

# ROOTED IN REGENERATION NOTES

April 2024

Waterfall Unity Alliance, NY

## TERMS & DETAILS

- 3, 5, or 7 year terms
- \$25,000 minimum
- 0.5-3.0% interest paid to investor
- 1.0-1.5% interest paid into Rooted in Regeneration Pool
- Accredited Investors Only

## NOTE OPTIONS

Investors may invest tranches of \$25,000 in two impact options with three alternative term lengths. The maximum issuance is \$5 million, \$10 million, and \$10 million for all 3-yr, 5-yr, and 7-yr notes, respectively.

Standard Option	3 Yr	5 Yr	7 Yr
Gross Yield	4%	2.5%	3%
Net Yield	3%	1.5%	2%
Pool Contribution	1%	1%	1%

Catalytic Option	All Term Lengths
Gross Yield	2%
Net Yield	0.5%
Pool Contribution	1.5%

*Legal Disclaimer: RNR Notes are available to accredited investors only. You may only invest after careful consideration of our complete Private Placement Memorandum, verification of your accredited investor status, and the submission of any other information required by Iroquois Valley relating to your proposed investment.*

## COMPANY OVERVIEW

Iroquois Valley offers investors direct exposure to its diversified portfolio of certified organic and transitioning farmland. We raise capital through a combination of issuing debt and equity securities to finance land security for farmers. We offer organic farmers long-term leases, mortgage financing, and operating lines of credit.

## ROOTED IN REGENERATION (RNR)

Iroquois Valley is launching its newest offering, the RNR Note. RNR Notes will help enable investors to fund farmland ownership for Black, indigenous, and people of color (BIPOC). Investors will receive a fixed rate of return from Iroquois Valley. In addition, a portion of the stated interest on the notes will fund the RNR Pool. The RNR Pool will be used to provide discounts on the mortgage interest rate for eligible participating farmers. Eligible farm stewards under this note must be classified as socially disadvantaged under the USDA (generally, BIPOC farmers) and engaged in conservation practices.

## A REPARATIVE APPROACH

Iroquois Valley has a successful track record of using innovative financial instruments to invest in farmers with specialized needs, namely organic. The company believes that for its investments to be impactful, they must be accessible and appropriate to all potential players in the organic farmland space. Historically, BIPOC farmers have faced significant barriers to accessing financing while overwhelmingly using organic and regenerative practices. Socially disadvantaged farmers represent 4.5% of all farmers in the US in 2017, compared to 13.3% in 1900.<sup>1,2</sup> To date, the Company's portfolio is composed of 10% BIPOC farmers.

Iroquois Valley monitors this statistic as one measure of how it participates and operates in a financial system with a history of discrimination. The creation of the RNR note is one of the Company's steps to repair this harm by making farmland ownership financially accessible and culturally appropriate to those who have been doing the work without widespread recognition. This includes not only who this note will fund but how. Our Company's strength has been offering customized terms for our financings with farmers, including partnering with other funders, technical assistance providers, and nonprofit organizations. Iroquois Valley recognizes that others in this field, particularly BIPOC-led organizations, have done this work for longer and often with fewer resources. Our strategy in developing this note is to participate and collaborate with these organizations as well as the farmers they serve.

Through the RNR note, the Company is renewing and strengthening its commitment to being creative with structuring capital in collaboration with others in the field to the benefit of the farmer, and particularly historically excluded and unrepresented farmers. We are proud to expand our support for these borrowers through a specialized and reparative offering.

<sup>1</sup>Congressional Research Service. *Racial Equity in U.S. Farming: Background in Brief (R46969)*, Washington: Library of Congress, Nov. 19, 2021.  
<sup>2</sup>United States. U.S. National Agricultural Statistics Service NASS, 2017.