

## FACT SHEET

**Asset Class:** Sustainable Agriculture

**Structure:** A benefit corporation Real Estate Investment Trust with Certified B Corp status

**Business:** Farmland finance company that provides leasing and mortgage funding with a focus on the next generation of organic farmers

**Ownership:** Established in 2007, Iroquois Valley Farms is the first private company to connect farmers and investors with organic farmland (over 240 investors)

**Governance:** Nine-member elected Board of Directors

**Financials:** Assets – \$30 million; Equity – \$22 million

**Farms:** 32 farms in eight states / 23 counties (70% of our tenants are millennials)

**Financing:** Started mortgage loan financing in 2016. Five loans made (one pending) providing land security to family farmers.

**Production:** Specialty and organic grains, legumes and grasses, maple syrup; pastured dairy, livestock production; diverse forages and cover crops

**Impact Statement:** “In every deliberation one must consider the impact on the seventh generation” - Great Law of Peace of the Iroquois Nation










**Social Impact:** Young Farmer Land Access Program, generational tenured leases, Certified B Corporation – Best for the World 2016, ImpactAsset 50 Selection (four years in a row), democratic Board governance with farmer representation

**Environmental Impact:** Certified Organic fields and production, soil restoration, carbon sequestration, pasture and perennial grasses, renewable energy projects, pollinator and wildlife habitats, agroforestry practices, cover crops

**Financial Impact:** Initial investors have achieved a valuation at 2.5x money

**Impact Assessment:** Annual Impact Report measuring social/environmental impacts alongside vision statement principles

### Select History of Farmland Acquisitions

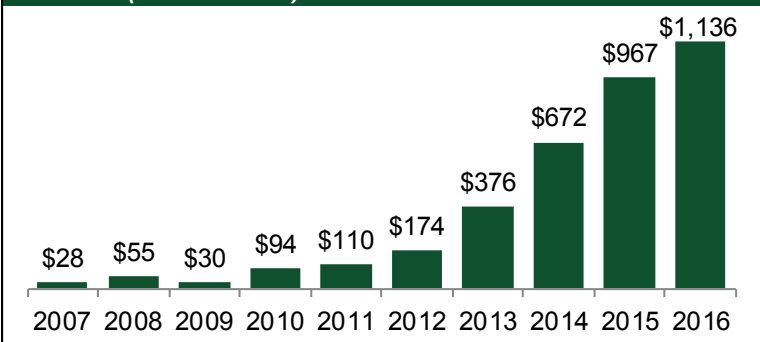
Farm	State	Acres	Year	Phase
Susquehanna	NY	280	2016	Organic
Tippecanoe 	IN	116	2016	Transitional
Bahasaba	MT	320	2016	Transitional
Tower Road 	IL	80	2016	Transitional
Earlville 	NY	175	2015	Organic
Saginaw Bay 	MI	230	2015	Transitional
Lakeville 	IN	259	2014	Transitional
Mystic River	WV	175	2014	Organic
Healing Ground	KY	110	2014	Transitional
Union Fair 	ME	180	2014	Organic
Taconic Ridge 	NY	163	2013	Organic
Shiawassee 	MI	238	2013	Transitional
Old Oak 	IN	121	2012	Organic
Denker	IL	225	2011	Organic
Iroquois West	IL	160	2008	Organic
Iroquois East	IL	142	2007	Organic

 Signifies farms participating in the Young Farmers Land Access Program

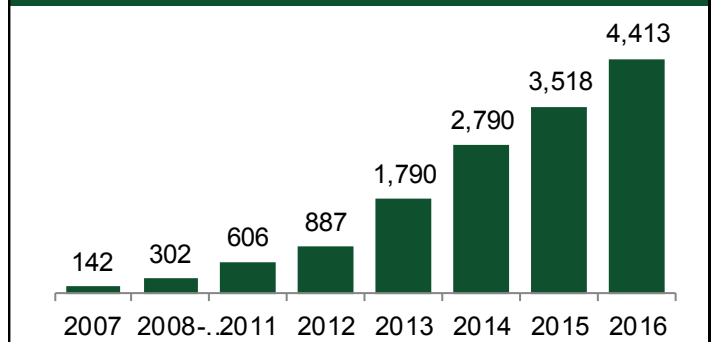
### History of Mortgage Funding

Farm	State	\$ Amt.	Year	Phase
Beyercrest	MN	1.40m	2017	Organic
Fair Acres	IA	1.50m	2016	Transitional
Strafford	VT	350k	2016	Transitional
Yker Acres	MN	350k	2016	Transitional
HoneyMade	NY	175k	2016	NOFA Pledge
Mint Creek	IL	1.25m	2016	Organic

### Revenue (in thousands)



### Owned Acres



For more information contact Iroquois Valley Farms  
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