



INVESTING IN TRANSFORMING AGRICULTURE

THROUGH ORGANIC
LAND STEWARDSHIP

FALL 2024





PHOTO: TULIP TREE GARDENS

WHO WE ARE

Iroquois Valley® provides capital to organic farmers

and farmers committed to transitioning their land from conventional to organic across the U.S.

Structured as a real estate investment trust (REIT), a public benefit corp and a B Corp that is registered with the SEC, we provide long-term mortgages, leases, and operating capital.

PUBLIC BENEFIT
CORPORATION

Certified



Corporation



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: \$10,062 (86 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

- Investors **FUND FARMLAND OWNERSHIP** while building special opportunities 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**

U.S. FARMLAND IS A \$3.2 TRILLION DOLLAR ASSET IN FLUX

40% OF FARMLAND WILL CHANGE HANDS IN THE NEXT 15 YEARS

CURRENTLY, ONLY 2% IS ORGANIC.

ENVISION THE OPPORTUNITIES...



EXECUTIVE SUMMARY

MARKET OPPORTUNITY

Organic food is a \$60 billion consumer market and is expected to grow at a 13% CAGR over the next decade, while less than 2% of farmland in the US is certified organic under USDA regulations

IMPACT

Certified organic farmland has a major positive environmental impact through improved carbon sequestration, elimination of pesticides, enhanced soil fertility, increased biodiversity; and it leads to better farm economics

SUCCESSFUL TRACK RECORD

Structured as a REIT, Iroquois Valley owns or finances 30,000 certified organic or transitioning acres, has achieved long-term annualized returns of 9.2%, and has a network of 70+ farmers

WHY NOW

Iroquois Valley has the unique opportunity to deploy significant amounts of capital transitioning farmland from conventional to organic by leveraging its proprietary and growing pipeline



THE PROBLEM WITH CONVENTIONAL AGRICULTURE



PHOTO: NEBRASKA CORN FARM

IGNORES ENVIRONMENTAL COSTS AND BIODIVERSITY LOSS

- Agriculture, forestry & land use account for 18% of GHG emissions
- More than 57 billion tons of soil have eroded in the U.S. Midwest, with continuing land degradation economic losses estimated at over 37.6 billion annually
- Monocrop production, glyphosate (aka Roundup), and pesticide use leads to biodiversity loss

LEADS TO AN UNHEALTHY FOOD SYSTEM

- The U.S. sprays 2-3x more chemicals today than in 1960, 75% of which is used on corn soy, potatoes, and wheat
- Positive association between prolonged pesticide exposure and various forms of cancer

DOESN'T WORK FOR FARMERS

- Median conventional farm income is net negative
- Conventional farmers are forced to rely on government subsidies and off-farm jobs to continue farming

THE POSITIVE IMPACT OF CERTIFIED ORGANIC FARMLAND



BETTER FOR THE ENVIRONMENT

- Uses 50% less nitrogen
- Captures 44% more carbon
- Organic farms have 30% less soil erosion
- Increases overall biodiversity by 30% and pollinator diversity by up to 50%

BETTER FOR FARMERS

- In areas with high concentrations of organic farms, median incomes are \$2,000 higher
- Consistent organic price premiums lead to profitable farms

BETTER FOR HUMAN HEALTH

- Does not use synthetic chemicals
- Dramatic reduction in the risk of cancer is correlated with eating organic food

A GROWING MARKET

- Organic food is a \$69B consumer market
- 13% expected growth rate 2023-2032



FARMLAND IS A
GOOD INVESTMENT.

AT IROQUOIS VALLEY WE KNOW

**ORGANIC
FARMLAND**

IS THE

**BETTER
INVESTMENT.**



IROQUOIS VALLEY ONLY WORKS WITH TRANSITIONING & ORGANIC FARMERS

INVESTING \$100,000

WE HAVE THE POTENTIAL TO



REMOVE
10,350 LBS OF
SYNTHETIC CHEMICALS

FROM OUR FOOD SYSTEM
OVER A 5-YEAR INVESTMENT PERIOD



AVOID
24 TONS OF SOIL
EROSION ANNUALLY



CONVERT
8 CONVENTIONAL
ACRES OF CORN/SOY
INTO A PROFITABLE
ORGANIC FARM



OUR PRIORITIES SHOW

IROQUOIS VALLEY IS UNIQUE

AT IROQUOIS VALLEY WE PRIDE OURSELVES IN

- SMART INVESTMENT STRATEGY OF DIVERSIFICATION & RESILIENCE
 - FARMER FIRST MENTALITY
- 17 YEAR TRACK RECORD WITH REAL FARMERS
 - STRONG PIPELINE
- SOPHISTICATED SYSTEMS & PROCESSES
 - ATTENTIVE CUSTOMER SERVICE

A map of the United States where states are colored either dark teal or white. The teal states, representing 'Yes' to medical marijuana support, include Washington, Oregon, California, Arizona, Nevada, Idaho, Montana, Wyoming, Colorado, Kansas, Oklahoma, Texas, New Mexico, Utah, and Alaska. The white states, representing 'No' to medical marijuana support, include Oregon, Nevada, Idaho, Montana, Wyoming, Colorado, Kansas, Oklahoma, Texas, New Mexico, Utah, and Alaska.

57 counties | **20** states

70 long-term leases | **44** mortgages | **11** operating capital investments

A pie chart illustrating the distribution of farm types. The chart is divided into five segments: a large blue segment for 'Crop Rotation' (76%), a green segment for 'Diversified' (12%), a yellow segment for 'Pastured Livestock' (8%), a small grey segment for 'Pastured Dairy' (3%), and a very thin dark brown segment for 'Produce' (1%). A legend to the right of the chart lists the categories with corresponding colored circles.

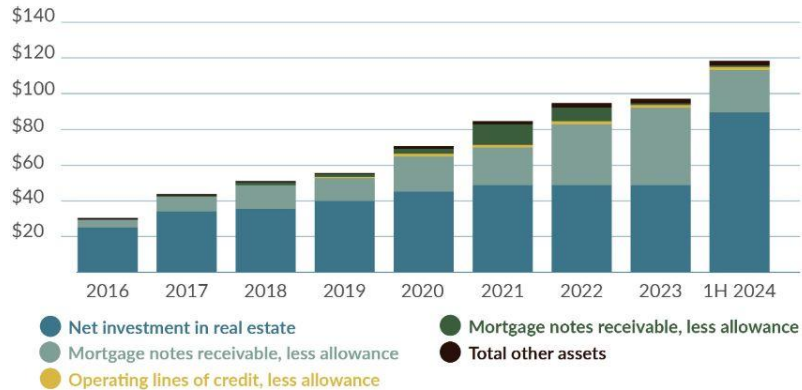
Farm Type	Percentage
Crop Rotation	76%
Diversified	12%
Pastured Livestock	8%
Pastured Dairy	3%
Produce	1%

A pie chart illustrating the distribution of assets. The chart is divided into three segments: a large blue segment representing 'Owned Assets' at 79%, a green segment representing 'Mortgage Assets' at 19%, and a small yellow segment representing 'Operating Capital Assets' at 2%.

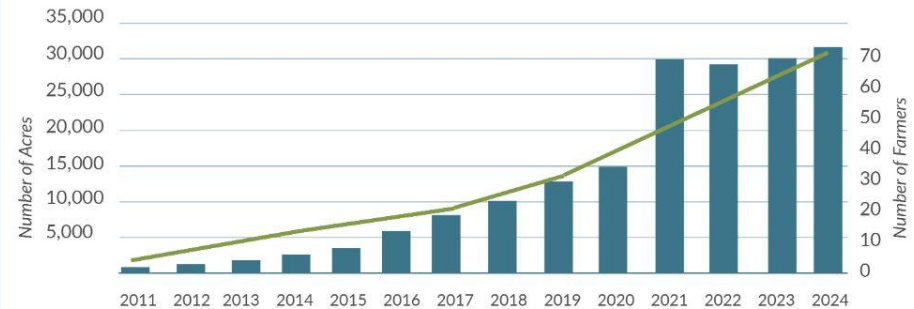
Asset Category	Percentage
Owned Assets	79%
Mortgage Assets	19%
Operating Capital Assets	2%

OUR FINANCIAL RESULTS SHOW CONSISTENT GROWTH

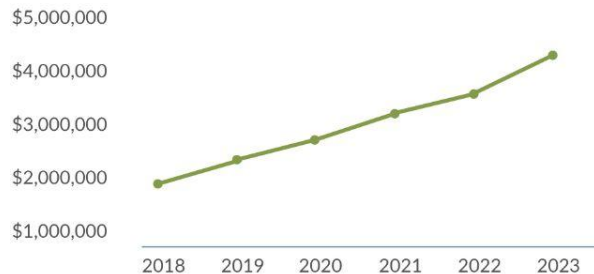
TOTAL ASSETS \$ in millions



NUMBER OF ACRES & FARMERS



REVENUE \$ in millions

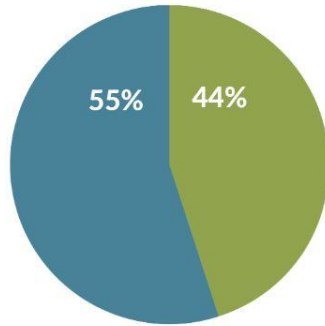


SHARE PRICE



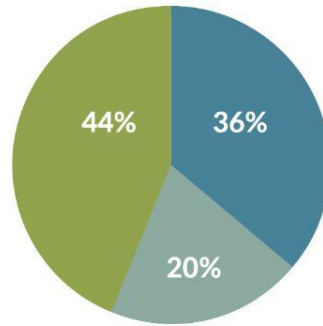
OUR INVOLVEMENT ENSURES SUCCESSFUL TRANSITION AND HIGHER INVESTMENT RATE

TRANSITIONING VS. ORGANIC



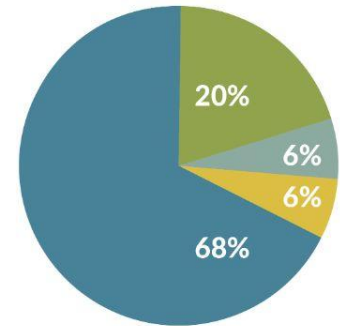
- Organic Acres
- Transitional Acres

FARMER REINVESTMENT



- One Investment
- Two & Three Investments
- Four or More Investments

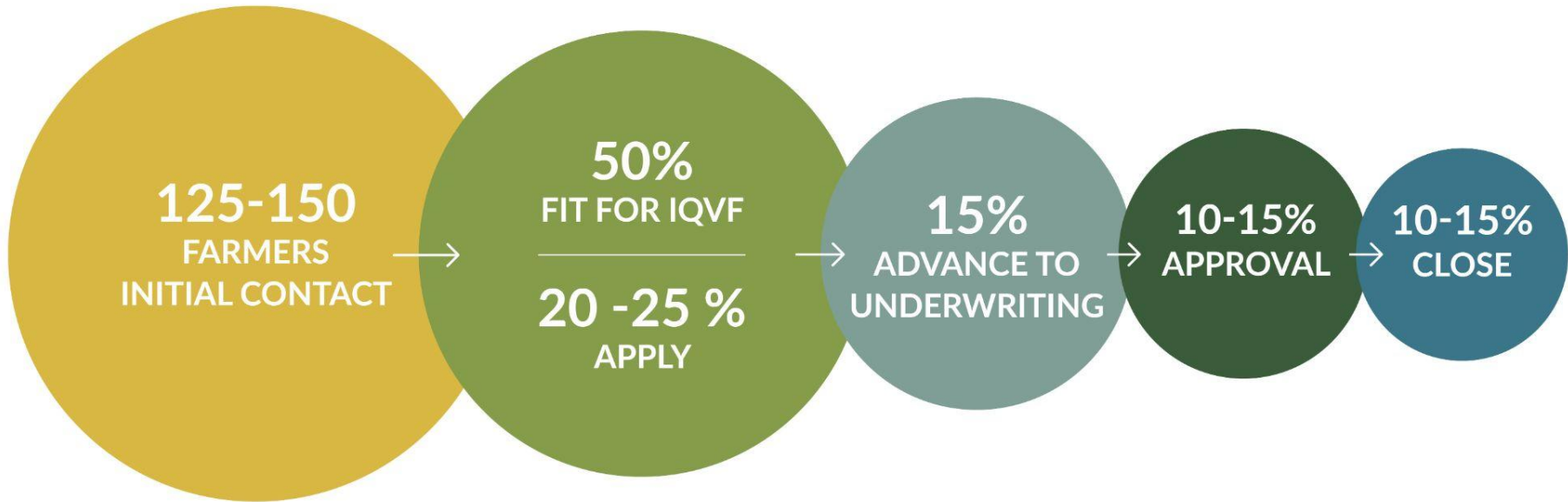
FARMER DEMOGRAPHICS



- Baby Boomer
- Generation X
- Millennial
- Generation Z

FARMER PIPELINE

FUELING IROQUOIS VALLEY GROWTH



PARTNERSHIPS & AWARDS

AGRICULTURAL PARTNERS & COLLABORATORS



COMPANY AWARDS



AWARD WINNING FARMERS & BOARD



WHY NOW? WHY US?

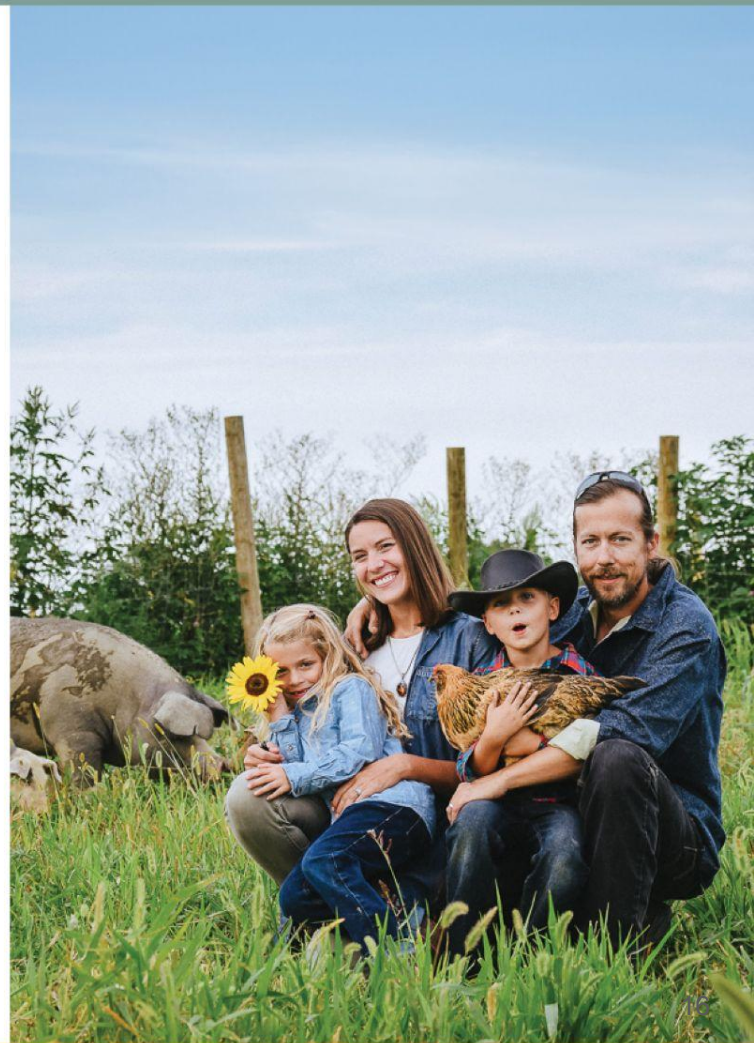
CONSUMER DEMAND is strong and growing

DESIRE FOR CHANGE — the next generation of farmers are interested in organic farming practices

LARGE OPPORTUNITY to deploy capital to generate positive impact and earn strong financial returns

PROPRIETARY NETWORK, market presence and awareness has led to an investment pipeline of \$50M+

INSTITUTIONAL PLATFORM and team to deliver results



MEET OUR FARMS



JOHNSON FAMILY FARM

3RD AND 4TH GENERATION FARMERS

LEASE 500 ACRES IN WILL COUNTY, IL

TRANSITIONED TO ORGANIC BECAUSE
OF OUR INVESTMENT

The Johnson's were interested in organic but were unable to transition acreage because of their agreements with other landowners. By taking over management of an 80-acre IQVF property in 2018, the Johnson's have been successful with organic production.



BLACK WIND FARM

1ST GENERATION FARMER

100 ACRES IN ALBANY COUNTY, NY

Justin Butts, a Black and Native American Navy veteran, farmer, and chef, has a vision to provide his community with quality food and opportunities to engage with diversified agriculture and culinary arts.

Black Wind is a highly diversified farm of pastured sheep, heritage breed pigs, broiler and layer chickens, and turkey, along with some acreage of vegetable and perennial fruit production. To protect the farm from soil erosion from wind, Justin is constructing a windbreak and will restore four acres of wetland and riparian habitat.



SHIAWASSEE FARM

3RD GENERATION FARMERS

LEASED 238 ACRES IN SHIAWASSEE
COUNTY, MI FROM 2013 TO 2023

The Shiawassee property was Iroquois Valley's first investment in Michigan in partnership with established organic crop farmers. The property had significant drainage challenges and the farmers felt it was not best suited for crops and enrolled the acreage in the Conservation Reserve Program. The farmers were successful in managing additional acreage organically, and collaboratively, we determined the best course of action was divestment, which occurred in 2023.





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