

IROQUOIS VALLEY FARMS

Iroquois Valley Farms (IVF) is a certified B-corporation that provides a unique opportunity for accredited investors to invest in the growing business of healthy food and farmland through social responsibility, environmental soundness, and economic viability. The company raises capital through private placement offerings and in turn purchases farmland which is leased to small and mid-sized family farmers with continually renewable leases. IVF requires farmers to convert land to organic acres as part of the lease agreement. The leases have an initial 7-year term, a minimum base rent, and a variable income component based on total farm revenues. After the first 7 years, the farmers have the option to continue to lease or purchase the land from IVF. The initial investment is insured by the base rent, and returns increase as the soil quality increases and the farm becomes more profitable.

Currently, IVF utilizes the existing valuation of conventional farming to determine the cost of their investment opportunities. However, over time the value of investing in Iroquois Valley Farms will reflect the greater income potential of local and organic farming. In the first 7 years of operations (2007-2014, total returns reflect a 2.5x multiples on capital invested for IVF. Iroquois Valley has a portfolio of over 3,000 sustainably-farmed acres. The company has purchased 25 farms to date, including certified organic and farms in transition to certified organic.

For more information: <http://iroquoisvalleyfarms.com/>

HOW IT APPLIES TO STEWARDSHIP

Iroquois Valley Farm's model promotes stewardship on working lands. Because farmers are required to transition their lands to organic as part of their lease agreements, IVF can maintain soil quality over the lands it currently owns. In addition, if property is purchased by the farmers after the first lease, the farmers are likely incentivized to maintain organic farms due to higher margins.

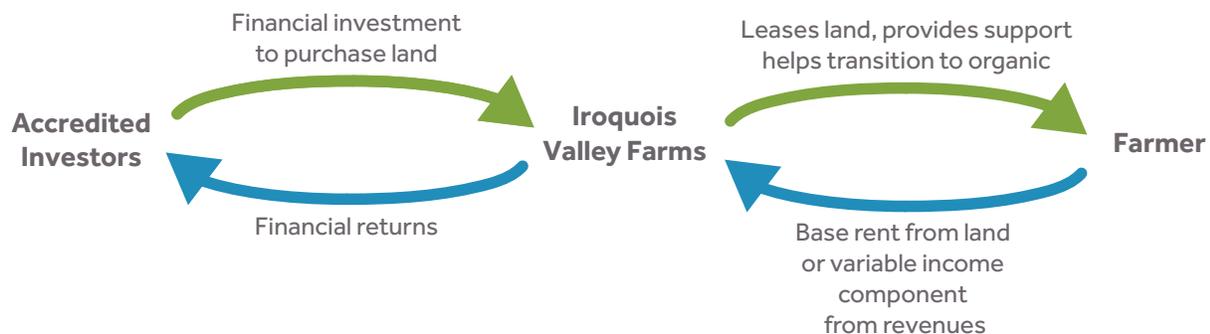
STRENGTHS

- Provides a unique positive impact investing option and is easily scalable
- Protects the environment by promoting sustainable farming practices

CHALLENGES

- Larger payoffs take more time as the soil is restored and land is transitioned to organic
- Dependent on farmers continuing to farm the land and does not provide long-term guarantee of protection after sale
- Currently, shares are not available to the public, but a private placement memorandum (PPM) is released annually.

CASH FLOW DIAGRAM



Quick Facts

Founded in 2007

Total assets under management: \$27 million as of June 2016

Funded by investments from private accredited investors (i.e. family offices, foundations, rollover IRA funds, and college endowments)

3,000 acres of certified organic or in transition to organic farms purchased to date

Board of members are elected to guide operations and can continually renew leases for farmers

Certified B-Corporation

Company is set up to buy and hold farmland and offer continually renewable leases to family farmers

