



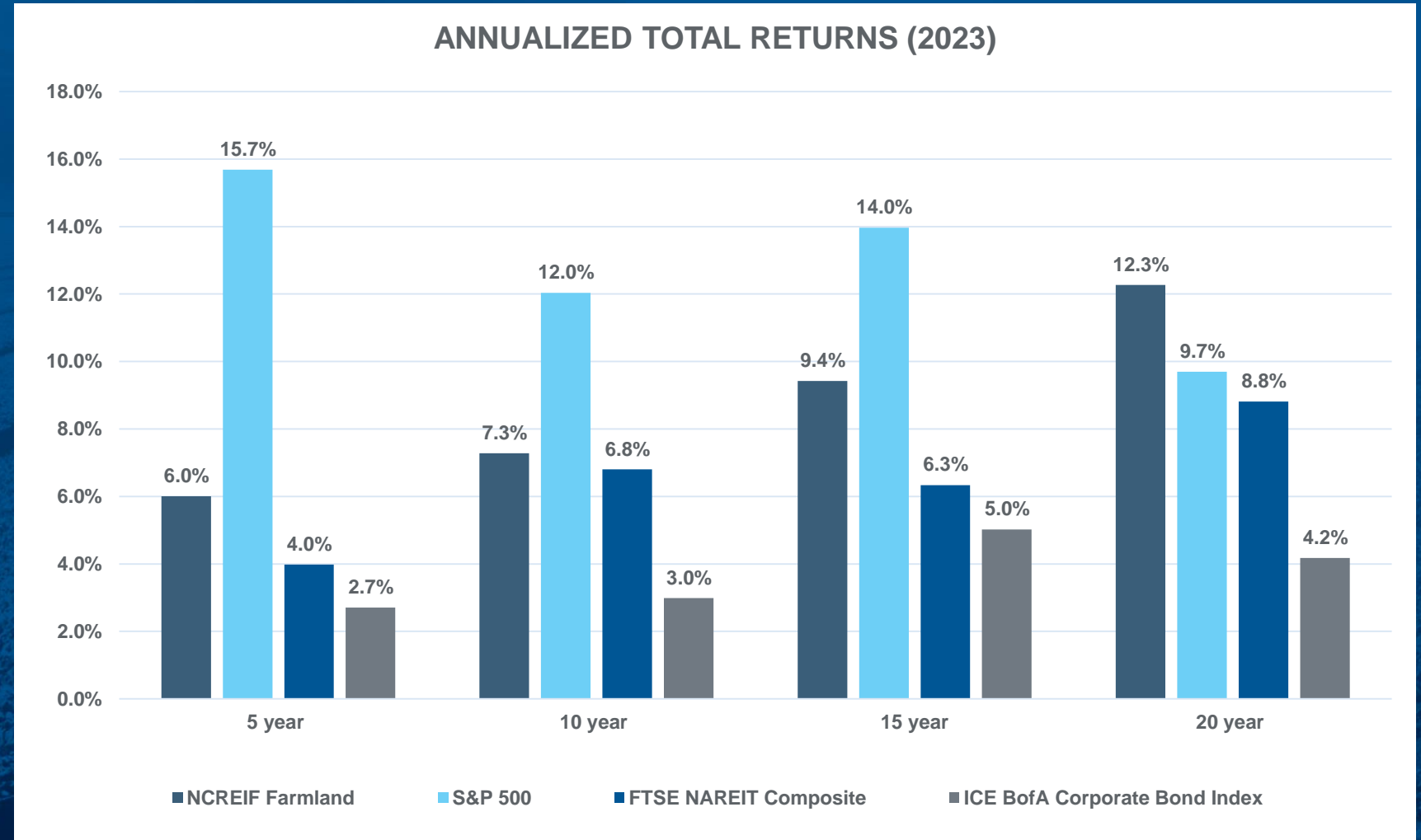
Institutional Agriculture Investment

BOBBY WUERTZ

LANDADVISORS.COM

WHY?

- Diversification
- Stable
- Inflation Hedge
- Cash Yields
- Appreciation
- Low Correlation with Other Asset Classes



TYPES OF INVESTMENT

- Row Crops
- Permanent Crops
- Value Add
- Tenants
- Direct Operate
- Vertical Integration

2023 MARKET ACTIVITY



● 2023 Acquisitions ● Current Regions of Investment

SOURCES OF CAPITAL



Pension Funds



Endowments



Family Office



Foundations



Corporations



Private/Public
Equity



Crowdfunding



US & Foreign
Capital

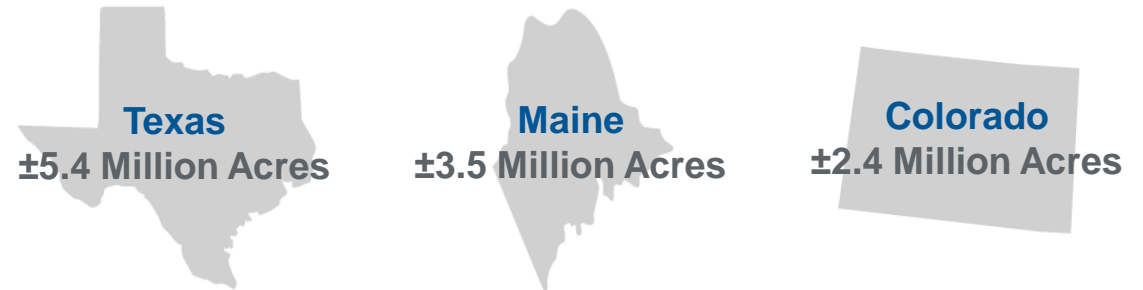


- **Fiduciary Duty to Maximize Returns for Client**
- **Environmental, Social & Governance (ESG)**
- **Long Term Interests in Agriculture**
(Underwriting does not involve appreciation from other commercial development uses)

FOREIGN OWNERSHIP

- Foreign investors held in interest in ± 43.4 million acres of U.S. agriculture land as of December 31, 2022. (Ag land defined as forest land, grazing and crop land)
- Makes up $\pm 3.4\%$ of all privately held agriculture land
- 28% of the 43.4 million acres held by foreign capital is in cropland (remaining in forest, pasture, range, etc)

TOP STATES FOR FOREIGN INVESTMENT



TOP COUNTRIES INVESTING IN U.S.



MARKET TRENDS

TAILWINDS

- Diversity of Commodities
- Irreplaceable Growing Regions

HEADWINDS

- Water Availability (Region Specific)
- Other Real Estate Influencers (Region Specific)
- Higher Return Expectations

BOBBY WUERTZ

Agricultural Land Advisor



Bobby Wuertz is head of the Agriculture Land Services Team for CA and AZ and is in the Phoenix office of the Land Advisors Organization. Bobby comes from a multi-generation farm family in Coolidge, Arizona. He pairs his life-long involvement with agricultural production and his real estate background to close successful land transactions for agricultural investment funds, farm families, and real estate investors. He is a licensed real estate agent in Arizona and California.

Prior to Land Advisors, Bobby was a principal in a 4,000-acre farm operation, worked for Arizona Drip Systems and was involved in a cotton marketing cooperative that represented farmers in California, Arizona, New Mexico and Texas.

Bobby is the President of the Pinal 40 Organization, which supports local youth and promotes agriculture education. He is a member of the Ag100 council, the American Society of Farm Managers and Rural Appraisers, a graduate of Project CENTRL (Center for Rural Leadership), and he graduated from the University of Arizona with a degree in agriculture economics.

CONTACT INFORMATION

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