIAL OFFICER, LAND TO MARKET

The natural and organic movement has been the nexus for many elevated claims, but most notably the intersection of human health and environmental impact. The data around the human health component is becoming higher resolution and more widespread, and most of you reading this are probably already of the mindset that making better choices about what we eat and wear can scale up environmental impact to save the planet. But how exactly does that happen, to what degree is it occurring and is it being optimized?

Civilization, at least as we know it, is running out of time; the United Nations stated in 2014 that at current rates of soil degradation and erosion there are only 60 harvests left. Humans have an affinity for procrastination; we are in essence facing the biggest exam of our existence. The test is tomorrow morning and we have no other choice than to start cramming right now in order to get a passing grade.

Simultaneously, natural and organic categories are reaching positive tipping points, becoming more mainstream all the time. These new phases of growth, wider distribution options and increased consumer engagement usher in new paradigms and opportunities. When it comes to how environmental impact and soil stewardship are part of the solution, up until now, most of this discussion has been based on general assumptions or low-resolution modeling. There is an opportunity at hand to change that—to scale the measuring of environmental impact at the farm level. The old adage of “what gets measured gets managed” is just as true here as it has ever been. With measurement we can optimize and that makes our movement incredibly well-positioned for the future.

WHAT IS REGENERATIVE AGRICULTURE?

This new chapter that we are embarking upon is most well-known by the name “regenerative agriculture.” Regenerative is a synonym for net positive. So, when

we’re talking about regenerative farming or ranching, we’re talking about mimicking nature to steward positive environmental outcomes while still producing the high-quality food and fiber that society needs. Warning: The next two paragraphs get borderline nerdy for just a minute. Buckle up, we’ll be fine!

There are many environmental benefits from regenerative agriculture, but from a climate change perspective specifically, regenerative is based on the notion of “drawdown.” At the simplest level, there is too much carbon dioxide (CO₂) in the atmosphere. The gas traps heat and is one of the greenhouse gases (GHG’s) causing climate change. The part that often doesn’t make it into the broader zeitgeist is that we already have 416 ppm of CO₂ in the atmosphere and scientists widely agree we need to be below 350 ppm; some say as low as 280 ppm. So, if we stop burning all fossil fuels today, we’re still totally screwed, climate change is already baked in. If you, like me, just hearkened back to an image of Al Gore on his scissor-lift, back in 2006 when CO₂ levels were ~380 ppm, guess what—you’re on an even sicker planet than we were back then and we’re probably getting old. Sorry, who invited the bad news fairy anyways?

The key takeaway is that we need to stop burning fossil fuels and we need somewhere else to put these legacy carbon compounds already in the atmosphere. Incredible amounts of money are being spent on carbon capture technologies that can essentially vacuum the carbon out of the atmosphere. However, these are new and unproven technologies with many barriers to scale. Nature already has a scalable mechanism for this process; it’s called photosynthesis. That equation we all learned in high school biology, that no one can ever seem to remember, is probably the most important thing to the future of our existence. Plants, through the power of sunlight, are able to take carbon dioxide out of the atmosphere, combine it with water (H₂O) in the





soil and make carbo-hydrates. These carbohydrates form the basis of all soil organic matter. There is a whole economy of carbon trading that scientists are just beginning to understand and these organic matter compounds are the currencies. These carbohydrate-based particles are also your smallest structures in the soil and thus have the most surface area to hold on to more water. When you have more water available in an ecosystem, it can support more biodiversity.

BARE GROUND IS PUBLIC ENEMY NO. 1

Bare ground or exposed soil does not support photosynthesis. There are no plants present to capture the sun's energy or roots to cycle minerals below ground, and the soil is left prone to wind and water erosion. Eventually, bare ground crusts over, which drastically decreases its ability to infiltrate water, and there is no supporting habitat for biodiversity. Instead, the thermal mass of the soil holds onto even more heat from the sun, further contributing to warming. Every time you see bare soil you are witnessing a missed opportunity to use photosynthesis to help reverse climate change.

REGENERATIVE 'PRACTICES' ARE NOT THE ANSWER

Almost every brand we talk to at Land to Market starts the conversation by wanting to know the list of "regenerative practices." Hopefully this doesn't burst any bubbles, but there aren't practices that are inherently regenerative or those that aren't. Regenerative is an outcome. It turns out, the nuance of which practices to implement on which properties matters—a lot! It's part of human nature to want formulas, panaceas, recipes, silver bullets, easy buttons, a laundry-folding machine (or maybe that one is just me). The reality is that it just isn't that simple.

Managing land to achieve net positive results is a bit like managing a business to become profitable. In fact, those who come from a triple-bottom-line perspective would point out that regenerative agriculture is actually talking about environmental "profit." Every business uses different formulas and recipes, but good businesses use KPIs to track whether the formula or recipe is right for their business. You've never heard businesses touting the profitability practices that they implement. Like businesses, agriculturalists operate on principles, things such as preventing bare soil. These principles act as a guide, but there are no silver bullets that say how exactly the farm should prevent exposed ground on their operation. Understanding and actually embracing the nuance of the specific context is critical to filtering what strategies to try first.

A practice will certainly not produce the same outcome in different environments across the country, and some may not even apply across fence lines between neighbors. Just like with a business, you have to: proactively plan, set up feedback loops and KPIs,

adjust accordingly and continue to optimize.

FARMERS AND RANCHERS ARE THE SOLUTIONAIRES

Unfortunately, we live in the most ecologically illiterate society of all time. There is still so much to learn and even relearn. When it comes to understanding the context and embracing the complexity of a piece of land, who better to do that than the farmer? They know their land and they're frustrated by the idea of folks in far-away places telling them what they should be doing differently. The world is waking up to the reality that healthy soil can be part of the solution to so many of the world's greatest challenges: climate change, world hunger, water insecurity and struggling rural economies. But for all of human history, farmers have been generally seen as less intelligent and relegated to the peasant class. We will not solve this problem until we change that perception. We need to collectively ask ourselves where we can empower and support and where we can get out of the way.

EVERYONE CAN BENEFIT

We approach that in multiple ways at Land to Market. We have a scientific protocol, Ecological Outcome Verification, that measures soil health, sequestered carbon, water and biodiversity the same way all over the globe. The data set is broken up into leading and lagging indicators. The leading indicators allow farmers to fine tune their management and optimize outcomes. Those that achieve net-positive results are connected with progressive brands that are making sourcing from regenerative farms and ranches a cornerstone of their business. Doing this cultivates a new data-driven democracy for consumers as well. According to The New Mindful Consumer study by The Innovation Group at J. Walter Thompson Intelligence, 89% of consumers say they care personally about protecting the planet and 70% would be willing to pay more for products that protect the environment. Now, for the first time in history, they can pick up a package and know with empirical data to back it up that a product was grown in a way that improves the environment. This brings new dimensions of possibility to the old cliché of vote with your dollar.

Business can be a force for good, but to deliver on that it needs to prioritize outcomes and play the role of sending the right signals through the marketplace. In an era where brands are being asked to do more impact accounting, set increasingly aggressive CSR targets, align with UN Sustainable Development Goals, etc., established leader brands from the natural and organic space are seeing the opportunity to gain first-mover advantages. Smaller and younger brands are also seeing the opportunity to garner market share by aligning with consumers on a broader array of their values. The time is now, the exam is tomorrow morning and we haven't done too well on previous tests. Let's do this!

Ecological Outcome Verification (EOV)

Ecological Outcome Verification (EOV) is Savory's science-based monitoring methodology that tracks land health trends (carbon, water, biodiversity) and informs management decisions for desired outcomes. EOV data is used to inform management and science development, access market differentiation, and advance policy dialogues.

409 LANDBASES VERIFIED

963,647 HECTARES
2,381,224 ACRES



PHOTO BY: ESTHER HAVENS



“Ecological Outcome Verification (EOV) is a very different kind of program for ranchers and consumers. Unlike many other farm certifications, EOV is a scientific data collection protocol, not a set of required practices. As the science inside the Land to Market Program, EOV measures if a landscape is improving or declining in ecosystem function. This is tracking of regeneration or degeneration regardless of strategies implemented on the land. For people working the land, the EOV data collected has real value by informing whether selected practices are actually accomplishing their intended goals for their land. For consumers, it helps give confidence that the products they are buying played a definitive role in healing land by quantifying the changes over time.

EOV has seen increasing demand and experienced significant growth in 2021. People increasingly recognize the importance of restoring ecosystem health, encouraging biodiversity, and reversing desertification. In the coming years we are excited to continue to scale our program to meet the needs of agrarian communities around the world by deepening our regional and global quality assurance systems and continuing to hone our training and scientific protocols. For the majority of human history we lacked the scientific and technological finesse to understand or track the subtle processes happening in the land around us. What an exciting notion it is that we may be ready to make strides towards better interpreting these eloquent systems and use that information to build towards a better world.”

- KELSEY KERSTON | EOV PROGRAM LEAD, SAVORY INSTITUTE



PHOTO BY: A. MILLER

Land to Market

Land to Market is the world's first outcome-based, verified regenerative sourcing solution for meat, dairy, wool, leather, and ecosystem services. It offers a unique value proposition that is authentic, effective, and scalable. L2M packages the empirical data derived from EOV, connects conscientious brand partners directly to EOV supply, and supports them with education, storytelling, and communications strategies.

60+ PARTNER BRANDS

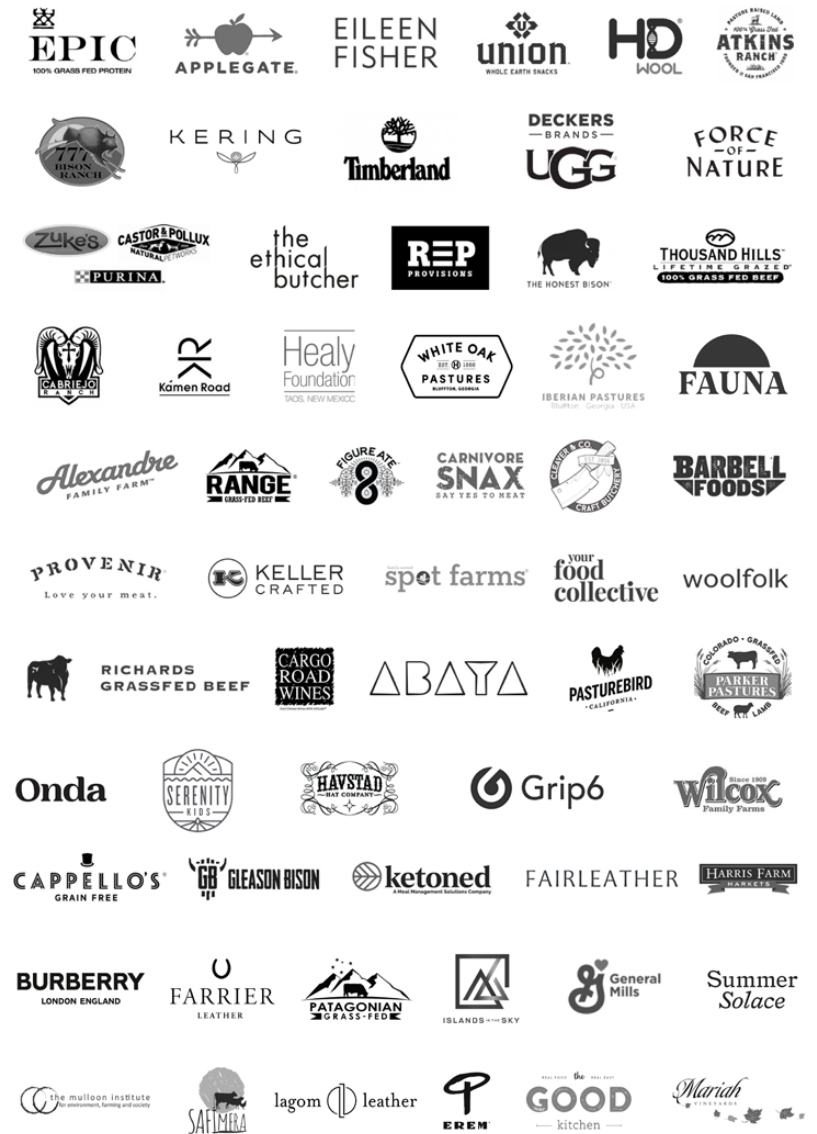
1,000+ PRODUCTS VERIFIED

2+ Million ACRES MEASURED



PHOTO BY: ESTHER HAVENS

Our Brand Members



“A tipping point has been reached for the concept of regenerative agriculture. The world is collectively realizing that good soil stewardship can help solve so many of the world’s biggest problems: climate change, world hunger, water insecurity, and struggling rural economies. It feels like we at Savory Institute have been pushing a boulder up a hill for decades and now it’s tumbling down the other side and we are chasing after it. The demand for Land to Market from the private sector has exceeded our wildest expectations. We sign new brand memberships nearly every week and launch new labeled products continuously. We’re creating demand for the ingredients and materials from farmers who are stewarding their land, providing them with both premiums and new value streams. For the first time in modern history farms are getting paid more for materials like the leather hides coming off their animals. Apparel companies are willing to pay a direct payment to the farmer to acknowledge them for doing things right.

Land to Market facilitates companies utilizing the aggregated EOV data in both their impact-accounting, often used to negotiate better terms

with their financiers about how they are investing to be resilient against climate change, and to better connect with their customers on shared values. First-mover brands in this space are picking up better pricing opportunities, increasing market share, better product placement at retail, and gaining lots of new press. But the ship really hasn’t even left the harbor yet. We have hit some critical tipping points but the demand at the moment is insatiable. The Land to Market team is scaling rapidly and we are building new platforms and processes to be able to support our growing number of brand members making commitments to better sourcing. The world cannot hit the targets it needs to without the marketplace truly being leveraged as a force for good. Backed by outcome-based data, the distributed network of Savory Hubs and educators, and the massive rolodex of farmer relationships that the Savory brand has built over the last 50 years, Land to Market is poised to deliver on that better than anyone else in this space. The time is now and we’re up to the challenge.”

- CHRIS KERSTON AND DAVID RIZZO,
LAND TO MARKET



Savory International Campuses

FOR THE STUDY AND PRACTICE OF HOLISTIC MANAGEMENT

BOTH INTERNATIONAL CAMPUSES WILL BE
OPEN AND RUNNING PROGRAMS IN 2022



PHOTO BY: ETIENNE OOSTHUIZEN



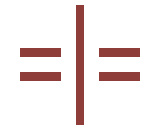
PHOTO BY: A. MILLER

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 500 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

The newest initiative of the Savory Institute.

THIS PROJECT COMES FROM OUR LOVE OF LIFE, OUR LOVE OF LAND, AND OUR DESIRE TO ELEVATE THE LIVINGNESS, BEAUTY, AND COMPLEXITY OF EARTH AND THE WELLBEING OF HUMANITY.



PHOTO BY: BYRON SHELTON



Corporate, charitable, and institutional entities are being called upon to create systemic value: to not only set goals, not only espouse values, not only set principles but to change reality. They are being challenged to skillfully repurpose and channel their resources, talents, and programs directly where they are needed most: on the land—our shared sustaining source—and into the hands of those who care for it.

Impact Landed emerges from the legacy of the Savory Group, its decentralized, regenerative, empowering organizational culture; its ties to grassroots capacity through the global network; and its unique ability to replicate at scale. It strategically positions and deploys Savory's time-tested expertise (Holistic Management), professional network (Hubs and Accredited Professionals), and unparalleled programs (Ecological Outcome Verification and Land to Market), to actuate systemic transformation on a global scale.

Impact Landed acts as the business development, fundraising, and regional capacity-building arm of Savory Institute. It partners with organizations with the fiscal foresight, authentic intention, courage, and physical capacity to affect landscapes at scale, and provides them with a pathway for their intentions and investments to create a lasting impact on the land, in the communities who care for it, and within themselves and their organizations.

Impact Landed Around the World



We have activated 12 new projects in 9 countries around the world in 2021, with anticipated impact over 5 years ranging from 50,000 to 1 million hectares per country.

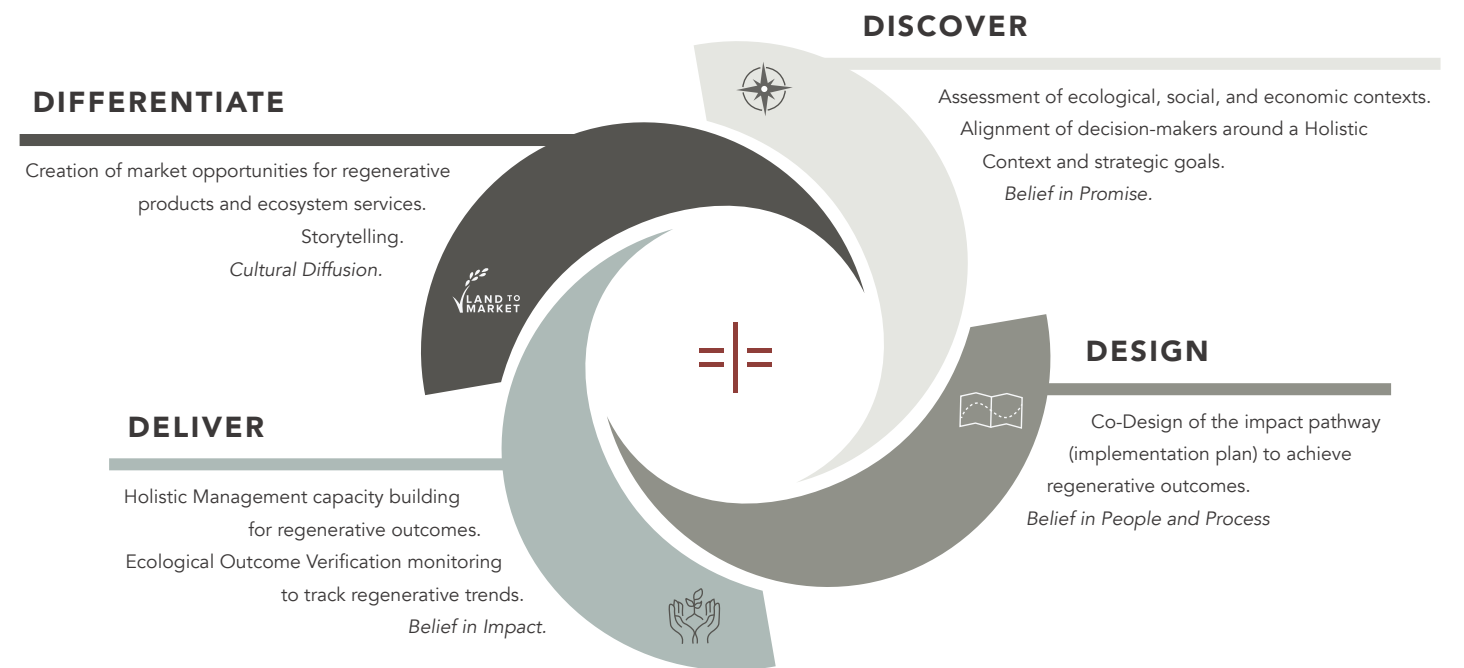
- AUSTRALIA, OCEANIA | 1 PROJECT, 1,000,000 HECTARE IMPACT
- BRAZIL, SOUTH AMERICA | 2 PROJECTS, 50,000+ HECTARE IMPACT
- ETHIOPIA, AFRICA | 1 PROJECT, 500,000-1,000,000 HECTARE IMPACT
- IBERIAN PENINSULA (SPAIN & PORTUGAL), EUROPE | 4 PROJECTS, 250,000-500,000 HECTARE IMPACT
- MONGOLIA, ASIA | 1 PROJECT, 500,000+ HECTARE IMPACT
- NEW ZEALAND, OCEANIA | 1 PROJECT, 1,000,000 HECTARE IMPACT
- NIGERIA, AFRICA | 1 PROJECT, 250,000-500,000 HECTARE IMPACT
- SENEGAL, AFRICA | 1 PROJECT, 250,000-500,000 HECTARE IMPACT

“Impact Landed is deeply rooted in strong grassroots engagement and leadership, context-relevant holistic management training, measurement of outcomes, improved access to differentiated markets, and celebration. When done effectively, the conditions are created that support agricultural communities with a pathway to resilience and economic vibrancy, and our partners with a pathway to meeting their impact goals and commitments—ultimately de-risking capital investment and policy alignment to accelerate systemic transformation and address our global crises.

A positive feedback loop is put in motion, creating a flywheel of empowerment and regenerative outcomes in all aspects of ecological and socio-economic wellbeing.”

- DANIELA IBARRA-HOWELL | SAVORY CEO & CO-FOUNDER

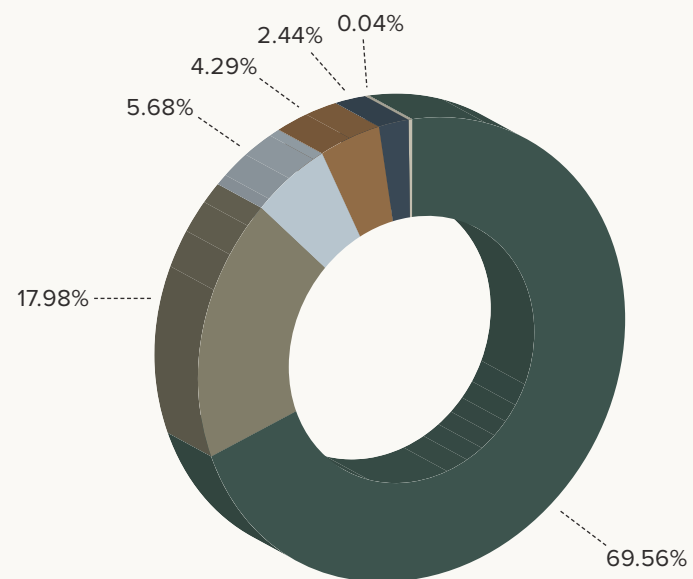
The Wheel of Impact



Financial Statements 2020

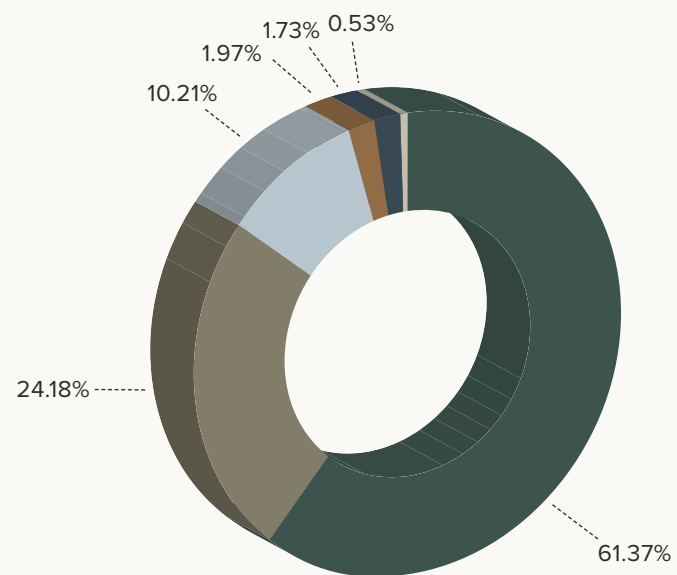
Revenue

- Donations & Grants
- Corporate Partnerships
- Special Projects
- Network Programs
- Technology Platform
- SI Events

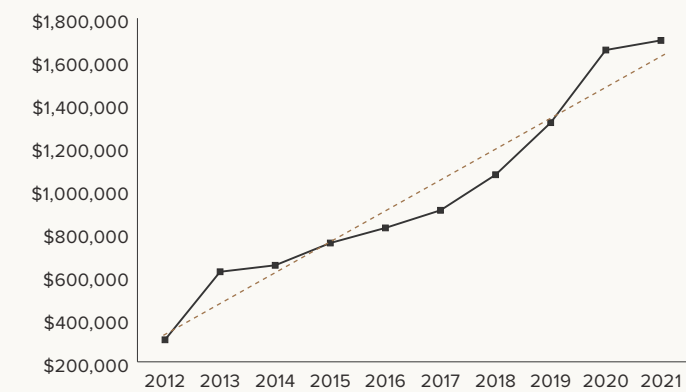


Expenses

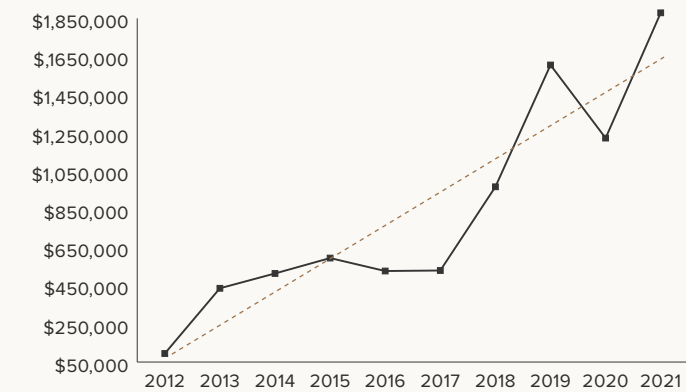
- Network Services
- Administration
- Special Projects
- Fundraising
- Technology Platform
- Workshops & Conferences



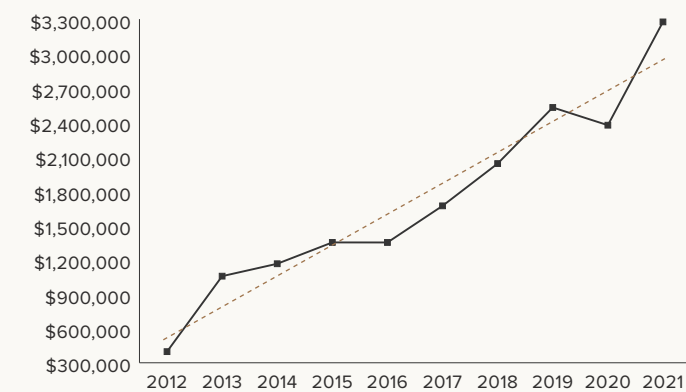
Donations



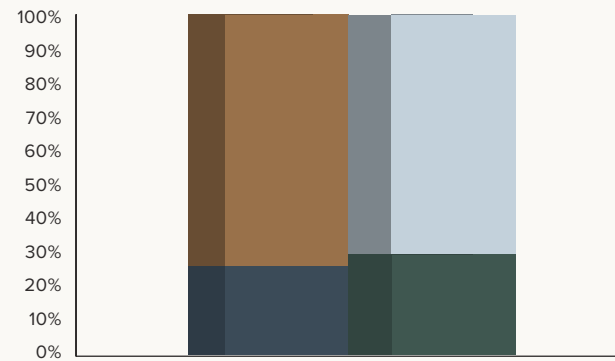
Earned Income



Total Income

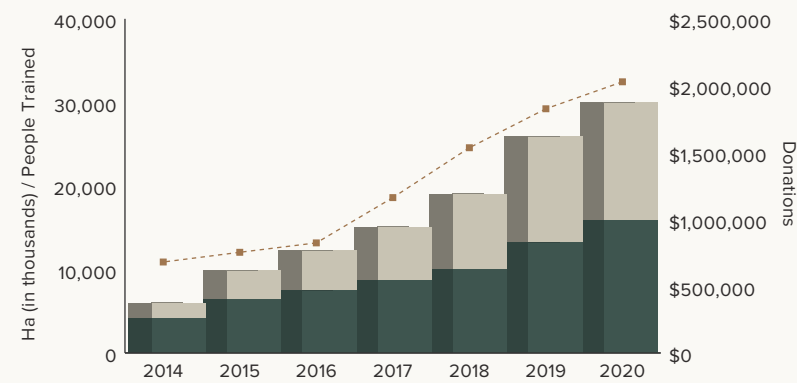


2020 Fiscal Year | Overview



- Admin Expenses | \$543,042
- Mission Direct Expenses | \$1,532,422
- Earned Income | \$845,893
- Grants & Donations | \$2,028,690

Impact Data



- Impact (Hectares in thousands)
- People Trained
- Donations

Assets

Cash & Cash Equivalents	210,668
Receivables	240,333
Prepaid Expenses	6,963
Investments	3,139,620
Other Assets	-
Net Property & Equipment	4,884,639
Total Assets	\$8,482,223

Liabilities & Net Assets

Accounts Payable	46,712
Notes Payable	284,917
Accrued Liabilities	31,842
Deferred Revenue	-
Total Liabilities	\$363,471

Net Assets

Unrestricted	6,069,379
Temporarily Restricted	2,049,373
Total Net Assets	\$8,118,752
Total Liabilities and Net Assets	\$8,482,223

Thank You.

Our deepest gratitude to our hundreds of donors and partners who so generously support our work. We are together bringing Holistic Management and Savory's programs to all corners of the world, to accelerate systemic change and help create a future in which humans live in harmony with each other and our environment. Your gifts assist the healing of landscapes and communities worldwide. May their journeys and contributions to the Earth continue to bring joy and hope to all of us in our global community.

Cornerstone

EARTH (\$500,000+)

Ronald B. Rankin Philanthropic Fund

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

Healy Foundation

SOIL (\$100,000 - \$199,999)

Pamela Boll

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

Anonymous

Dakota Charitable Foundation

Michael Geary

Hero

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

Secret Supper

KBIH Foundation, Inc.

Timshel Foundation

Anonymous Stock Donation

Anonymous

Anonymous

Sam Jamot Brown

Brown Family Foundation

Theresa Cohen

Fullerton Family Foundation

Records-Johnston Family Foundation, Inc.

Stephen Benenson

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

Western States Ranches

Peter and Judy Howarth

Aman Handa

David Lowrey

Whole Foods

Albert Lord

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

Laura & Peter Terpenning

Rajat Srivastava

Piton Foundation

Red Stone Farm

Megan Davis

Theresa Cohen

Donald & Carole Chaiken Foundation

PaleoHacks

Seba Fund

Lin & Adam Cheyer

Pierre Lahutte

Jane & Ralph Bristol Surprise Fund

Howard Fischer

David Goldmann

Susan Baggett

A. Ferrate

Dimity Taylor

Anonymous

Anonymous

John Flocchini

Megan Savory-Davis

Victoria Keziah

Antony Wyborn

Randee Halladay

Shipwheel Cattle Feeders Ltd.

Willem Van Aalst

Abbey Kingdon Smith

Sam and Janet Bingham

Shirley Family

The Human Fund

Fred Mucha

BSW Wealth Partners, Inc.

Launce & Isabella Gamble

William Raiser

Range Conservation Foundation

Anonymous

Vail Dixon

AND THANK YOU TO OUR 1077 REGENERATING MEMBERS ACROSS 39 COUNTRIES



PHOTO BY: ETIENNE OOSTHUIZEN

Letter From Our President

This second year of the COVID-19 pandemic has sparked a greater awareness of just how serious climate change has become. Droughts, floods, megafires, and the rapid loss of biodiversity have been front page news nearly every day in every country. It has been a challenge to remain optimistic, especially when successive climate conferences, including this year's COP26, end in confusion, conflict and hopelessly inadequate resolutions.

Yet, I believe we have cause for hope for several reasons:

- The majority of the world's scientists have acknowledged that we humans are causing the rapid destruction of our habitat, which is culminating in climate change. This is profound. It means that management is the cause. Not the livestock we blame, but how we manage their grazing. Not the coal, oil, and gas we blame, but how we manage their production and use.
- Our purpose in creating the Savory Institute was to bring the Holistic Management framework into global consciousness with urgency as all life depends on our ability to reverse the unintended destruction we've caused. And we are getting there. More individuals and organizations than ever are beginning to manage holistically, largely through the grassroots efforts of our worldwide network of locally led Savory Hubs and through the phenomenal success of our Land to Market program.
- At the same time we're making inroads at the policy level, exploring with a select few members of national governments how we could develop policies in line with a national holistic context that address desertification and climate change at root cause. This will entail a transition from our current "reductionist" management to holistic management. It is only at this level that team humanity can begin to address these twin issues at scale.

Although we can be proud of what we've achieved in the throes of a pandemic, there is still much to do to turn the corner and to make sure we turn it in time. Starting from a place of hope is the only way we'll make it. Thank you to the staff of the Savory Institute and to the thousands in our Network for providing it.

Allan Savory

