

A photograph of a brown cow standing in a field of tall grass and weeds. The cow is facing the camera and has two yellow ear tags. Each tag has the number "1702" at the top, "2007" in the middle, and "12/28/17" at the bottom. Another cow is partially visible behind it to the right.

# Investor Presentation

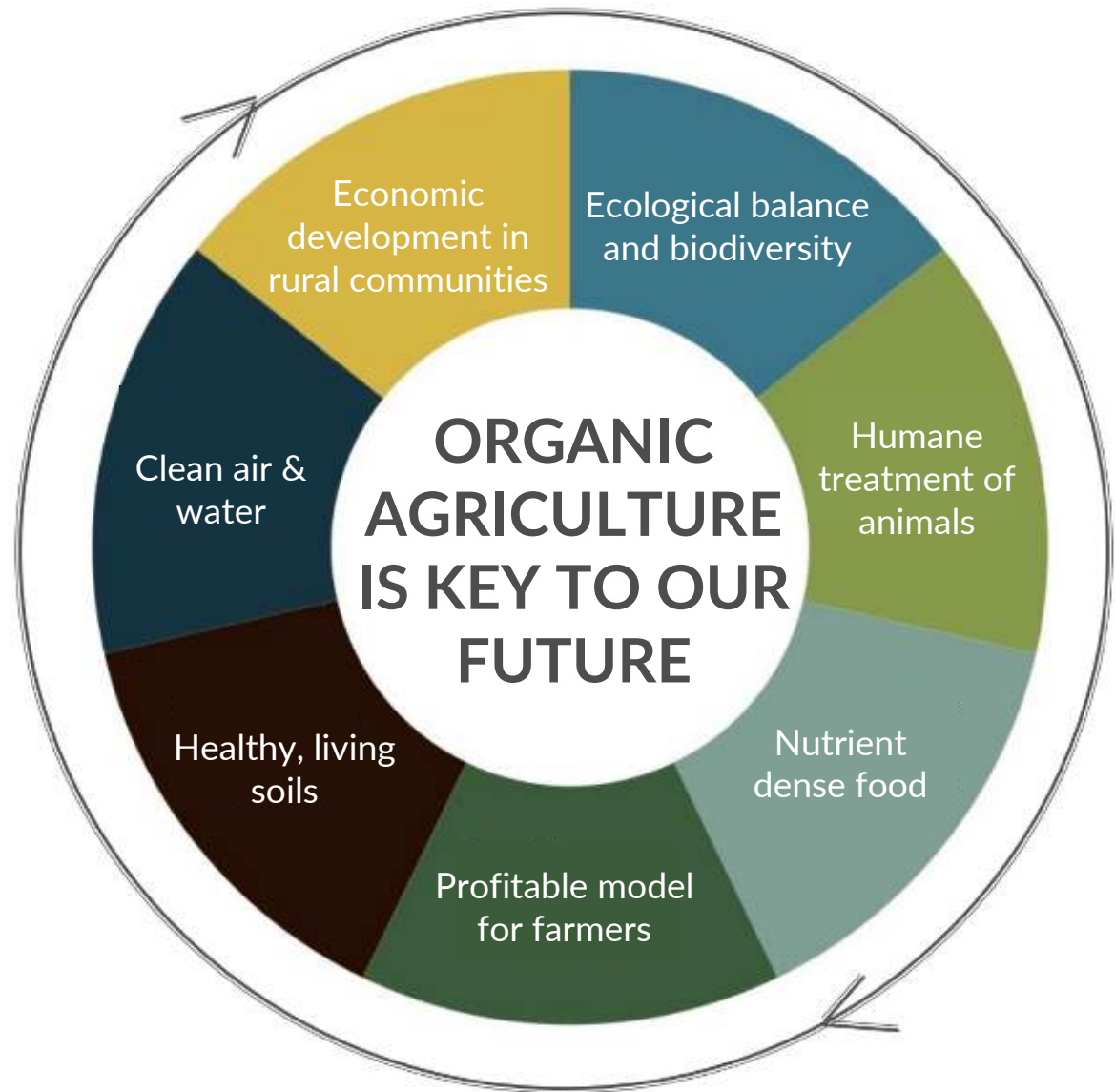
## May 2022



Iroquois Valley Farmland REIT is a real estate investment company that provides organic and regenerative farmers land security and working capital through long-term leases, mortgages, and operating lines of credit. Our REIT is incorporated as a Public Benefit Corporation and B Corp.

# USDA ORGANIC STANDARD

*“Organic practices have the power to increase productivity of the land over time, building fertility and biodiversity for the next generation.”*



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
- Financial support through the 3-year transition to organic
- Support from conventional farmers in their community
- Shared risk from lenders
- Long-term commitment from financial partners



# IROQUOIS VALLEY EXPANDS ORGANIC

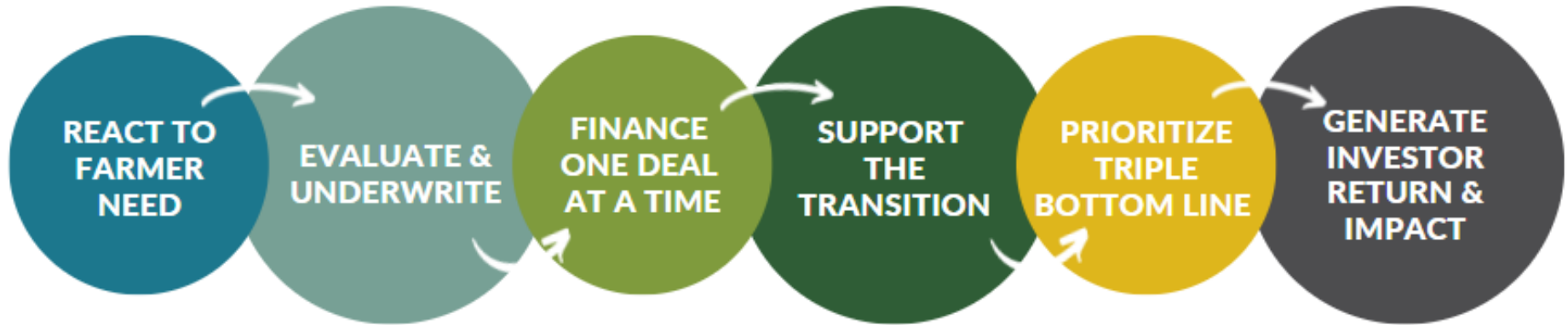
## BARRIERS TO ENTRY

- Access to land
- Access to financing
- Financial support through the 3-year transition to organic
- Support from conventional farmers in their community
- 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, Generating 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

# A RECENT DEAL – SUMAC CREEK FARM

## FARMERS

Rachael & Chris Jones – Kankakee County, IL

## SIZE

29 acres of transitional farmland

## WHAT THEY RAISE

A variety of vegetables, herbs, and flowers along with pasture-raised chickens, sheep, goats, and pigs.

## NOTABLE FACTS

- Rachael & Chris run a multi-faceted business growing food and serving it at their Dine on the Land events, in addition to promoting youth education through immersive summer camps, cooking classes, and gardening workshops. They also offer farm stays and glamping experiences at their new farm site.





# INNOVATIVE FARMERS– 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

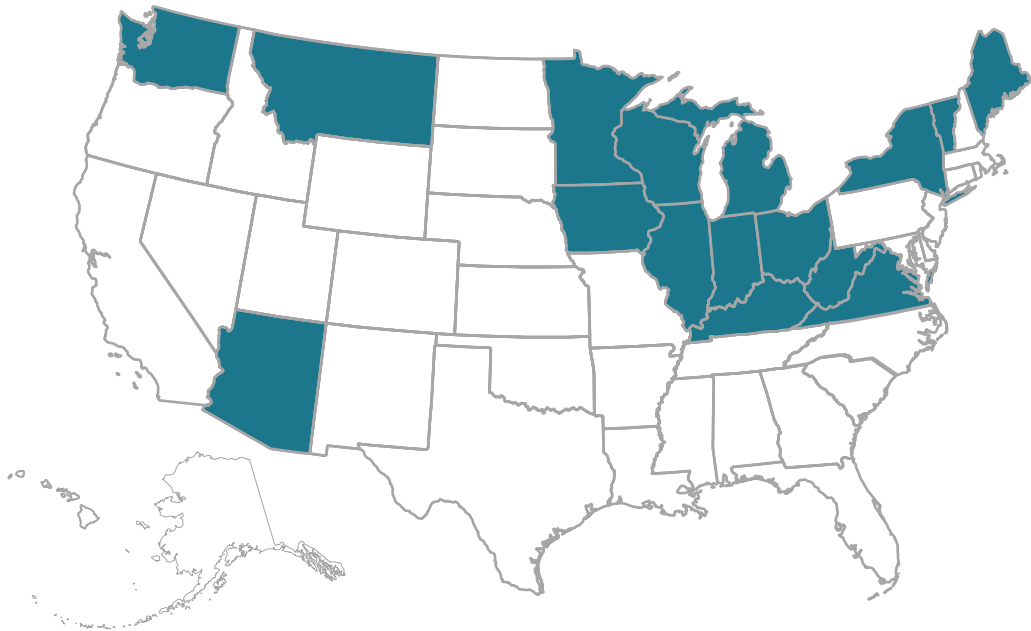
- In spring 2020, the Manuels planted their first acres of kernza®, the perennial grain developed by The Land Institute. They have since expanded their production by an additional 500 acres, and they plan to have all of their cropland established in perennials by 2025.



Photo Credit: Big Sky Journal

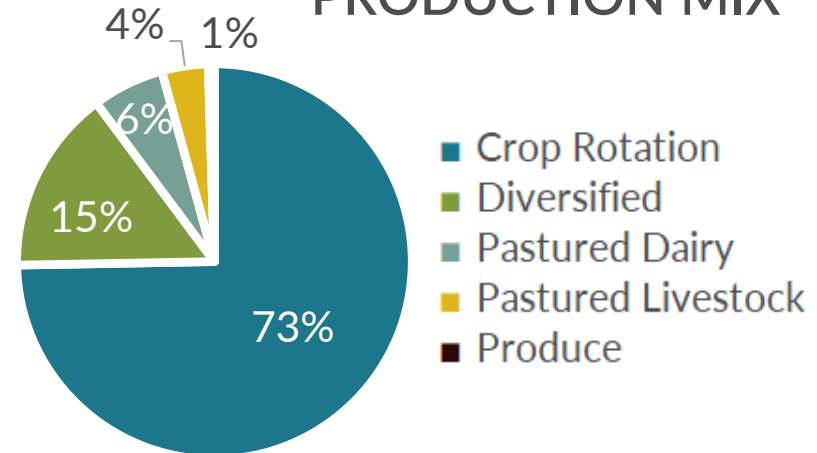
# OUR PORTFOLIO TODAY

## INVESTMENT MAP

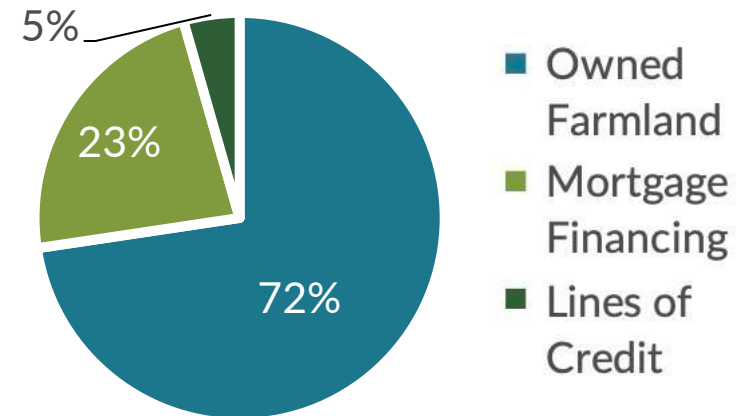


Iroquois Valley has made over **110** farmland investments since its inception and currently has **101** active investments in **84** properties. The **101** investments include **52** long-term leases, **38** mortgages, and **11** lines of credit. Our farmers are rooted in **47** counties across **16** states.

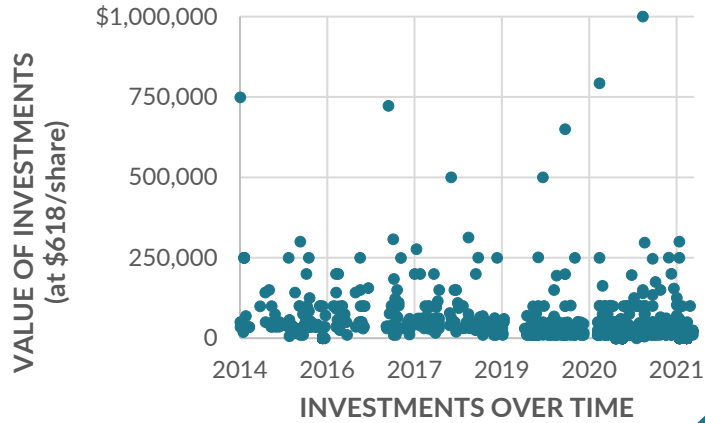
## PRODUCTION MIX



## PORTFOLIO BREAKDOWN

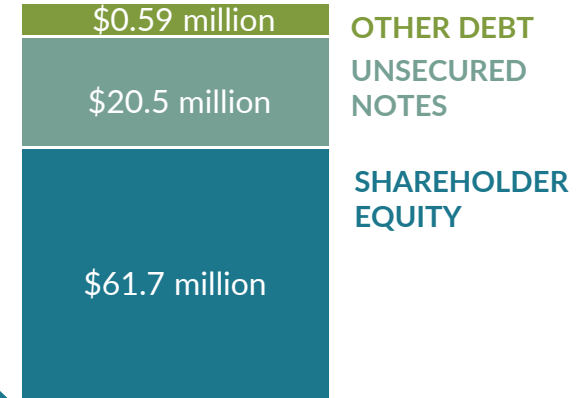


## EQUITY INVESTMENTS



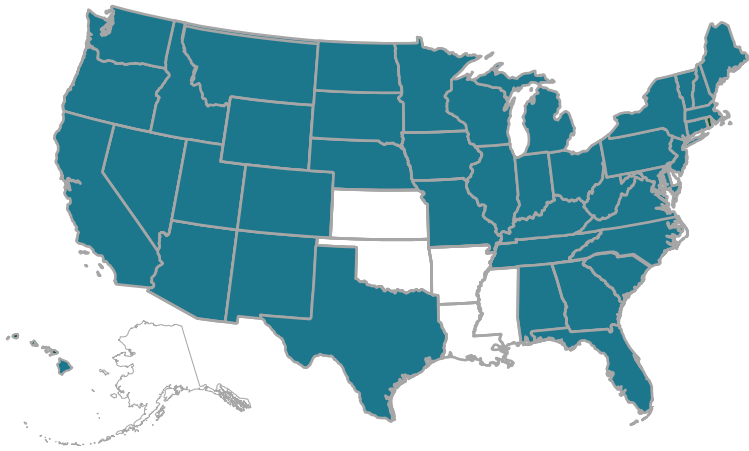
## CAPITALIZATION

TOTAL ASSETS: \$82.8 MILLION

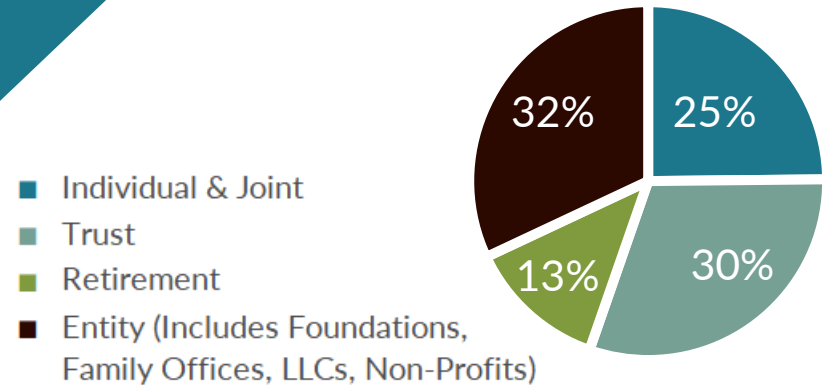


WE HAVE A  
DIVERSE BASE  
OF INVESTORS

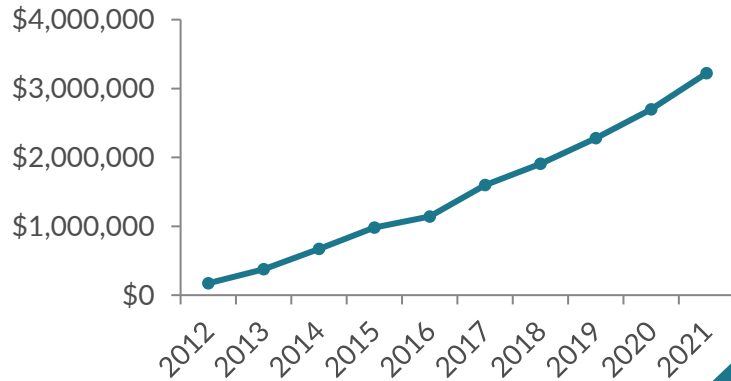
## INVESTOR LOCATIONS



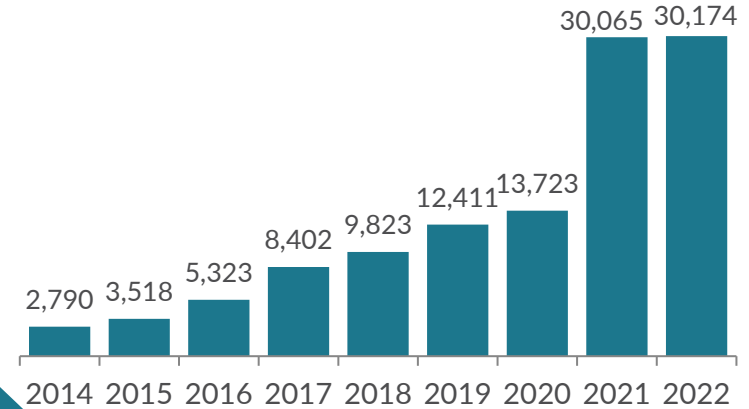
## ACCOUNT TYPE



## REVENUE

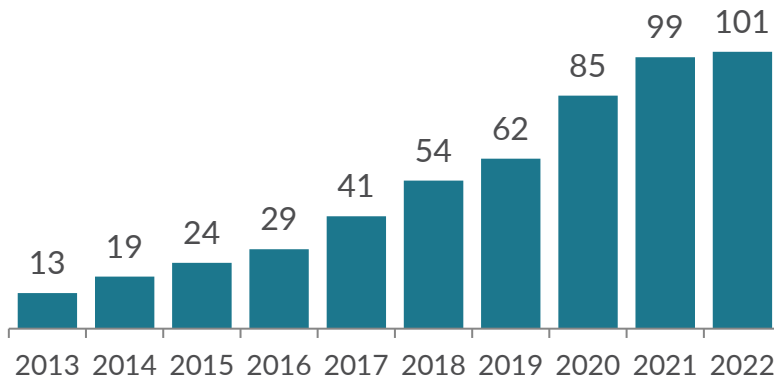


## OWNED & FINANCED ACRES

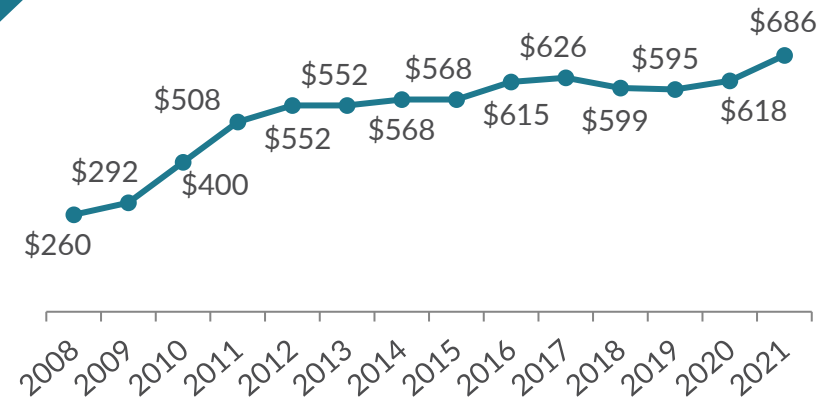


**A TRACK  
RECORD OF  
GROWTH &  
SUCCESS**

## NUMBER OF FARM INVESTMENTS



## 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 shares over time

Accessible minimum investment: \$10,290  
(15 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% annual return in semi-annual interest payments

5-year term

Accessible minimum investment: \$50,000

Available to accredited investors only\*

\*For more information on what defines an accredited investor, please visit the SEC website or reach out to our investment department at [invest@iroquoisvalleyfarms.com](mailto:invest@iroquoisvalleyfarms.com)



# CONTACT US

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## SOCIAL MEDIA



Photo Credit: Prairie Fruits Farm & Creamery