

Annual Report 2014

Photo: Leonardo Merçon



Summary

About Us	02
Institutional Representation	04
Awards and Distinctions	05
Corporate Governance	09
Project Management	12
Audit of financial statements	13
Team	19
Partners of 2014	21

About Us



Civil non-profit organization founded in April 1998 by the couple, Lélia Deluiz Wanick and Sebastião Salgado, the Instituto Terra works in the region of the Doce River Valley, between the states of Minas Gerais and Espírito Santo. This is a region of Brazil which lives the consequences of the deforestation and the uncontrolled use of natural resources such as drought, soil erosion and lack of conditions for the farmers to live and thrive.

Photo: Ricardo Beliel

Its major actions involve ecosystem restoration, Atlantic Forest seedling production, environmental outreach, environmental education and applied scientific research. Established in the city of Aimorés, east of Minas Gerais, Instituto Terra consists of a total area of 711,53 hectares, of those, 608,69 hectares are recognized as a Private Natural Heritage Reserve (PNHR) Bulcão Farm since its foundation – it is the first formed PNHR in degraded area of the Atlantic Forest.

With the reforestation of the PNHR Bulcão Farm, Instituto Terra is close to completing a project to recover part of the unprecedented Atlantic Forest in Brazil, in terms of continuous area. The first planting was done in December 1999 and since then 550 hectares have already been worked in the area.

In the year 2009, the Institute Terra obtained the title of Outpost Biosphere Reserve of the Atlantic Forest - the first RBMA in Minas Gerais - proving that they develop in steadily and measurably way significant actions in the three basic functions of the Biosphere Reserves: conservation, knowledge and sustainable development, as defined by the UNESCO MAB Programme. It also won the titles of federal public utility (2011), by the states of Minas Gerais (2005) and Espírito Santo (2011), and municipal by Aimorés (1999).

Through numerous projects undertaken since its founding, other significant results were achieved, such as:

- **The ecosystem restoration projects totaling more than 7.500 hectares of degraded areas of the Atlantic Forest in the recovery process in the region of the Doce River Valley.**
- **More than 4,5 million seedlings produced, of 293 species of the Atlantic Forest.**
- **More than 800 educational projects developed for an audience of more than 80 thousand people.**

The change in the landscape of PNHR Bulcão Farm leaves no doubt.
You can restore the Atlantic Forest!



PNHR Bulcão Farm – 2000



PNHR Bulcão Farm – 2006



PNHR Bulcão Farm – 2012

Institutional Representation

Instituto Terra encourages and promotes the exchange of experiences and dialogue with other NGOs, governments, environmental industries, research centers and forest institutes. In this sense, it participates in the following initiatives:

CBH - Doce River - Participates since March 2005 and in April 2009 it took over as a full member and one of three elected representatives of the State of Minas Gerais to represent the area of Teaching and Research at the Federal University of Viçosa and Univale. It is a member of the Institutional Technical and Legal Board and the Technical Framework of Water Resources Plan Board.

CBH – Guandu River - Participates since its creation in August 2008 as deputy, being the representative of civil society. Instituto Terra, in spite having a headquarters in Minas Gerais, was elected for its outstanding work in the Doce River Basin.

CBH – Suaçuí River - It participates as a titular, one of the representatives of civil society.

CBH – Manhuaçu River - It participates as a titular, one of the representatives of civil society.

Municipal Council of Environment of Aimorés – It is an effective member of the Municipal Council of Environment of Aimorés, which is a collegial body responsible for advising the Public Hall about issues concerning the protection, conservation and improvement of the environment.

Municipal Council for the Rights of the Child and Adolescent of Aimorés - It is a titular member, one of the representatives of civil society.

River Guandu Consortium – Consortium was formed by the municipalities that make up the Guandu River Basin (Afonso Claudio, Baixo Guandu, Brejetuba and Laranja da Terra) as well as the representatives from IEMA, FUNASA ESCELA (EDP) and CESAN. Instituto Terra joined the consortium in 2005 at the invitation of other members. From March 2008 to April 2009, Instituto Terra was the interim president.

COPA - Joint Committee of Conselheiro Pena - Instituto Terra acts as a representative of a nongovernmental organization formed for the protection, conservation and improvement of the environment. It is one of 53 joint committees created by the Government of Minas Gerais in order to tune the state environmental policy with international trends in environmental management. The Commission, which is subordinate to the State System Environment - SISEMA - is also composed of representatives of the Government and civil society.

National Pact for the Restoration of the Atlantic Forest - Instituto Terra is one of the signatories NGO of the pact, which also gathers governments, companies and research institutions from all over Brazil and aims at the implementation of forest recovery projects in a large scale to recover, by 2050, 15 million hectares of affected forest areas in the country.

Biosphere Reserve – Instituto Terra was the first Advanced Post of the Biosphere Reserve of the Atlantic Forest in Minas Gerais. This "accreditation" is granted the institutions that develop steadily and measurably significant actions in the three basic functions of the Biosphere Reserves: conservation, knowledge and sustainable development, as defined by UNESCO MAB Program.

Awards and Distinctions

Since its founding, Instituto Terra has received support and recognition of institutions and governments for the work being done in favor of the recovery and conservation of the Atlantic Forest in the Doce River Valley, as well as to the sustainable development of the communities involved through environmental education. Check out some of the awards and titles received over the past few years:



Photo: Weverson Rocio

1998

Private Reserve of Natural Heritage

The Government of Minas Gerais, by the Ordinance of IEF / MG No. 081, promulgated on October 7, 1998, gives the Bulcão Farm the title of PNHR - Private Natural Heritage Reserve. The title keeps its uniqueness by being the first PNHR created in a degraded area, with the commitment of being recovered.

1999

Title of Municipal Public Utility – Aimorés/MG

On December 17, 1999, Instituto Terra has been declared a public utility by the City of Aimorés by Law No. 1.613/99.

2005

Title of State Public Utility – MG

By Law No. 15,525, of June 9, 2005, the Government of Minas Gerais declared Instituto Terra as a State Public Utility Authority.

4th Furnas Award - Blue Gold

Instituto Terra conquered the 4th Furnas Award - Blue Gold, with the 3rd place in the Community Category, the "Project for Education and Recovery of the Atlantic Forest in the Doce River Valley.

2006

Alcan Award for Sustainable Development

Created in association with the *International Business Leaders Forum*, the Alcan Award identifies and rewards nonprofit non-governmental organizations and civil society, for their contribution to the economic, environmental and / or social development. Instituto Terra was a finalist in 2006, being awarded a scholarship from the *Post Graduate Certificate in Cross Sector Partnership*, a program of post-graduate certificate from the University of Cambridge.

2007

Diploma of Legislative Merit – MG

The Legislature Assembly of the State of Minas Gerais grants Instituto Terra the diploma of Order of Merit Legislature of the State of Minas Gerais, by the relevant services, particularly for environmental restoration of the Doce River Valley.

Meritorious Military Police Contributor – MG

The Military Police of Minas Gerais grants Instituto Terra the title of Meritorious Contributor, for the services rendered to the Corporation.

2008

13th Ford Environmental Conservation Award

Instituto Terra won the 13th edition of the Ford Motor Company Environmental Conservation Prize, awarded by Ford and Conservation International, in the category Science and Training of Human Resources, for the project of the "Environmental Restoration and Sustainable Rural Development Advanced Center".

7th Furnas Award – Blue Gold

In the 7th edition of the Furnas Awards - Blue Gold, Instituto Terra was awarded in the Community category, with the study of water monitoring in the PNHR - Bulcão Farm, which proved that the restoration of the vegetation allowed to recover the amount and quality of water in streams of the Bulcão Farm, becoming an example of revitalization of water resources.

2009

Advanced Post of the Biosphere Reserve

Instituto Terra receives the approval of the Bureau of the Biosphere Reserve of the Atlantic to act as an Advanced Post of the RBMA. Advanced Posts are centers for the dissemination of concepts and projects of the Biosphere Reserve in order to preserve the Atlantic Forest biome. Instituto Terra was the first protected area to receive this title in Minas Gerais.

2010

Sustainable Ideas

The PNHR Bulcão Farm becomes part of the "Sustainable Bank of Ideas" of the book "Atlantic Forest - the Brazilian National Heritage", edited by the Ministry of Environment.

2011

Title of Federal Public Utility

Instituto Terra received from the State Ministry for Justice under the Federal Public Utility (UPF), as published in the Official Gazette of May 2, 2011. It is a recognition of the services rendered to the Civil Union association in their areas of expertise - environmental education, ecosystem restoration, applied research and promotion of sustainable rural development.

Title of State Public Utility - ES

Instituto Terra received the title of Public Utilities in the State of Espírito Santo, in accordance with Law 9674, enacted by the State Government and enacted by the capixaba Legislature. The degree was awarded by a strong performance considering the presence of Instituto Terra and the state of Espírito Santo, through the numerous projects developed in counties bordering the state of Espírito Santo by the Doce River.

Best Practices of UN- Water

The Water Eyes Program recovery and protection of springs of the Instituto Terra becomes part of the 70 best practices running in the world for the recovery and conservation of water resources listed by the UN-Water.

Hugo Werneck Award

The work of reforestation of degraded area of the Atlantic Forest conducted at PNHR Bulcão Farm in Aimorés (MG), assured Instituto Terra to conquer the Hugo Werneck Sustainability & Love to Nature Award in the Flora category. The "Oscars of Ecology" as the award is named, is an initiative of the Ecological Group, through the Environmental Magazine, with the support from the Government of Minas Gerais,

FIEMG, Dom Cabral Foundation, Hugo Werneck Centre for Nature Protection and Environmental Defense Mineira Association.

2012

E- Award – Category Education

An honor granted to the founders of Institute Terra (Lelia Deluiz Wanick Salgado and Sebastião Salgado) during the Rio +20, the foundation and its work with Institute Terra. The award was a result of an initiative of UNESCO, Institute-E and the Municipality of Rio de Janeiro, aiming to recognize the most significant initiatives to promote sustainable development in the last 20 years. And in this first edition, it joined the official calendar of the United Nations Conference on Sustainable Development (Rio +20), part of the project Humanity 2012.

Award WWF-Brazil Environmental Personality

WWF-Brazil has granted the third edition of its Environmental Personality Award to the founders of Institute Terra (Lélia Wanick Salgado and Sebastião Salgado). Awarde every two years, the WWF-Brazil Environmental Personality Prize is granted to a person who is recognized for his work for nature conservation and the promotion of sustainable development in Brazil.

2014

ANA Award – Category ONG's

The Navional Water Agency, annually awards initiatives that stand out for exelencia of contribution paragraph your use Management and Sustainable Water Resources. The Earth Institute was the winner in the category ONG with Eyes Water Program, which aims to protect all springs as the Vale do Rio Doce.

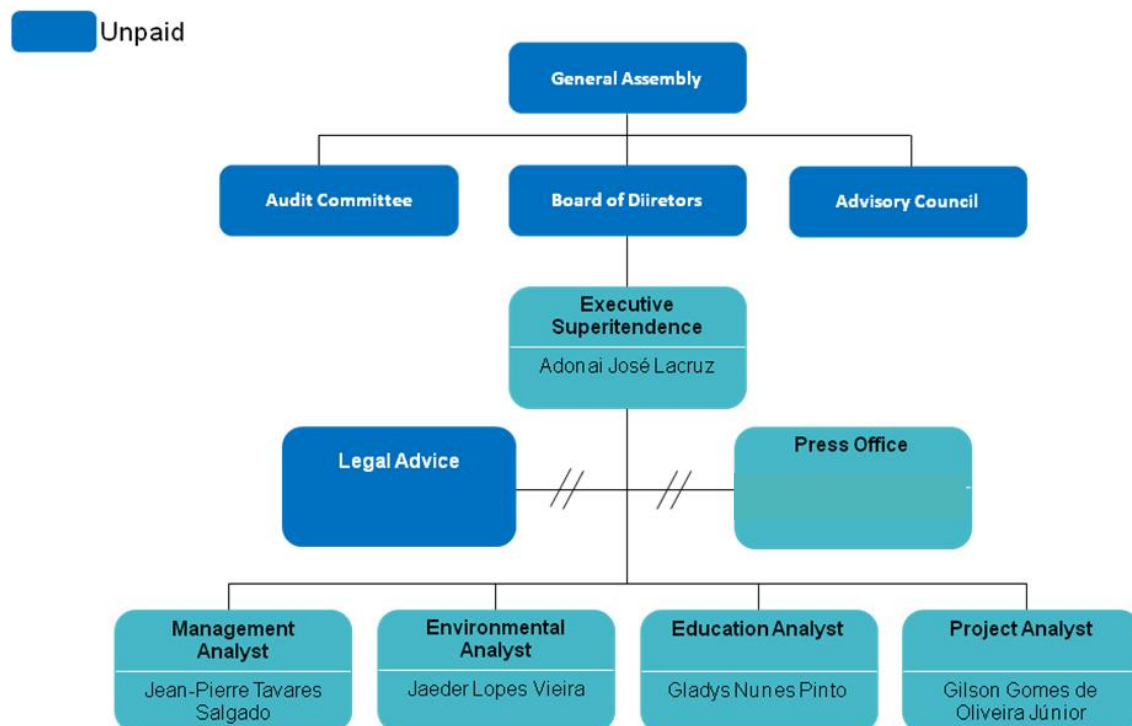


Photo: Weverson Rocio | PNHR Bulcão Farm 2012

Corporate Governance

Organizational Design

In figure below is presented the organization chart of the Instituto Terra up to the tactical level.



Instituto Terra had in 2013 about 90 internal employees. This number varies according to the specifications of the projects underway, especially the ones related to the ecosystem restoration and plant productions.

Corporate governance model of Instituto Terra defines its macrostructure of power: deliberative (Board Director), supervisory (internal and external supervisory board, independent audit), consultative (advisory board) and executing instances (executive team) and how they relate. The basic principles of governance of Instituto Terra are transparency, fairness, accountability and responsibility.

Below, we present the mission, vision, values, goals, management model and the actuation field of Instituto Terra.

Mission

Encourage sustainable development through the recovery and conservation of forests, environmental education and the proper use of natural resources.

Vision

To become a national *benchmark* in:

- Ecosystem restoration of degraded areas of the Atlantic Forest in the Doce River Valley;
- Production of native Atlantic Forest seedlings;
- Environmental education for children and young people;
- Management of ONG's.

Our values

To achieve our mission, we work with the following values:

- Our work can contribute greatly to the improvement of living conditions of living beings.
- The respect of ethical and moral precepts should be above any personal interest or advantage;
- Transparency should be the keynote of all our actions;
- Our partners are entitled to solutions containing the best available technical and managerial knowledge, the lowest price consistent with good execution of the activities and the survival of our institution;
- We seek continuous improvement of technical and managerial knowledge, as well as its formalization, in order to improve our internal processes and to transmit it to other organizations;
- Cultivate an environment where collaborative work prevails and the confrontation of ideas (respect of opinions), encouraging creativity and initiative and;
- Our model of career plan is based on performance criteria, seniority and knowledge.

Fields of activity

Our field of activity is geographically restricted to the Rio Doce Valley, which stretches between the states of Minas Gerais and Espírito Santo, through 230 cities - being 28 in the state of Espírito Santo and 202 the state of Minas Gerais. It has an area of 82,646 km² (equivalent to the area of Portugal).

Our areas of expertise (core social business) are:

- Ecosystem Restoration;
- Production of Seedling from the Atlantic Forest;
- Environmental Extension;
- Environmental Education and;
- Applied Scientific Research.

Objectives

Our goals are divided according to their temporal, assuming two perspectives: permanent (goals to be pursued continuously and without interruption in the pursuit of achievement) and situational (for reasons due to shifts in ambience, resulting from new conjunctures of internal or external factors).

The tool used for the establishment and monitoring of the goals is the *Balanced Scorecard*, which allows a clear and articulated vision of all the works of Instituto Terra.

Distributed in 5 prospects for action 16 strategic objectives were established (map cells) - sometimes linked, highlighting the integration notion present in the management of the Institute Terra- which were associated with 29 performance indicators.

Strategic objectives

Our strategic objectives are divided according to their temporality, taking two perspectives: permanent (purpose to be pursued continuously and uninterruptedly in search of outputs) and situational (for tax purposes in the ambience changes as a result of new situations of internal or external factors).

The tool used for the establishment and monitoring of goals is the Balanced Scorecard, which allows a clear and articulated vision to all the work of Instituto Terra.

Distributed in 5 prospects for action 16 strategic objectives were established (map cells) - sometimes linked, highlighting the integration notion present in the management of the Institute Terra- which were associated with 55 performance indicators.

Management model

We adopted a management model based on our values allowing us to achieve our goals, and therefore our vision and, finally, our institutional mission.

Instituto Terra has its managing system oriented by results. Protocols operating system (standardization) guide their policies. The Balanced Scorecard is a tool used for the establishment and monitoring of their strategic objectives. And the Project Office¹ (designed according to the best practices recommended by the Project Management Institute) supports their actions (planning, execution and projects control), for the Zero Based Budgeting², associated with rolling forecasting technique³, gives guidance.

The corporate risk management, which is being implemented in 2012, monitors the identified risks of not achieving the strategic objectives outlined in the Balanced Scorecard and the case of not providing the "deliverables" of the project in accordance with its scope, cost, scheduling etc.

For the achievement of its institutional mission, the Instituto Terra has partnerships with companies, NGOs and national and foreign governments. The partnerships are established through agreements marked by technical and financial cooperation.

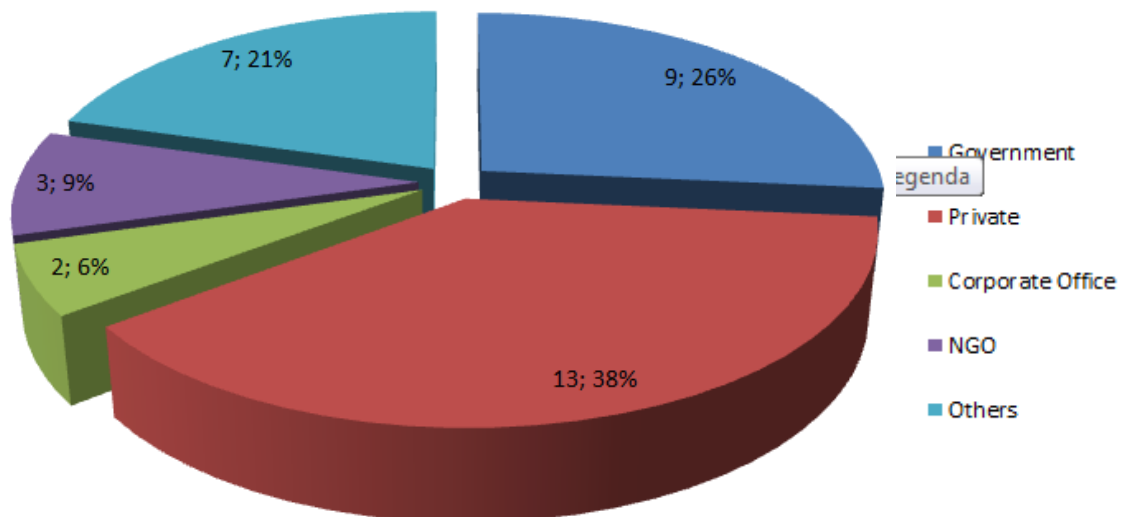
Project Management

Instituto Terra has an Office Project which consists of two full-time employees. Their responsibilities include: development and implementation of project management methodology, support to the methodology and the projects management tool, definition and monitoring of performance indicators, project audit and portfolio management.

The project management methodology implemented at Instituto Terra was conceived from the perspective of the Deming Cycle (plan, do, check and act) and in line with the Project Management Institute.

All projects are developed under the scope of the institution grantor. If the project is approved, the start up documentation (*plan*) is done. Then it holds a "startup project meeting" with everyone involved in the process, and its execution (*do*) is initiated. Every month, the project assistant meets with the Project Managers in order to monitor the project as to ensure its proper implementation. Then the outcome of the meeting is discussed with the Executive Superintendent and the reports are forwarded to the Board of Directors (*check*). Finally, based on the action plan set out in follow-up meetings, the Project Managers continue the implementation of the ongoing projects (*act*). It is noteworthy that after the closing of each project "meeting of learning" is held in order to build a solid learning curve in project management.

Distribution of projects by type of sponsor



Audit of financial statements

Instituto Terra seeks to provide maximum transparency to the application of resources. Accordingly, the financial statements are reviewed and certified by external auditors since 2001 and a Supervisory Board since its founding.

The following are the financial statements and independent auditors' report.

We have examined the financial statements of Instituto Terra ("Entity"), which comprise the Balance Sheet as of December 31, 2014 and the respective Statements of Superavit (Deficit), of Changes in Net Equity, and of Cash Flow for the period ended on the mentioned date, as well as the summary of the main accounting practices and other explanatory notes.

Administrative responsibility for the Financial Statements

The Entity's management is responsible for the financial statements elaboration and appropriate presentation, following accounting practices adopted in Brazil, and for internal controls defined as necessary for relevant-distortion-free financial statements elaboration, no matter whether distortion is caused by fraud or mistake.

Independent Auditor's responsibility

Our responsibility is to express an opinion on these financial statements, based on our audit, conducted according to international and Brazilian audit rules. Such rules imply that ethical requirements be fulfilled by the auditors, and that audit planning and execution aim at reasonably guaranteed relevant-distortion-free financial statements.

Audit involves selected procedures execution to obtain evidence regarding values and data disclosed in the financial statements. The selected procedures depend on the auditor's opinion, which includes the evaluation of relevant-distortion risks in the financial statements, no matter whether they are caused by fraud or mistake. In the process of risk evaluation, the auditor considers internal controls which are relevant for the elaboration and appropriate presentation of the Entity's financial statements, in order to decide which audit procedures are adequate for each circumstance, but not to express an opinion on the efficacy of such Entity's internal controls. Audit also includes evaluation of the suitability of the accounting practices which have been used, and the reasonability of management's accounting estimates, as well as evaluation of the financial statements presentation as a whole.

We believe the audit evidence which has been attained is sufficient and appropriate to substantiate our opinion.

Opinion

In our opinion, in all relevant aspects, the above mentioned financial statements appropriately present Instituto Terra's financial and equity position as of December 31, 2014, the development of its operations and its cash flows for the period ended at that date, following accounting practices adopted in Brazil.

Aimorés, MG, March, 27, 2015.



Wladimir Firme Zanotti
Contador CRC 1ES007326/O-5 "S" MG
BAKER TILLY BRASIL-ES
Auditores Independentes
CRC 2ES000289/O-5 "S" MG

BALANCE SHEET FOR THE ENDED PERIODS
(In thousands of Reais)

Asset	2014	2013
Current		
Cash and Cash Equivalents (note 4)	745	336
Amount invested in projects (note 6b)	2.421	2.660
Other receivables	14	138
Inventory	49	40
	<u>3.229</u>	<u>3.174</u>
Non-Current		
Judicial deposits (note 7)	65	65
	<u>65</u>	<u>65</u>
Fixed Asset		
Property, Plant and Equipment (note 5)		
Intangible	2.376	2.445
	6	6
	<u>2.382</u>	<u>2.451</u>
Total Assets	<u>5.676</u>	<u>5.690</u>

Liability	2014	2013
Current		
Social, labor and tax obligations	354	308
Executable agreements (note 6b)	3.147	2.931
Other payables	37	17
	<u>3.538</u>	<u>3.256</u>
Non-Current		
Donations and subventions	4	4
Loans (note 8)	277	277
Provision for Contingencies (note 7)	65	65
	<u>346</u>	<u>346</u>
Equity		
Donations and subventions	2.301	2.301
Accumulated Surplus (Deficit)	(509)	(213)
	<u>1.792</u>	<u>2.088</u>
Total Liability and Equity	<u>5.676</u>	<u>5.690</u>

The explanatory notes are integral part of financial statements.

STATEMENT OF SURPLUS (DEFICIT) FOR THE ENDED PERIODS
(In thousands of Reais)

	<u>2014</u>	<u>2013</u>
Operational Revenues		
Donations	786	848
Conditional agreements	1.925	1.760
Others	315	648
	<u>3.027</u>	<u>3.256</u>
Operational Revenues (expenses)		
Operational		
Environmental recuperation	(829)	(1.256)
Nursery	(388)	(348)
Education and culture	(607)	(384)
Capture of funds used for projects	(134)	(149)
Environmental enlargement	(878)	(686)
Administrative		
Depreciation	(403)	(362)
Net financial expenses	(72)	(197)
Other expenses	(12)	(2)
	<u>(3.323)</u>	<u>(3.384)</u>
Deficit for the period		
	<u>(296)</u>	<u>(128)</u>

The explanatory notes are integral part of financial statements

STATEMENT OF CHANGES IN EQUITY
(In thousands of Reais)

	Donations and subventions	Accumulatedt surplus (Deficit)	Total Equity
At December 31, 2011	2.301	(85)	2.216
Deficit incorporated to equity	-	(128)	(128)
At December 31, 2012	2.301	(213)	2.088
Deficit incorporated to equity	-	(296)	(296)
At December 31, 2013	2.301	(509)	1.792

The explanatory notes are integral part of financial statements.

STATEMENT OF CASH FLOW FOR THE ENDED PERIODS
(In thousands of Reais)

	2014	2013
Operational Activities		
Deficit for the period		
Surplus (deficit) of items not affecting working capital:		
Depreciation and Amortization	(296)	(128)
Provision for contingencies	81	197
	72	197
Adjusted surplus (deficit)	9	-
	(215)	69
Asset (surplus) deficit		
Amount invested in projects		
Other receivables		
Inventories	239	(589)
Judicial deposits	124	(130)
	(9)	(22)
Liability surplus (deficit)		
Social, Labor Obligations		
Executable agreements	46	(116)
Donations and Subventions	216	234
Other liabilities	20	(2)
Cash flow generated by Operational Activities	421	(555)
Investment Activities		
Acquisition of Fixed Asset	(12)	(13)
Cash Flow generated by Investment Activities	(12)	(13)
Financial Activities		
Loans	-	142
Cash Flow generated by Financial Activities	-	142
Total Cash Flow generated by Activities	409	(426)
Cash at beginning of the period	336	762
Cash at end of the period	745	336
Net cash surplus	409	(426)

The explanatory notes are integral part of financial statements.

Team

Board of Directors

Lélia Deluiz Wanick Salgado | Cofounder and President

Sebastião Salgado | Cofounder and Vice President

Tomaz Benedito de Souza | General Secretary

Afonso Augusto Borges Filho | Director

Carlos Alberto de Oliveira Roxo | Director

Henrique Lobo Gonçalves | Director

José Armando de Figueiredo Campos | Director

Mauro Leite Teixeira | Director

Paulo Henrique Wanick Mattos | Director

Robson de Almeida Melo e Silva | Director

Advisory Council

Antônio Carlos Simas

Célio Murilo de Carvalho Vale

Clayton Ferreira Lino

Fernando Moraes

Francisco Buarque de Holanda

Gabriel Zellmeister

Gustavo Alberto Bouchardet da Fonseca

João Pedro Stédile

José Mindlin (*in memoriam*)

José Roberto Soares Scolforo

Maritta Kock-Weser

Roberto Messias Franco

Russel Mittermeier

Washington Olivetto

Audit Committee

Carlos Alberto Lessa

Celso Luiz Marques

Valcemiro Nossa

Executive Superintendent

Adonai José Lacruz

Administrator and Master in Business Economics with a concentration in Corporate Finance. Certified as a Project Management Professional (PMP) by the Project Management Institute (PMI). Professor of Economics, Finance and Project Management.

Partners of 2014

In Brazil

Alcoólicos Anônimos de Aimorés – MG

Alcure, Pereira & Puppim Advogados (*pro bono*)

Arcelor Mittal Tubarão

AABB – Associação Atlética do Banco Don Brasil – Aimorés – MG

Banco do Brasil

Banco Nacional de Desenvolvimento Econômico e Social / Iniciativa BNDES Mata Atlântica

Carlos Saldanha

CEMIG – Companhia Energética de Minas Gerais

CESAN – Companhia Espírito Santense de Saneamento

Clin – Farmácia de Manipulação (convênio para funcionários do Instituto Terra)

Consórcio do Rio Guandu

CBH - DOCE

CBH – Guandu

CBH – Rio Manhuaçu

CBH – Suaçuí

ECOHUB

ENERGEST S.A.

Farmácia Santa Lucia (convênio para funcionários do Instituto Terra)

FNMA / Ministério do Meio Ambiente

FUCAPE *Business School* – ES

FUNDÁGUA / Instituto Estadual de Meio Ambiente – ES

Fundição Mundial

IBDH – Instituto Brasileiro de Direitos Humanos – ES

INMET – Instituto Nacional de Meteorologia

Instituto EDP Energias do Brasil

Instituto Estadual de Florestas – MG

Instituto Estadual de Meio Ambiente – ES

José Armando de Figueiredo Campos

Lélia Deluiz Wanick Salgado

Pacto pela Restauração da Mata Atlântica

Polícia Militar Ambiental em Aimorés – MG

Prefeitura Municipal de Aimorés – MG
 Prefeitura Municipal de Baixo Guandu – ES
 Prefeitura Municipal de Colatina – ES
 Procuradoria Geral do Estado do Espírito Santo
 OuroCard Banco do Brasil
 RBMA – Reserva da Biosfera da Mata Atlântica
 Rede Inova - Drogaria Fonseca (convênio para funcionários do Instituto Terra)
 Rocio Fotografias (serviço de fotografia *pro bono*)
 Samarco Mineração
 São Bernardo Saúde (convênio para funcionários do Instituto Terra)
 Sebastião Salgado
 Secretaria de Justiça do Estado do Espírito Santo
 Serviço Colatinense de Meio Ambiente e Saneamento Ambiental – Colatina / ES
 Sindicato das Indústrias de Olaria – região centro-norte do ES
 TNC - The Nature consevancy - Brasil
 Universidade Presidente Antônio Carlos de Aimorés – MG
 Usina Hidrelétrica de Aimorés
 Vale
 VLX Brasil
 Zopone Engenharia e Comércio

In other countries

Amazonas Images – França
 Anne Fontaine Foundation – França
 Fidelity Charitable Gift Fund – Estados Unidos
 Matthew E. Naythons – Estados Unidos
 Natalie Fong – Estados Unidos
 Taschen America LLC – Estados Unidos
 Tides Foundation – Estados Unidos