

## IMPACT MEMORANDUM

### Triple Bottom Line Investment, Impact Investment, Socially Responsible Investment

Iroquois Valley Farms is a triple bottom line, impact oriented, socially responsible investment company. Whatever terminology one might use does not change the Company's focus on creating public benefit by establishing generational farmland tenures for sustainable, local, and organic family farmers alongside generating market based financial returns for investors. In recognition of the importance of preserving the positive social and environmental impacts as the business grows, Iroquois Valley Farms obtained a B Corporation Certification and was one of the first businesses to create a Director of Impact position, a unique role for socially responsible companies that helps maintain and guide the positive impacts. Additionally, the Company has been distinguished as an ImpactAssets 50 ("IA50") company in both 2012 and 2013.

#### Certified B Corporation

Iroquois Valley Farms is a Certified B Corporation and is working towards redefining what success means in the business world alongside all the other Certified B businesses (please note: a Certified B Corporation is different than a Benefit Corporation which is a type of organizational structure allowed in several states). Iroquois Valley received its certification in 2012 by the nonprofit B Lab for meeting rigorous standards of social and environmental performance, accountability, and transparency. Iroquois Valley Farms is proud to say it was one of the first 500 organizations in the world to receive a Certified B Corporation status. In the assessment test, Iroquois Valley Farms received a 108, well above the required 80 to receive the certification. Do not be fooled, an 80 is a very difficult score to achieve and many organizations that attempt to meet the criteria fall below the required threshold. The score summary is highlighted on the right and the full details are available at [www.bcorporation.net](http://www.bcorporation.net). The Company will be working to improve its score during its revaluation assessment in 2014.

#### B Impact Report

Certified since: August 2012

Summary:	Company	Median*
Governance	16	10
Workers	11	22
Community	74	32
Environment	8	9
<b>Overall B Score</b>	<b>108</b>	<b>80</b>

*80 out of 200 is eligible for certification*

*\*Of all businesses that have completed the B Impact Assessment*

*\*Median scores will not add up to overall*

Source: <http://www.bcorporation.net/>



#### ImpactAssets 50

IA50 is a publicly available database of experienced private debt and equity impact investment managers that is updated annually by ImpactAssets, a non-profit organization that promotes a capital ecosystem for optimal social, environmental and financial impact. In 2012, and again in 2013, Iroquois Valley Farms was named as an IA50 company for its long track record in sustainable farmland investing. The companies of the IA50 are extremely diverse. The Companies target geographies all over the world and the impact investing areas are numerous, including microfinance, small business development, health & wellness, clean technology, education, and sustainable agriculture to name a few. Iroquois Valley Farms is one of the few IA50 companies focused solely on sustainable agriculture and the positive social impacts of improving soil health and supporting nutritious food growth. For more information about the IA50 please visit [http://www.impactassets.org/publications\\_insights/impact50](http://www.impactassets.org/publications_insights/impact50).



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