



# IROQUOIS VALLEY<sup>TM</sup>

FARMLAND REIT

## INVESTOR PRESENTATION

NOVEMBER 2023



# WHO WE ARE

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



CREAMBROOK FARM | VIRGINIA

PUBLIC BENEFIT  
CORPORATION

Certified



Corporation

A close-up photograph of a person's hands holding a large clump of dark, rich soil. The soil is moist and appears to contain some roots. The background is a blurred green field.

# WHY ORGANIC?

TO PROTECT SOIL AND WATER

TO MITIGATE CLIMATE CHANGE

TO SUPPORT PUBLIC HEALTH

TO GROW A BURGEONING AND  
UNDER-RESOURCED INDUSTRY





**BUT ONLY**

**1%**

**OF U.S. FARMLAND  
IS CERTIFIED ORGANIC**

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

- Access to land security
- Access to financing
- Support during the 3-year transition to organic
- Deficit of organic-specific industry data
- Stable access to markets for distribution
- Long-term commitment and risk-sharing with financial partners

# IROQUOIS VALLEY OFFERS SOLUTIONS

**HOLISTIC AND  
INCLUSIVE  
APPROACH TO  
UNDERWRITING  
FARMERS**

**LEASES AND  
MORTGAGES  
PROVIDE LAND  
SECURITY**

**FINANCIAL  
PRODUCTS  
STRUCTURED FOR  
THE ORGANIC  
TRANSITION**



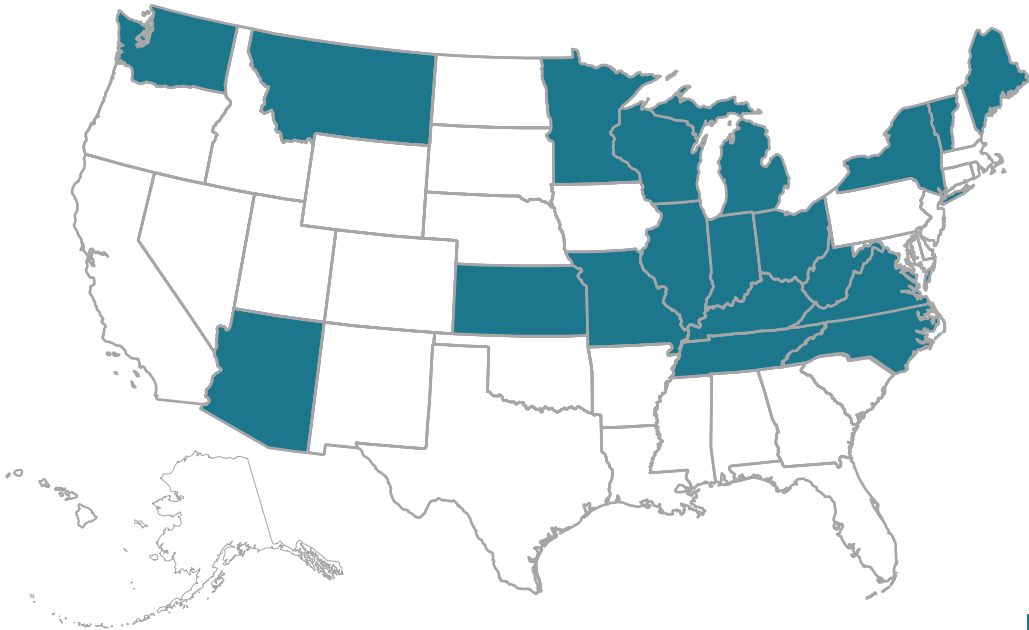
**LONG-TERM  
COMMITMENTS  
FROM DIVERSE  
INVESTOR BASE**

**FUNDING FOR  
SOIL HEALTH &  
CONSERVATION**

**RISK AND  
RETURNS LINKED  
TO FARMER  
PERFORMANCE**

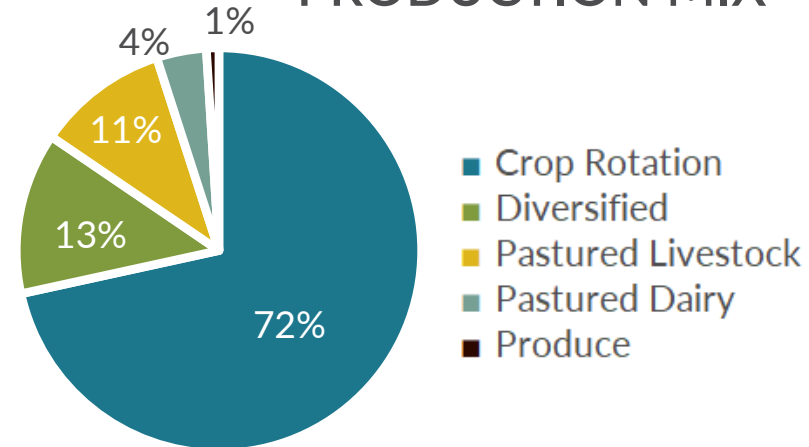
# OUR PORTFOLIO

# INVESTMENT MAP

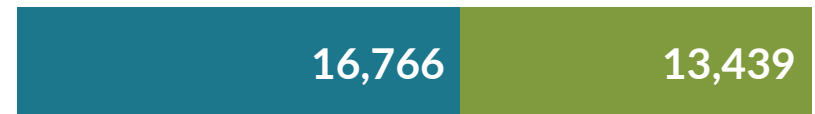


**114** active investments | **67** farmer relationships | **19** states  
**58** long-term leases | **43** mortgages  
**13** operating capital investments

## PRODUCTION MIX



## ACREAGE BREAKDOWN



- Organic Acres
- Transitional Acres

515 acres  
conserved  
with  
easements

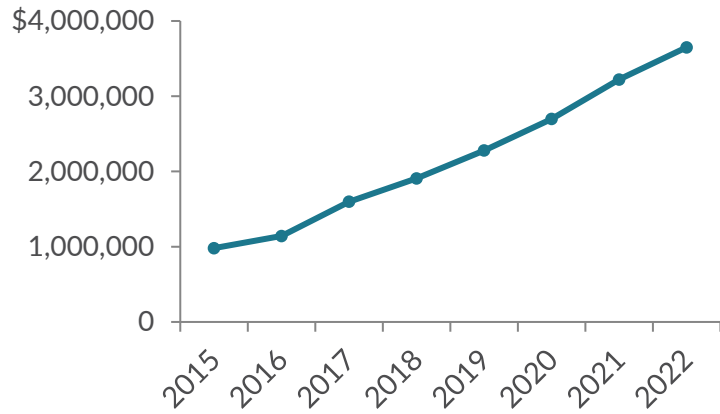


# OUR BUSINESS MODEL IS UNIQUE



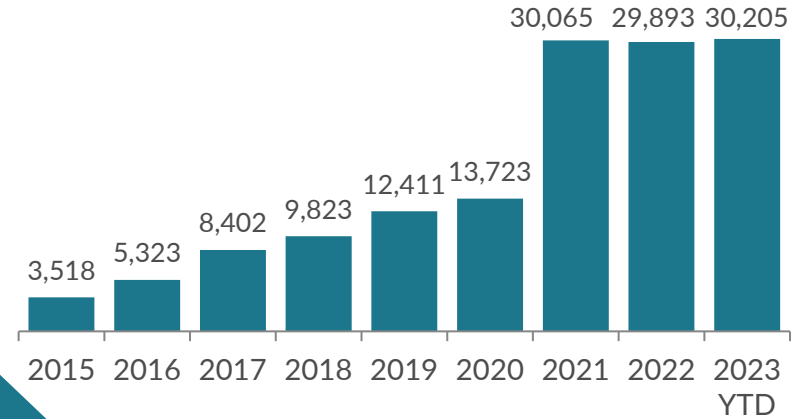
- Respond to farmer need
- Individually structure deals to ensure fit and longevity
- Support the organic transition and conservation
- Generate financial, social, and environmental investor returns

## REVENUE



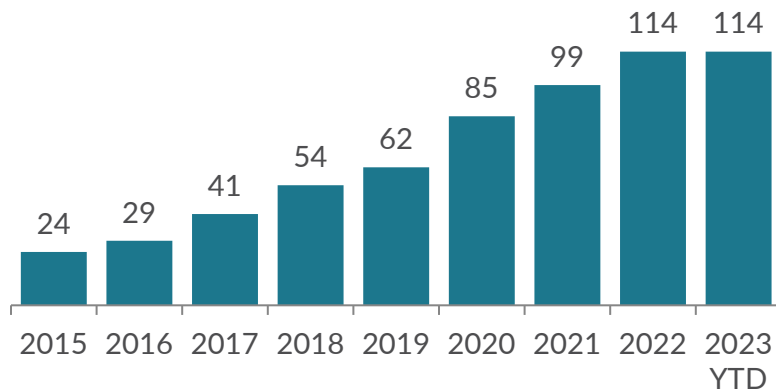
Financials are audited as of 12/31/22

## OWNED & FINANCED ACRES

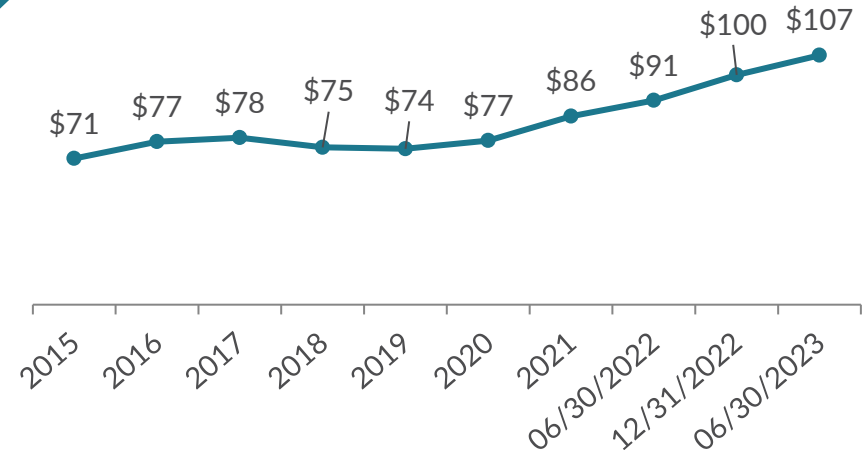


**A TRACK  
RECORD OF  
GROWTH &  
SUCCESS**

## NUMBER OF FARM INVESTMENTS



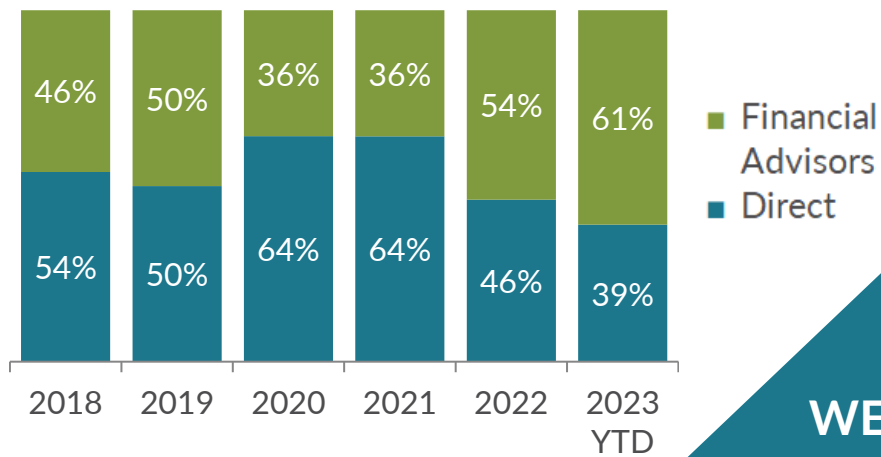
## SHARE PRICE



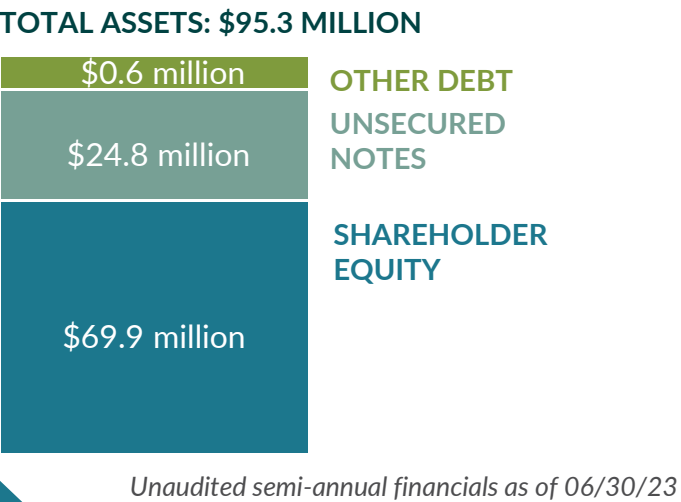
Note: The Company recently executed an 8-for-1 forward stock split. This graph represents the post-stock split values.



# FUNDING SOURCE

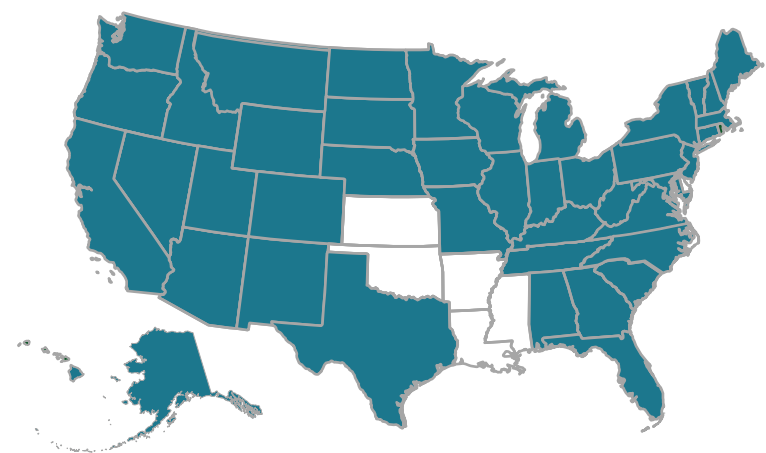


# CAPITALIZATION

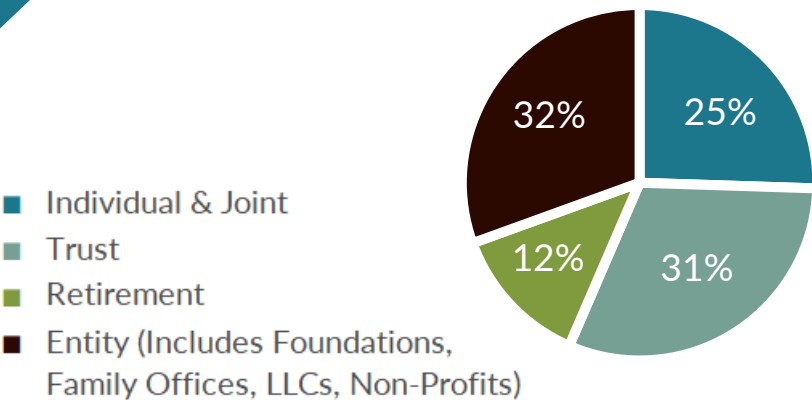


WE HAVE A  
DIVERSE BASE  
OF INVESTORS

# INVESTOR LOCATIONS



# ACCOUNT TYPE



# EVOLVING PRODUCTS FOR EVOLVING FARMER NEEDS

**2007:** Began with long-term organic  
farmland leases

**2016:** Introduced mortgages

**2019:** Extended first lines of credit

**2022:** Expanded underwriting criteria  
to be more holistic and inclusive





# LAND BACK – WATERFALL UNITY ALLIANCE

## FARMERS

Waterfall Unity Alliance is made up of members of Mohawk Nation returning to their ancestral homelands.

## DETAILS

60 acres of transitioning farmland in Skóhare, also known as Schoharie County in New York.

## VISION

To protect the Schoharie Valley and all Earth, build alliances across movements and cultures, and help create solutions to the existential challenges of our times.

## THE LAND

Berries and fruit orchards are planted on the farm. Waterfall Unity Alliance will restore native plants and habitat to the land, along with building a traditional longhouse to practice Mohawk culture and language.





# VOLLMAR FAMILY FARMS

## FARMERS

Mark & Dawn Vollmar, with their son, Jordan Vollmar.

## DETAILS

43 acres of certified organic farmland in Tuscola County, Michigan.

## VISION

To build soil quality and mentor young farmers in diversified, regenerative, organic, no-till crop farming.

## THE LAND

Vollmar Family Farms has been certified organic since 1995 to support soil health and public health. The Vollmars raise grain hemp, soybeans, black beans, spelt, and other heritage varieties of wheat.



# BLACK WIND FARM

## FARMER

Justin Butts is a Black and Native American Navy veteran and chef.

## DETAILS

103 acres of transitioning farmland in Albany County, New York.

## VISION

To provide his community with quality food and opportunities to engage with diversified agriculture and culinary arts.

## THE LAND

Justin operates a highly diversified farm, raising sheep, heritage breed pigs, broiler and layer chickens, and turkeys on pasture. He devotes some acreage to vegetable and perennial fruit production. To protect the farm from soil erosion from wind, he will plant a windbreak and restore 4 acres of wetland and riparian habitat.



JUSTIN BUTTS, BLACK WIND FARM | NEW YORK

# 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:  
\$10,700 (100 shares)

Redemption rights accrue after 5 years

Available to any US-based investors\*

\*Investment amount must be the greater of 10% of annual income or net worth

## ROOTED IN REGENERATION NOTES

Rooted in Regeneration Notes (RNR) help enable investors to fund farmland ownership for Black, indigenous, and people of color (BIPOC) farmers.

Receive a fixed rate of return –  
0.5-3.0% interest paid to investor;  
1.0-1.5% interest paid into RNR pool

3, 5, or 7 year terms

\$25,000 minimum investment

Available to accredited investors only



# IMPORTANT LEGAL DISCLAIMERS

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**Please invest carefully. All investments are speculative in nature and involves substantial risk of loss.**



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## SOCIAL MEDIA

