### IROQUOIS VALLEY FARMLAND REIT

# **INVESTOR PRESENTATION**

**APRIL 2024** 

SINGING PASTURES | MAINE

administrate Participas

### 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.



# 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

#### 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 risksharing 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

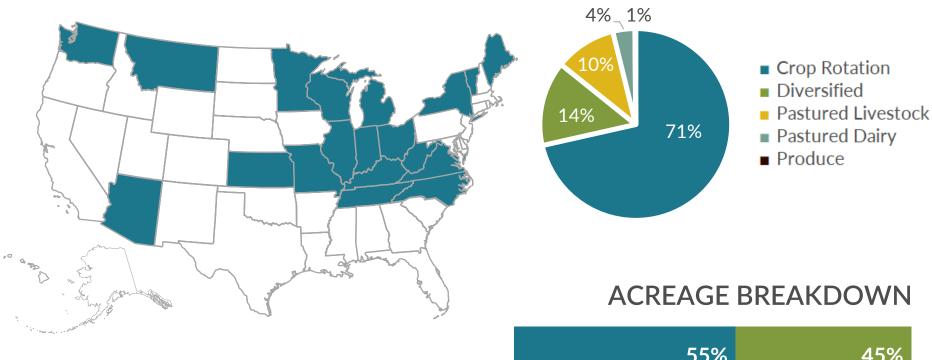
LONG-TERM COMMITMENTS FROM DIVERSE INVESTOR BASE

FUNDING FOR SOIL HEALTH & CONSERVATION RISK AND RETURNS LINKED TO FARMER PERFORMANCE

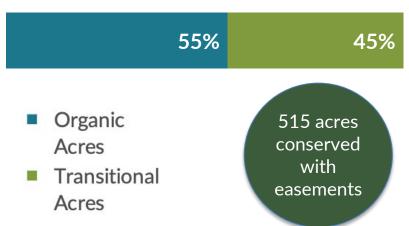
## **OUR PORTFOLIO**

#### **INVESTMENT MAP**

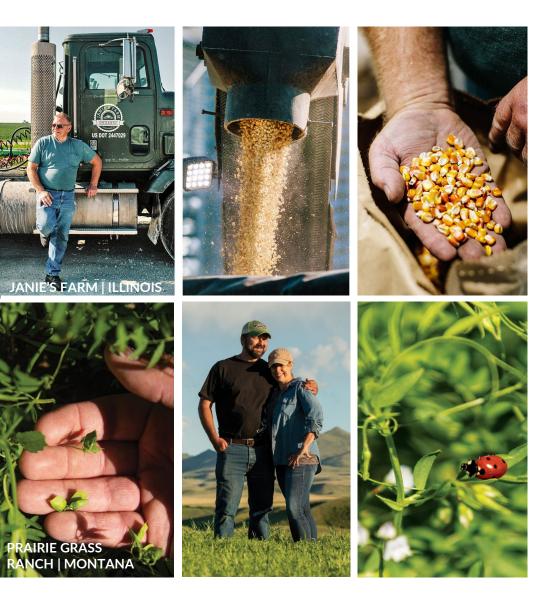
#### **PRODUCTION MIX**



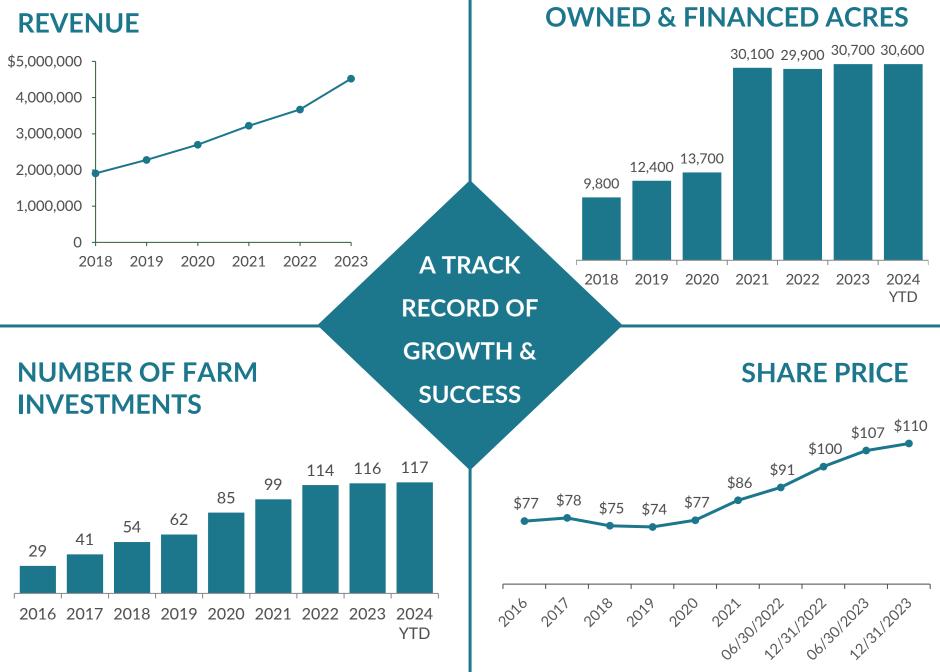
117 active investments | 98 properties
55 counties | 19 states
62 long-term leases | 44 mortgages
11 operating capital investments



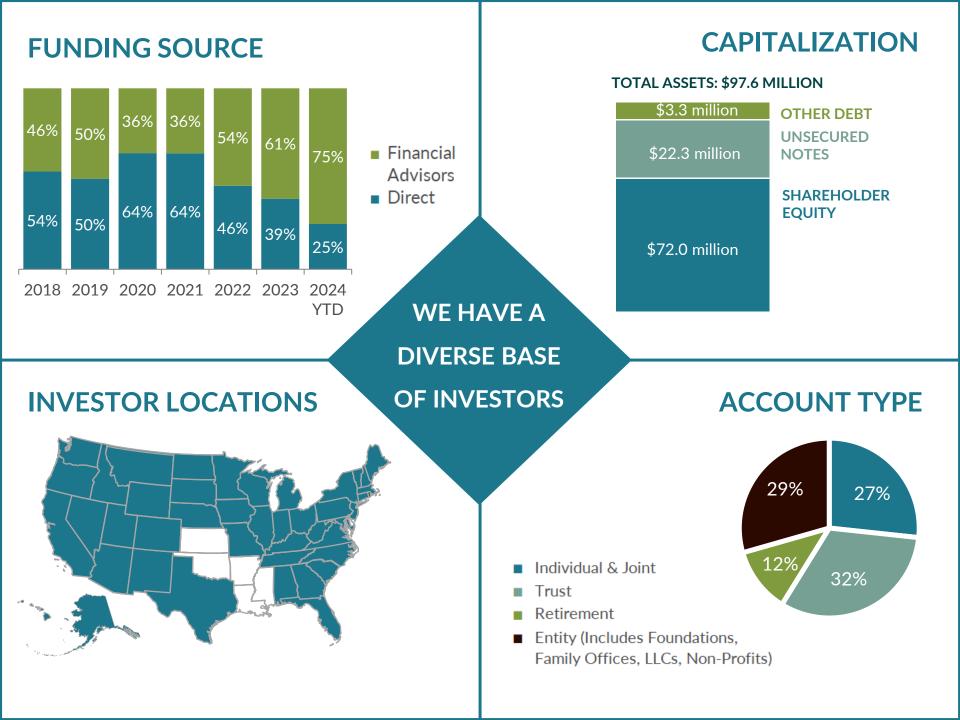
# **OUR BUSINESS MODEL IS UNIQUE**



- 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



Note: In October 2023, the Company executed an 8-for-1 forward stock split. This graph represents the post-stock split values.



### 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

ROCK CREEK FARM | ILLINOIS

### 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.

### **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: \$10,010 (91 shares)

Redemption rights accrue after 5 years

#### Available to most investors\*

\*For non-accredited investors, the investment amount must not exceed the greater of 10% of your annual net income or net worth.

GRAY ORGANIC FARMS

#### **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

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



# **CONTACT US**

Donna Holmes Managing Director, Investor Relations

Lacey Benz Manager, Investor Relations

**EMAIL** invest@iroquoisvalleyfarms.com

**COMPANY WEBSITE** www.iroquoisvalley.com

**CONTACT NUMBER** +1 (847) 859-6645

MAILING ADDRESS 1720 W Division Street, Chicago, IL 60622

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