



IROQUOIS VALLEY  
FARMLAND REIT

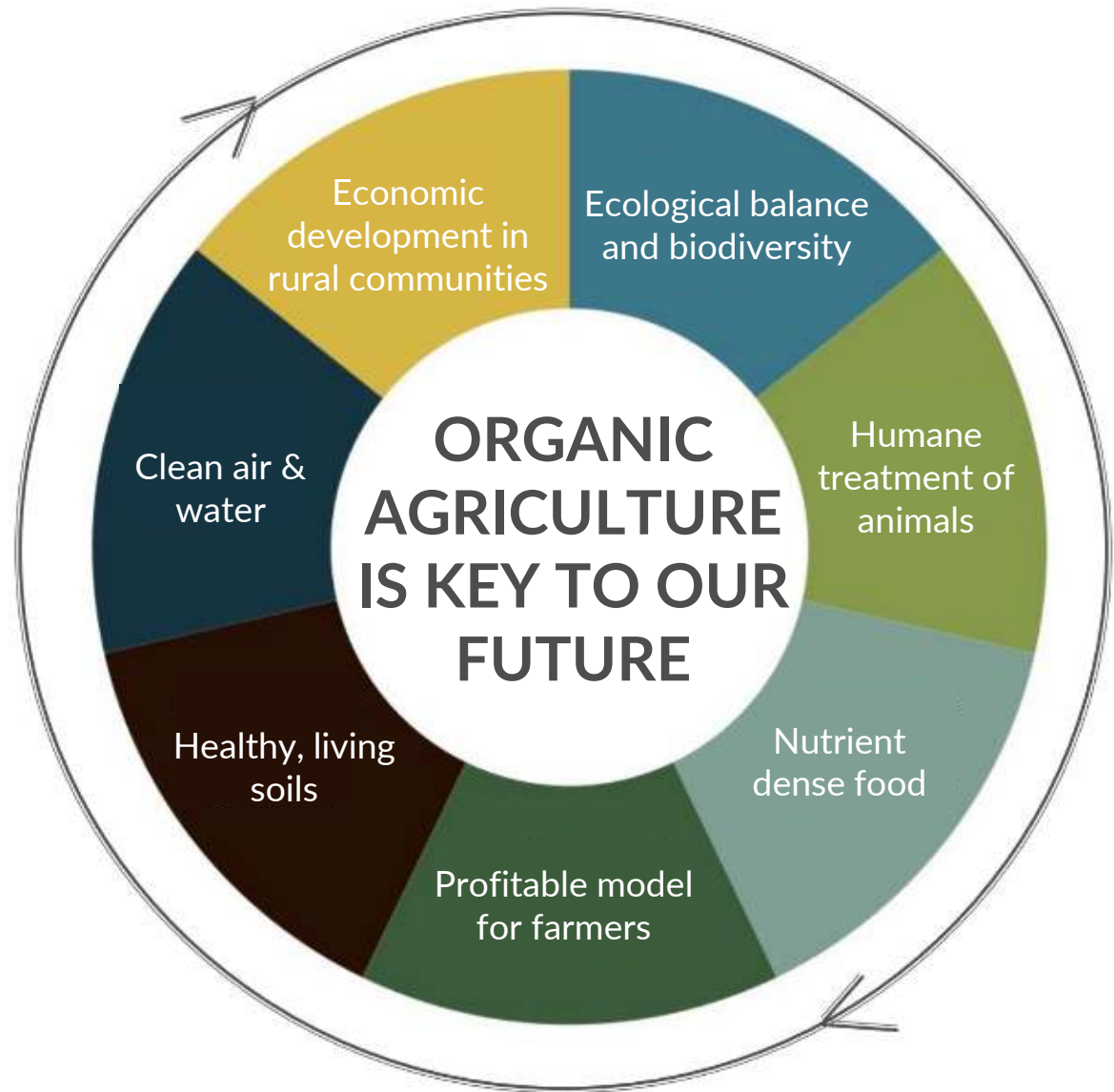




Iroquois Valley Farmland  
REIT is a real estate  
investment company that  
provides land access for the  
next generation of organic  
farmers through innovative  
mortgages, leases, and  
operating lines of credit.

# USDA ORGANIC STANDARD

*“Cultural, biological and mechanical practices that support the cycling of on-farm resources, promote ecological balance, and conserve biodiversity”*



BUT ONLY

1%

OF U.S. FARMLAND  
IS CERTIFIED ORGANIC

FARMERS FACE MANY  
BARRIERS TO ESTABLISHING  
AND EXPANDING ORGANIC  
FARMS, INCLUDING:

- Access to land
- Access to financing
- Support through the 3-year transition to organic
- Shared risk from lenders
- Long-term commitment from financial partners

# IROQUOIS VALLEY EXPANDS ORGANIC

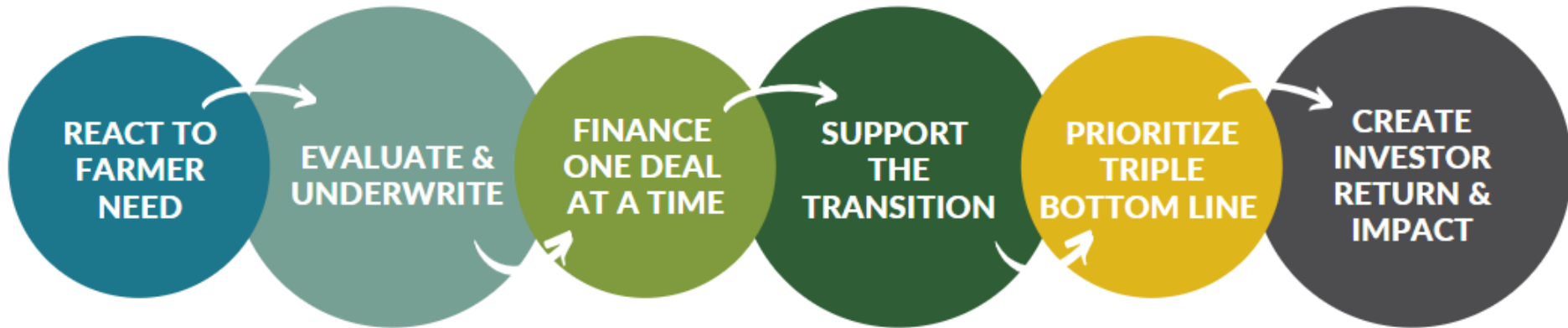
## BARRIERS TO ENTRY

- Access to land
- Access to financing
- Support through the 3-year transition to organic
- Shared risk from lenders
- Long-term commitment from financial partners

## OUR SOLUTION



# OUR MODEL FOR GROWTH IS UNIQUE



FARMERS

+



IROQUOIS  
VALLEY

+



INVESTORS

# BUILT FOR SCALE & IMPACT

Investor Capital Finances Organic Farmland, Creating Financial Returns and Positive Impacts



## ARRAY OF POSITIVE IMPACTS

Nutritious  
Food for  
Human  
Health

Land Security  
for an  
Organic  
Future

Prosperity  
for Rural  
Communities

Ecosystem  
Services &  
Soil Health

Climate  
Change  
Solutions

Environmental  
Sustainability

# FIRST DEAL – JANIE'S FARM

## FARMERS

Harold & Ross Wilken – Iroquois County, IL

## SIZE

457 acres of certified organic farmland

## WHAT THEY RAISE

Edible beans and grains, with a focus on specialty milling grains for flour.

## NOTABLE FACTS

- With the support of bakeries, Harold built a mill to process organic grains, which began operating in 2017. Janie's Mill is the only organic flour mill in its area.
- In Spring 2020, Janie's Mill was featured in BBC News for its success during COVID-19.



# NEW DEAL – PRAIRIE GRASS RANCH

## FARMER

Jody & Crystal Manuel – Hill County, MT

## SIZE

3,665 acres of certified organic farmland

## WHAT THEY RAISE

Diversified crop rotation of heritage grains & beans including lentils, peas, chickpeas, alfalfa, sanfoin, kernza, and grass-fed beef.

## NOTABLE FACTS

- In spring 2020, the Manuels planted their first test acres of kernza®, the perennial grain developed by The Land Institute. They plan to have all of their cropland established in perennials by 2025, which will allow them to move to a no-till system.



Photo Credit: Big Sky Journal

# AGROFORESTRY – ROCK CREEK FARMS

## FARMER

Gary Anderson – Will County, IL

## SIZE

230 acres of transitional and certified organic farmland

## WHAT THEY RAISE

Row crops are grown on most of the land, and in 2020, Gary planted 10,000 trees to diversify his operation by integrating agroforestry.

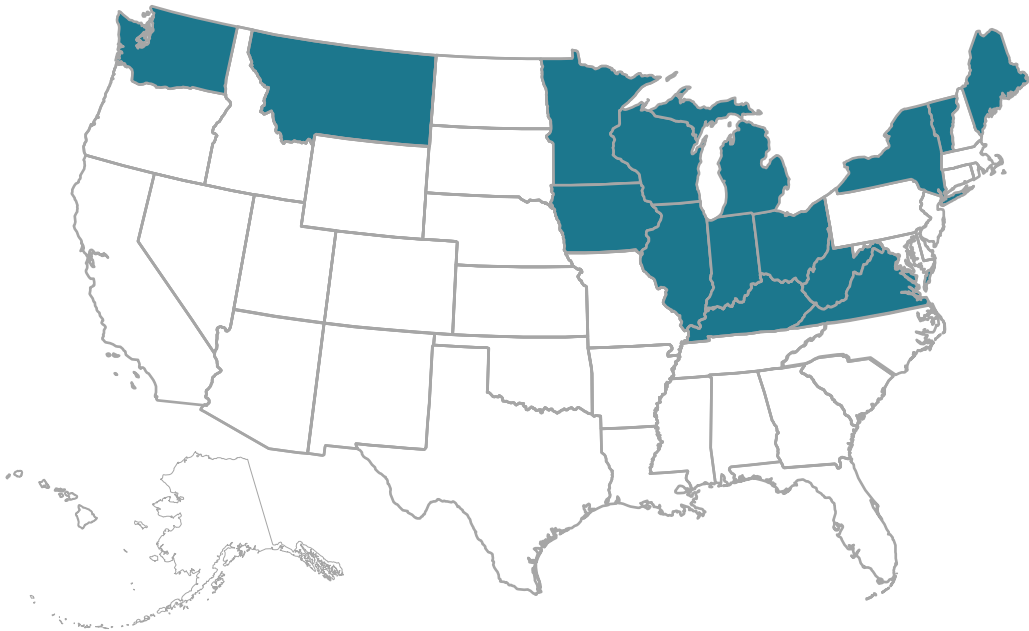
## NOTABLE FACTS

- A long-term partnership with the Savanna Institute, Healing Soils Foundation, and the USDA's Conservation Reserve Program.
- Gary's vision is to build a diversified organic system that incorporates annual and perennial crops, livestock, agroforestry, and wetlands.



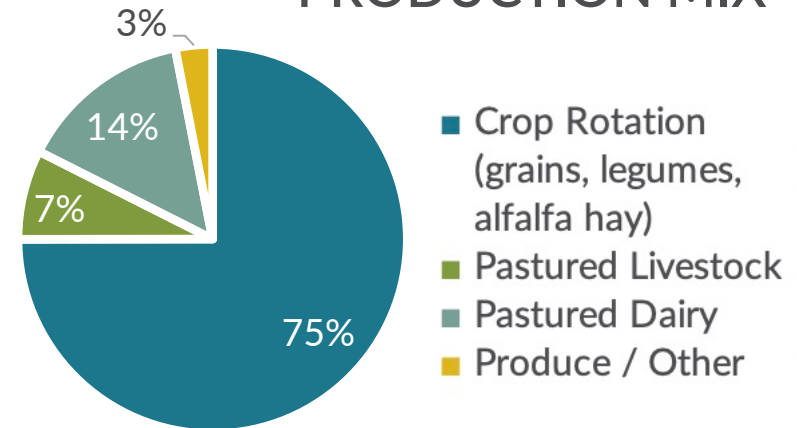
# OUR PORTFOLIO TODAY

## INVESTMENT MAP

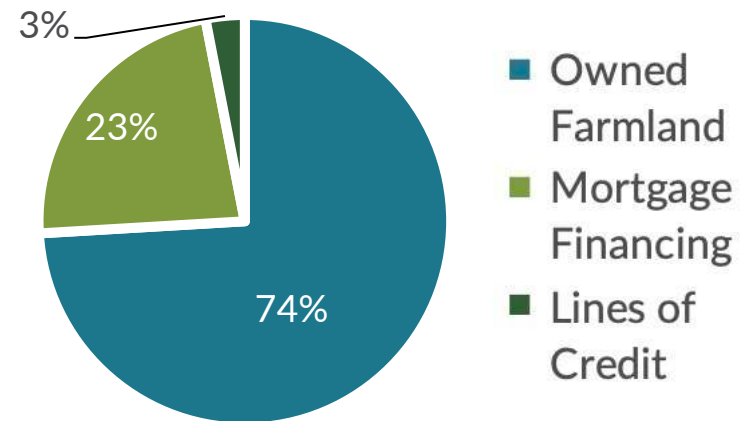


Iroquois Valley has made **97** farmland investments including land security through long-term leases on **48** properties, financial support via **41** mortgages and refinances, and farmer financing through **8** lines of credit. Our farmers are rooted in over **47** counties across **15** states.

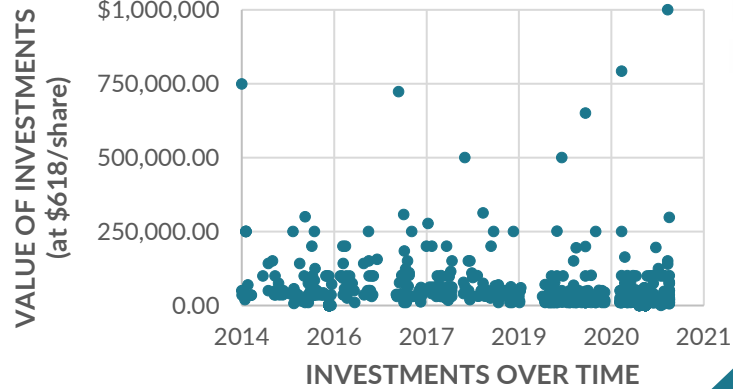
## PRODUCTION MIX



## PORTFOLIO BREAKDOWN



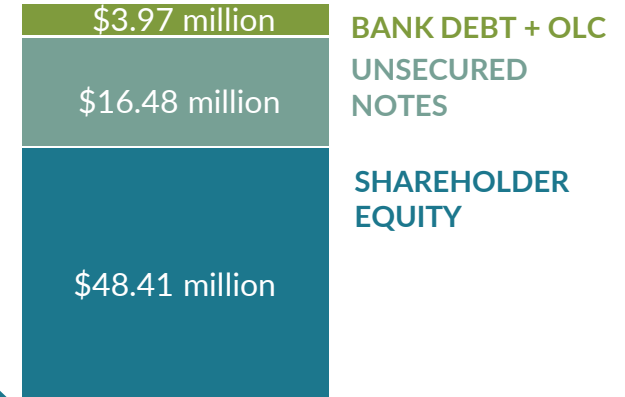
## EQUITY INVESTMENTS



500+  
investors

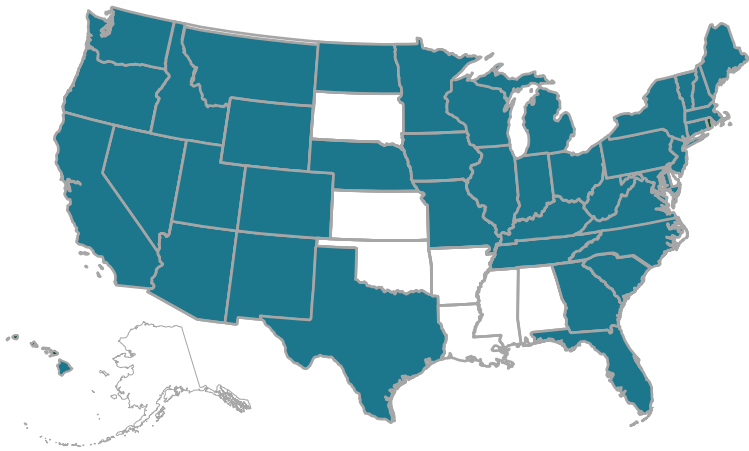
## CAPITALIZATION

TOTAL ASSETS: \$68.86 MILLION



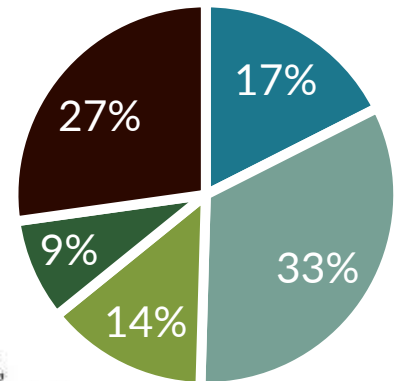
WE HAVE A  
BROAD BASE OF  
INVESTOR  
SUPPORT

## INVESTOR LOCATIONS

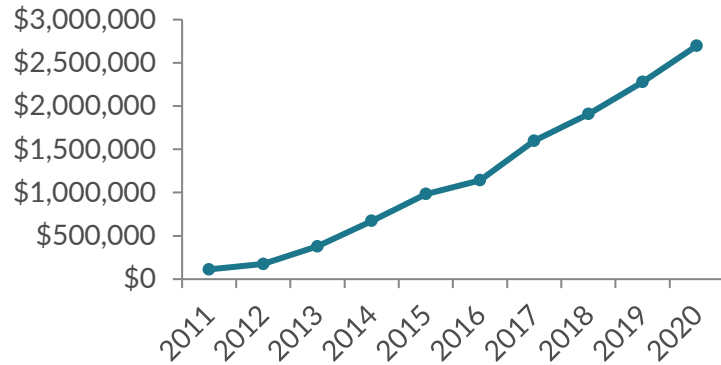


## ACCOUNT TYPE

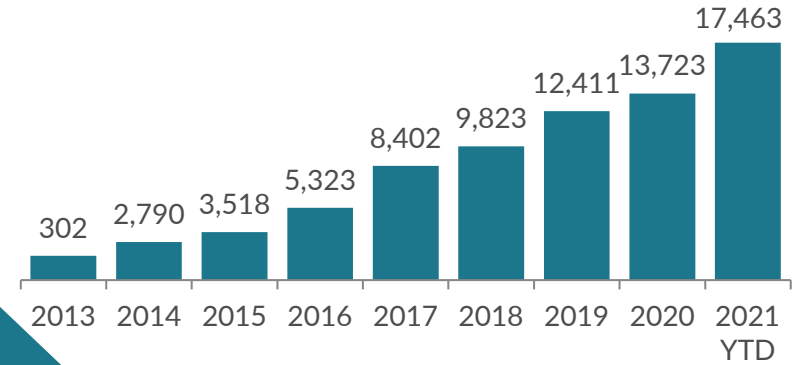
- Individual
- Revocable Trust
- IRA Tax Deferred
- Joint
- Entity (Includes Foundations, Family Offices, LLCs, Non-Profits)



## REVENUE

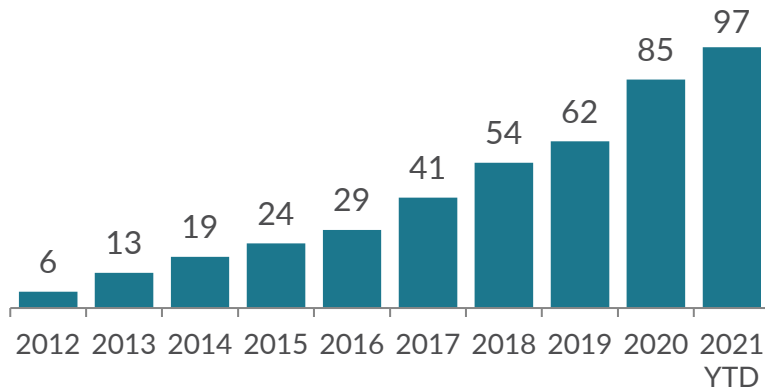


## OWNED & FINANCED ACRES

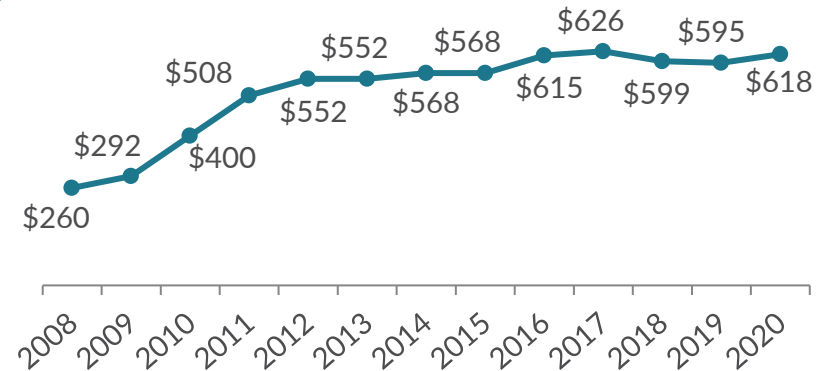


**A TRACK  
RECORD OF  
GROWTH &  
SUCCESS**

## NUMBER OF FARMS



## SHARE PRICE



# OUR IMPACT

+ ORGANIC FARMERS  
IROQUOIS VALLEY

WE CREATE PUBLIC BENEFIT BY ENABLING HEALTHY FOOD PRODUCTION, RESTORING SOIL, AND IMPROVING WATER QUALITY THROUGH THE ESTABLISHMENT OF SECURE AND SUSTAINABLE FARMLAND TENURE.

## HUMAN HEALTH

as result of healthy food  
grown in nutrient rich,  
living soil



## SOIL HEALTH

leads to biodiversity,  
clean waters, and  
carbon sequestration



## PLANET HEALTH

as result of thriving  
ecosystems and carbon  
sequestration

# OUR COMMITMENT TO CONTINUOUS IMPROVEMENT

We take pride in our commitment to impact and creating public benefit through our work. Our farmers do too, and some have gone above and beyond USDA-certified organic to recognize their practices and differentiate themselves in the market.



# INVESTMENT OPPORTUNITIES

## REIT EQUITY SHARES

Own stock in a diversified portfolio of organic farmland supporting independent farmers

“Growth and income” return: dividend plus appreciation of land

Accessible minimum investment: \$10,506  
(17 shares)

Redemption rights accrue after 5 years

Available to retail investors\*

\*Investment amount must not exceed 10% of annual income or net worth

## SOIL RESTORATION NOTES

Loan Iroquois Valley capital to acquire farmland

Receive 2.25% annual return in semi-annual interest payments

Create an additional 0.5% annual return for farmers converting soil

5-year term

Accessible minimum investment: \$50,000

Available to accredited investors only

Email [invest@iroquoisvalleyfarms.com](mailto:invest@iroquoisvalleyfarms.com) to learn more