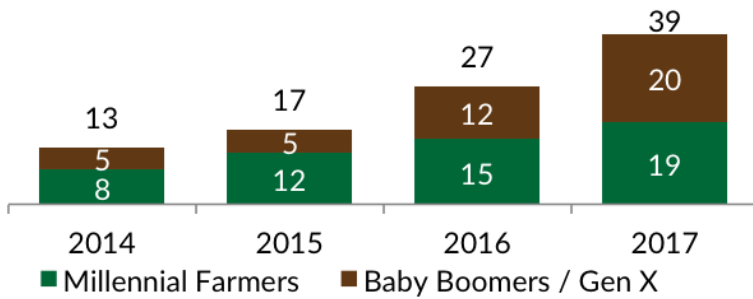




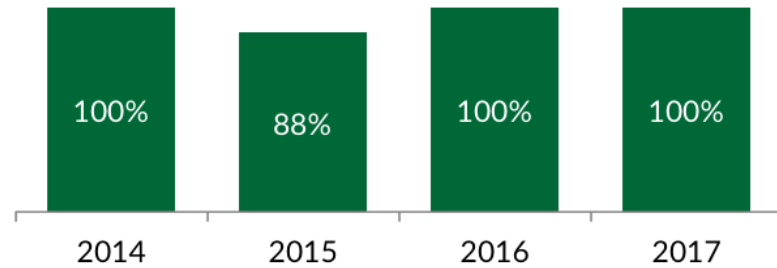
# 2017-2018 IMPACT REPORT

Iroquois Valley Farms Impact Reporting is based on a simple idea: accurately articulate one's Vision then measure impacts exemplifying those principles. Our Vision Statement embodies these seven founding principles. We support family farmers using organic practices and gratefully share our performance expressing those values with advisors, shareholders, farmers and the public.

**Number of Farmers**



**Farmer Retention Rate**



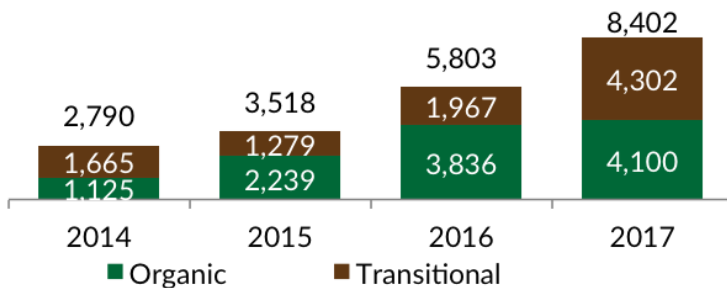
## ENABLE THE NEXT GENERATION OF YOUNG FARMERS TO POSITIVELY IMPACT WORLD HEALTH

Farm families think in generations, of passing the farm on to their children. Iroquois Valley Farms has the same tradition, actively focusing on land access for young millennial farmers through the Young Farmer Land Access Program. As of 2017 year-end, the Company has purchased or financed over 4,150 acres for millennial farmers, representing an aggregate investment value of over \$25 million. (all data yr-end, 2017)

## KEEP THE FARMERS ON THE LAND

Organic farming requires farmers to make a long-term commitment. Iroquois Valley Farms is structured to support that commitment. While the Company's business model reduces ownership risk factors for the farmer, farm operations, as part of life, are subject to risk. 2017 marks the eleventh farming season for the Company and its farmer partners. Farmer Retention has been 100% in every year except one.

**Acres Under Lease or Mortgage**



## Benefits of Organic Farming

**Nutritious, Healthy Food** – Iroquois Valley Farms' farmer partners follow organic farming rules, which increases nutritional content while excluding genetically modified organisms, chemical pesticides, herbicides, and synthetic fertilizers – all known to be harmful to humans and ecosystems.



**Healthy Planet** – Regenerative, biodiverse ecosystems start with safe, healthy water. Organic farming practices preserve, remediate and enhance water quality. Conventional agriculture creates 60% of all water pollution, according to the EPA.

**Regenerative Soil Management** – Organic farmers recognize soil as a complex, living system of fungi, bacteria, insects, earthworms, and much more. Regenerating organic matter in the soil allows for carbon sequestration as well as water filtering, retention and storage. Healthy soil supports a natural ecosystem where abundantly nutritious food grows and wildlife thrives.

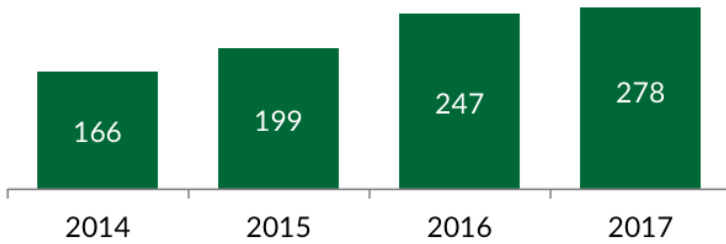
## FARM WITH HEALTHY, HUMANE & ORGANIC PRACTICES

The benefits of organic, regenerative farming practices to the health of the planet and all who call it home are clear and fundamental. Our farms support and increase biodiversity overall, including soil fertility, native plants, ecosystem pollinators, birds, and other species. Iroquois Valley Farms supports farmers that farm without GMOs, biocides, or other toxic chemicals.



# 2017-2018 IMPACT REPORT

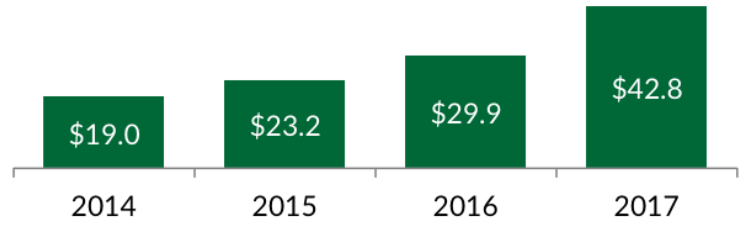
Number of Equity Members



**GROW A BROAD-BASED MEMBERSHIP**

Investors have the opportunity to invest in a diversified portfolio of farmland and farmland mortgages that are foundational to emerging local and regional food systems. Iroquois Valley Farms envisions reaching thousands of like-minded investors concerned about the health of people, the planet and financial stability

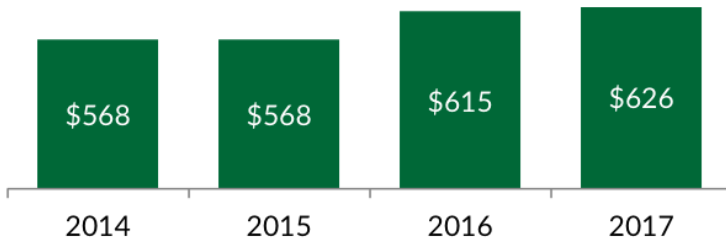
Company Asset Value



**TRANSITION TRADITIONAL INVESTMENT CAPITAL**

Farmland has a long history as a stable and moderate growth investment. With population increases straining supply and arable land limited, value should remain strong. Investment capital now has a clear and extremely viable choice to move away from conventional trading and extractive practices to renewable and regenerative uses.

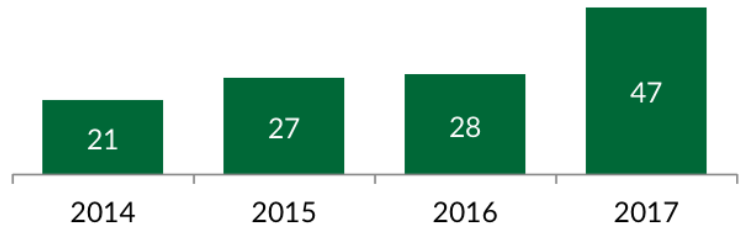
Price Per Share



**MAINTAIN A FAIRLY VALUED, DEMOCRATICALLY GOVERNED ENTERPRISE**

The ability for direct, stakeholder investment in sustainable farmland helps secure the health of a community, a region and of a nation. Iroquois Valley Farms, with Board oversight, enables both shareholders and farmers to enjoy a stable and profitable return on their farming investment.

Number of Farmland Investments



**PROTECT FARMLAND**

Empowering family farms to thrive and grow market share is part of Iroquois Valley Farms mission to replace the monoculture. An agricultural renaissance, celebrating and enhancing our living relationship with the Earth, is clearly underway. The Company's ability to hold farmland indefinitely enables secure farmland access for future generations dedicated to a healthy and just food system.

**Committed to continue setting the standard for agricultural, triple-bottom-line companies**

Iroquois Valley Farmland REIT, PBC – The Company earned B Labs “Best for the World” Honors for the Second year in a row and was selected an ImpactAssets IA50 Best Manager Company for the Sixth year in a row. Its stated Public Benefit is that of enabling healthy food production, soil restoration and water quality improvement through the establishment of secure and sustainable farmland access tenures. These impacts are now embedded in the mission and governance of the Company.

Transition investment capital away from conventional trading and extractive practices to renewable and regenerative uses with the Company's 2018, REIT Equity and Iroquois Valley Farms Soil Restoration Note Debt Offerings for accredited investors. The Company is a scalable solution to industrial agriculture and is actively expanding its investor base to reach thousands of investors concerned about the health of people, the planet and financial stability.

Alex Mackay, Director of Business Development | 202.744.1496 | [amackay@iroquoisvalleyfarms.com](mailto:amackay@iroquoisvalleyfarms.com)  
 John Steven Bianucci, Director of Impact | 847-401-6050 | [jsbianucci@iroquoisvalleyfarms.com](mailto:jsbianucci@iroquoisvalleyfarms.com)

