



Featherstone Farm

# FARMER FAQ

## OUR PRODUCTS

### Long-term leases:

- 6-year initial term with 3-year renewals. Leases can be renewed indefinitely
- Once a farmer has leased land for 7 years, they have the ongoing opportunity to purchase that land

### Mortgages & refinances:

- 10 year loan: years 1-5 fixed rate terms with interest-only payments (no principal); years 6-10 amortizing.
- Longer terms may be possible when made collaboratively with FSA (Farm Service Agency) program lending
- Operating lines of credit available to borrowers with whom we have an established relationship

## FOR MORE INFORMATION

- Visit our website: [www.iroquoisvalley.com](http://www.iroquoisvalley.com)
- Reach out to [farmerinfo@iroquoisvalleyfarms.com](mailto:farmerinfo@iroquoisvalleyfarms.com) to set up an initial conversation.



## WHY WORK WITH IROQUOIS VALLEY?

Iroquois Valley was founded in 2007 to provide land security to organic farmers. We start with the farmer: you decide on the land that works for you and bring that opportunity to the company. We have a holistic underwriting process to understand your business, farming practices, and property. We are not a farmland trading company and are committed to building long-term relationships with farmers. We provide small and mid-size farmers land security and financial support to regenerate soils and build businesses, including through our grant program, the Soil Restoration Pool. We fund soil health and conservation projects on an annual basis that support holistic management, agroforestry, cover cropping, and much more.

## WHO ARE OUR FARMERS?

We partner with farmers at all levels of the food system. Many grow a variety of crops in multi-year rotations, while others raise animals on pasture. Our farmers are located in 19 states and operate on over 30,000 acres, and counting. Many of our farmers are millennials and most come from established farm families.

We are looking for farmers who want to improve their soils while growing healthy food. Iroquois Valley invests only in those who have farming experience, usually with organic production or pasture-based operations, and who have a financially viable operation. It is helpful if you have a family history of successful farm operations, but we know not all have had that opportunity. Our farmers make their own business decisions and run their own operations. We will do our best to be creative and help you through challenges.

## WHO FUNDS IROQUOIS VALLEY?

Iroquois Valley is a public benefit corporation, which means we – and our 750+ investors – want a financial return, but we want to make sure that return is consistent with our values. Our investors live in more than 40 states and five countries.

## HOW DO I GET INVOLVED?

We are always looking for good opportunities to help farmers, so please contact us if you think we might have a good potential partnership. We will chat with you first. If we move forward, we will ask for detailed financial information, information on the property you want us to buy or finance, references and whether you are part of farmer networks that help you continually improve your farm.



# FARMER FAQ

Tulip Tree Gardens

## OUR VALUES

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### Diversity, Equity, Inclusion and Belonging:

Iroquois Valley is committed to being a diverse organization that is truly representative of the communities we serve. Iroquois Valley provides equal opportunities to all applicants without regard to race, color, religion, creed, sex, sexual orientation, gender identity, national origin, age, disability, veteran, marital, or domestic partner status. We encourage all farmers interested in applying to reach out.

### Responsiveness:

Our team makes every effort to respond to initial inquiries by setting up a meeting within 1-2 weeks. Our process generally takes three months from start to finish, although there are many variables along the way that may impact turnaround time.

## TO APPLY

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### Email:

[farmerinfo@iroquoisvalleyfarms.com](mailto:farmerinfo@iroquoisvalleyfarms.com)

Call: 847-859-6645 ext 2



## ARE YOU AN ORGANIC FARMER OR RANCHER SEEKING FUNDING?

We'd love to hear from you! Please reach out to us if you have questions or if you'd like to be connected with a relationship manager and start the application process. Our relationship managers will meet with you one-on-one to learn about your operation, as well as to explain Iroquois Valley's financial products, rates, and terms. This meeting is intended to help determine which financial product(s) may best support you. We answer questions about eligibility, investment strategy, and scope. A relationship manager will also share our questionnaire form and any relevant planning/financial statement templates needed to apply. We partner with Food Finance Institute to offer technical assistance on business planning and financial management to beginning farmers and ranchers. This program is available to current and prospective clients.

## INVESTMENT APPLICATION CHECKLIST

- Questionnaire form which includes some opportunities to share your business values and strategy with details about your request for funding from Iroquois Valley
- Narrative business plan. We'd love to see details about your strategy (including crops/ production, operations, financial, and marketing plans, as relevant).
- Three most recent years' tax returns
- Credit report authorization
- Set of financial spreadsheets including your balance sheet, income statement, and 3-year cash flow projection
- A \$400 application fee *only due after initial analysis is done and you're sure you want to apply*
- Appraisal and any other detailed property info available
- Follow up call(s) and farm visit

This list is not exhaustive – a relationship manager will let you know what's needed during the due diligence process. Please do not submit any paperwork without first speaking to a relationship manager.