



IROQUOIS VALLEYTM
FARMLAND REIT

INVESTOR PRESENTATION

JULY 2024

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

IA 50[®]
2024
EMERITUS
MANAGER

Certified

Corporation



WHY ORGANIC?

TO PROTECT SOIL AND WATER

TO MITIGATE CLIMATE CHANGE

TO SUPPORT PUBLIC HEALTH

TO GROW A BURGEONING AND
UNDER-RESOURCED INDUSTRY



JANIE'S FARM | ILLINOIS



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**

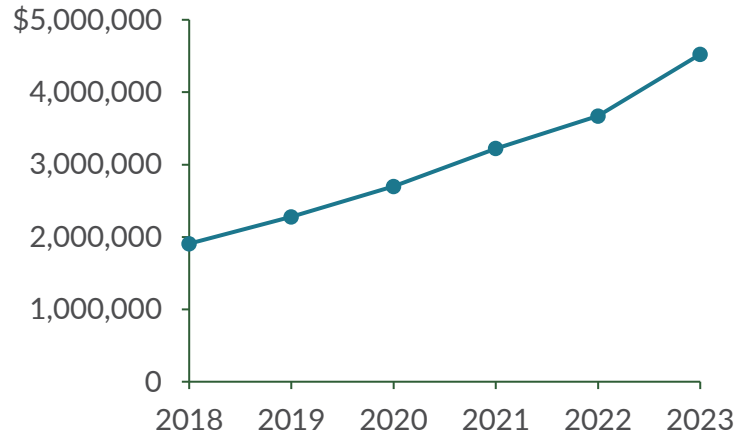
**RISK AND
RETURNS LINKED
TO FARMER
PERFORMANCE**

OUR BUSINESS MODEL IS UNIQUE

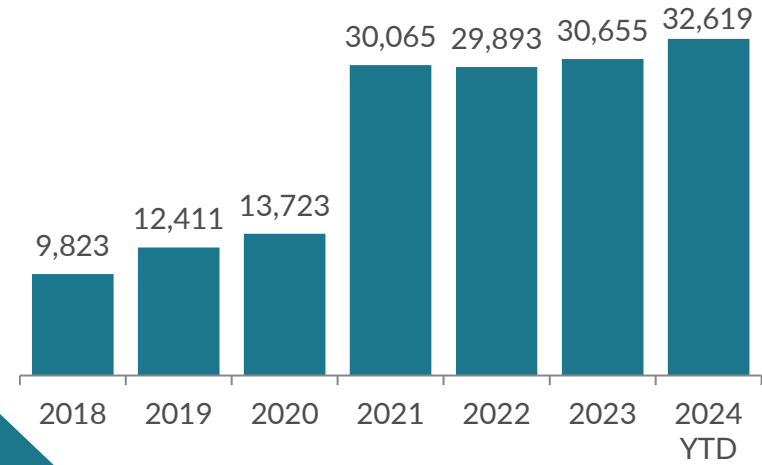


- Respond to farmer need
- Individually structure deals to ensure fit and longevity
- Support the organic transition and conservation
- Generate financial, social, and environmental investor returns

REVENUE

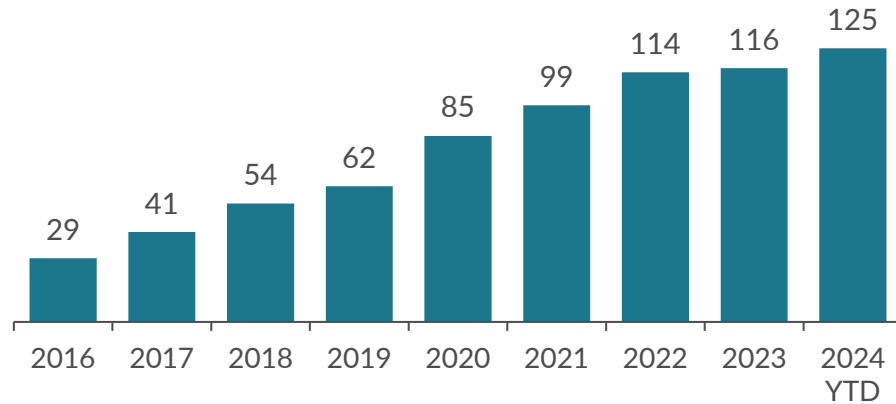


OWNED & FINANCED ACRES



**A TRACK
RECORD OF
GROWTH &
SUCCESS**

NUMBER OF FARM INVESTMENTS

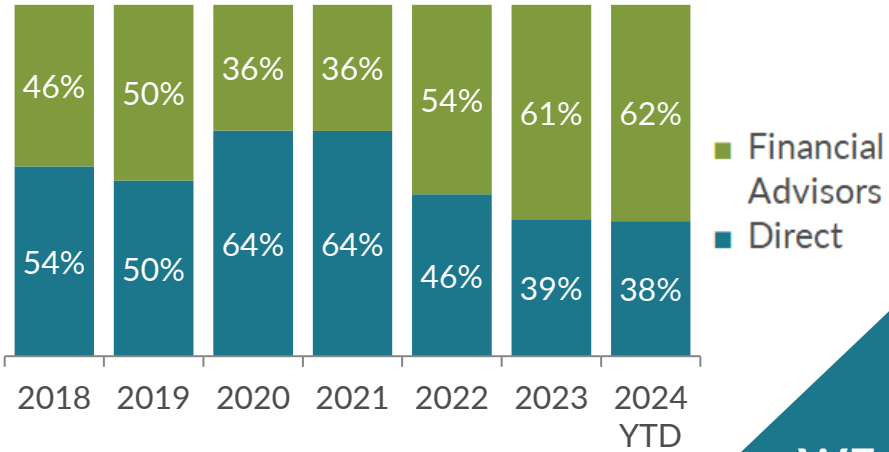


SHARE PRICE



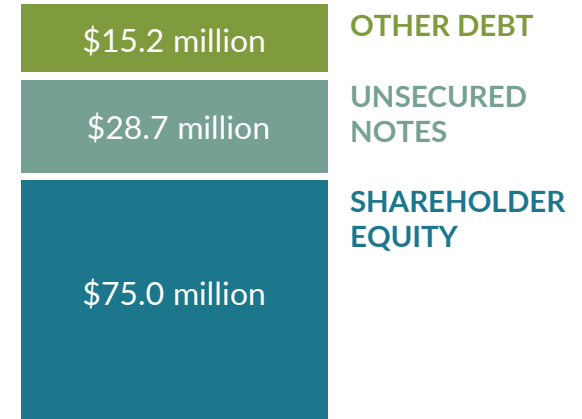
Note: In October 2023, the Company executed an 8-for-1 forward stock split. This graph represents the post-stock split values.

FUNDING SOURCE



CAPITALIZATION

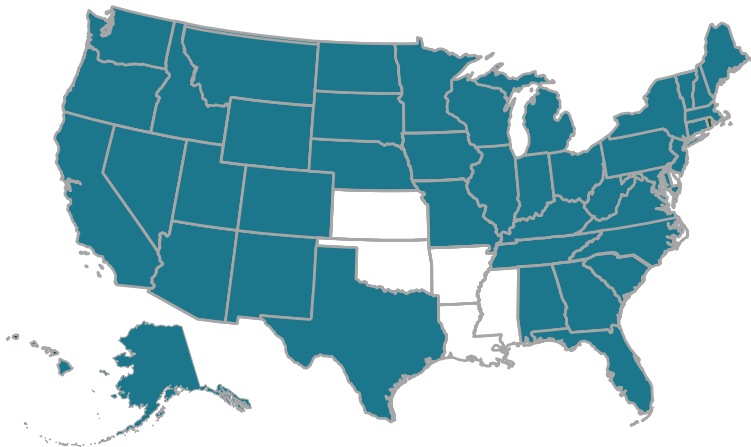
SOURCES OF CAPITAL: \$118.9 MILLION



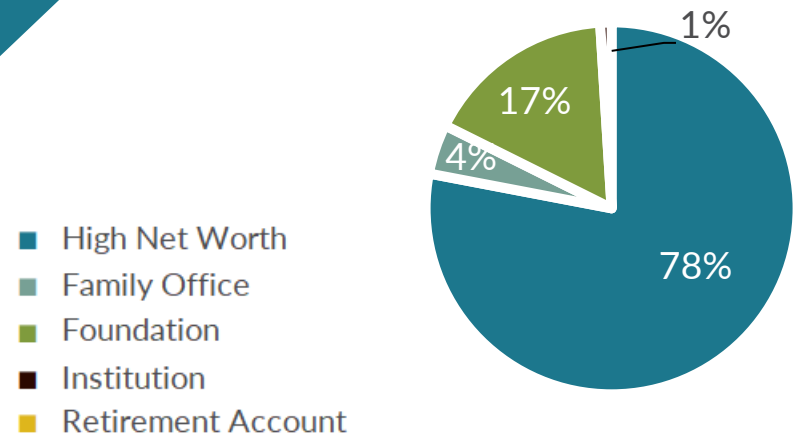
**Unaudited financials based on Company reports*

**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.

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.

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

