



Institutional Agriculture Investment

BOBBY WUERTZ

LANDADVISORS.COM

SOURCES OF CAPITAL



Pension Funds



Endowments



Family Office



Foundations



Corporations



Public
Equity



Crowdfunding



US & Foreign
Capital



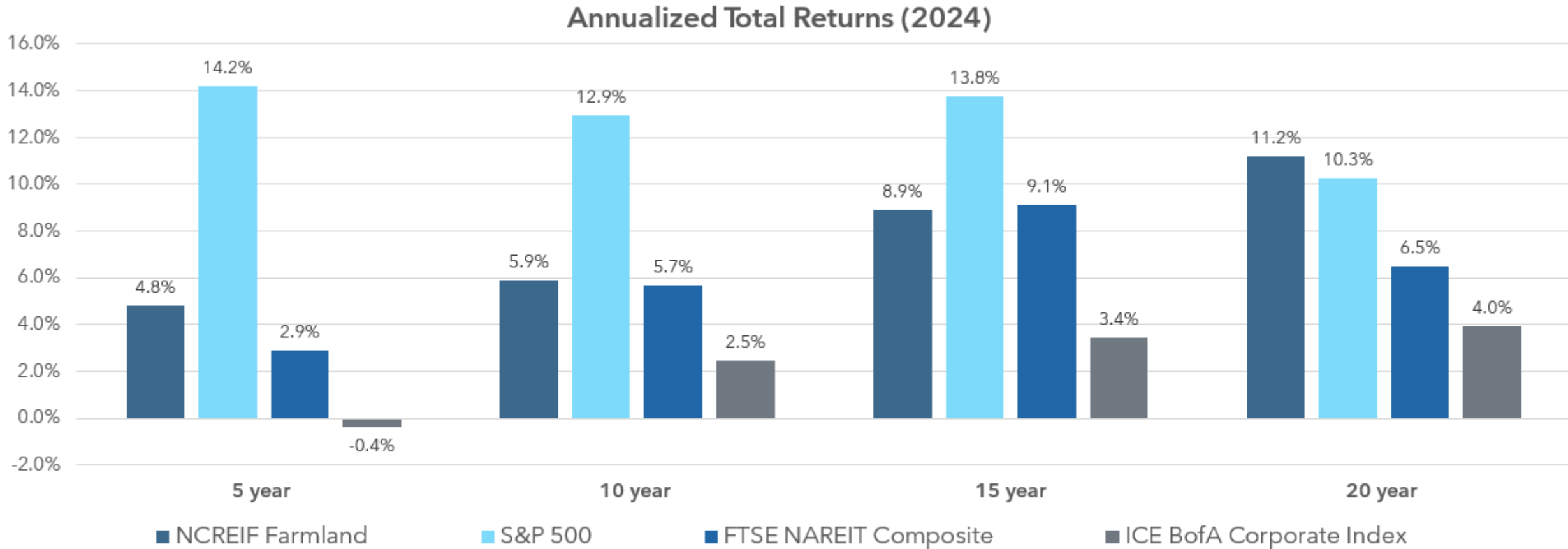
- **Fiduciary Duty to Maximize Returns for Client**
- **Natural Capital**
- **Long Term Interests in Agriculture**
(Underwriting does not involve appreciation from other commercial development uses)

TYPES OF FARMLAND INVESTMENT

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

WHY FARMLAND?

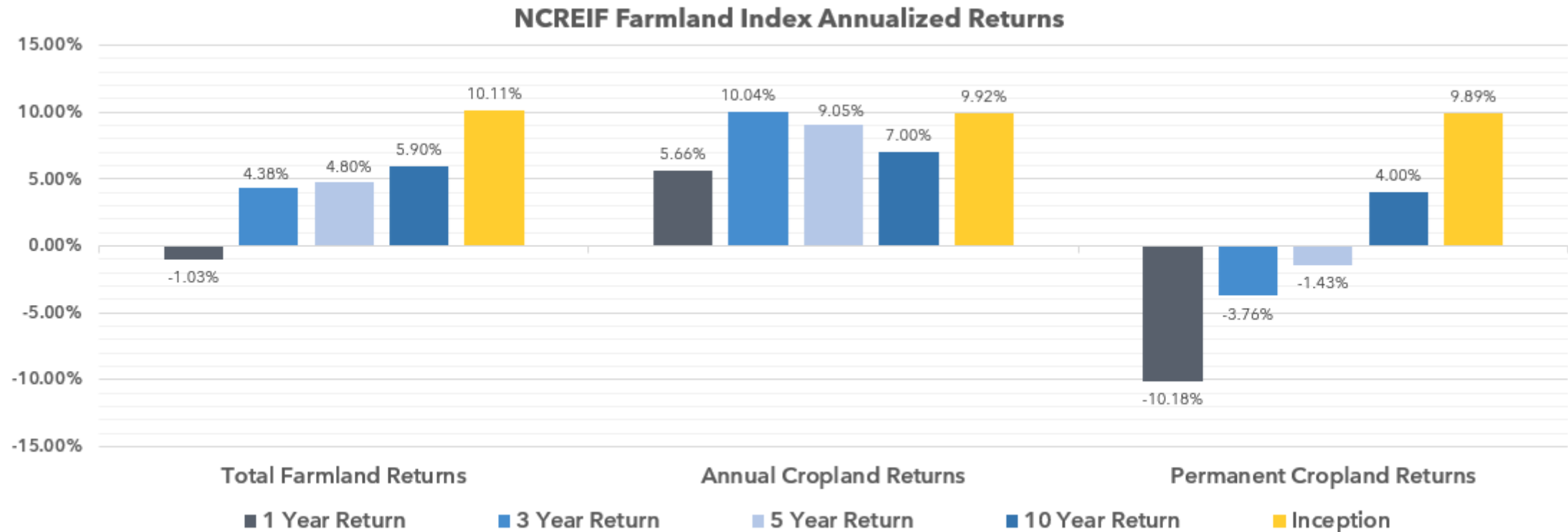
- Diversification
- Inflation Hedge
- Low Correlation with Other Asset Classes
- Stability
- Cash Yields
- Appreciation



NCREIF FARMLAND INDEX

The NCREIF Farmland Index (NFI) is a performance benchmark that tracks the investment of institutional-grade U.S. agriculture properties acquired in the private market for investment purposes only

- Started in 1991 - Valued at ±\$1 billion | Current Value ±\$16 billion



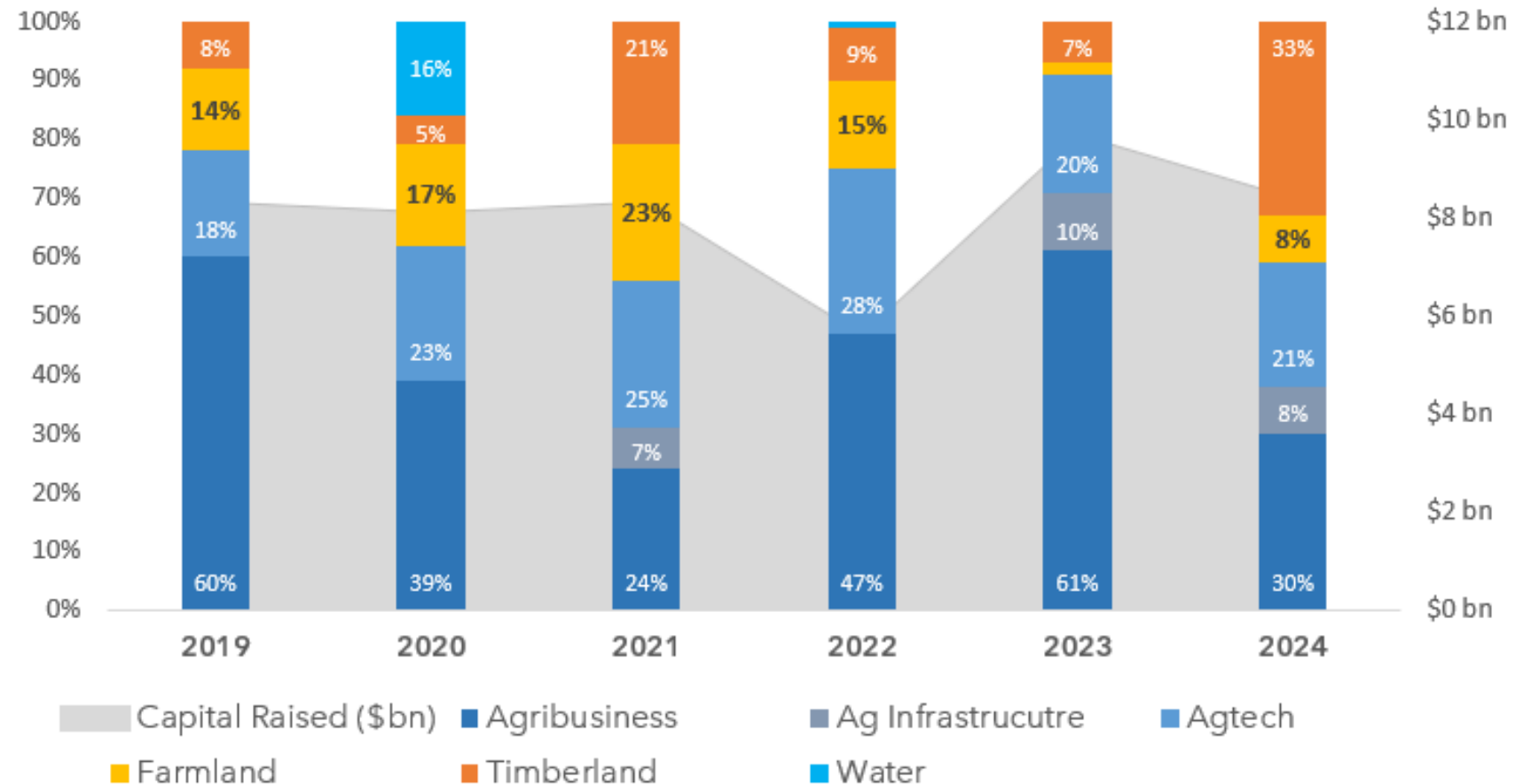
Close Ended Ag Funds

The Agri Investor Fundraising Report is a research publication that tracks capital raised by investment funds focused on agriculture, farmland, and agribusiness.

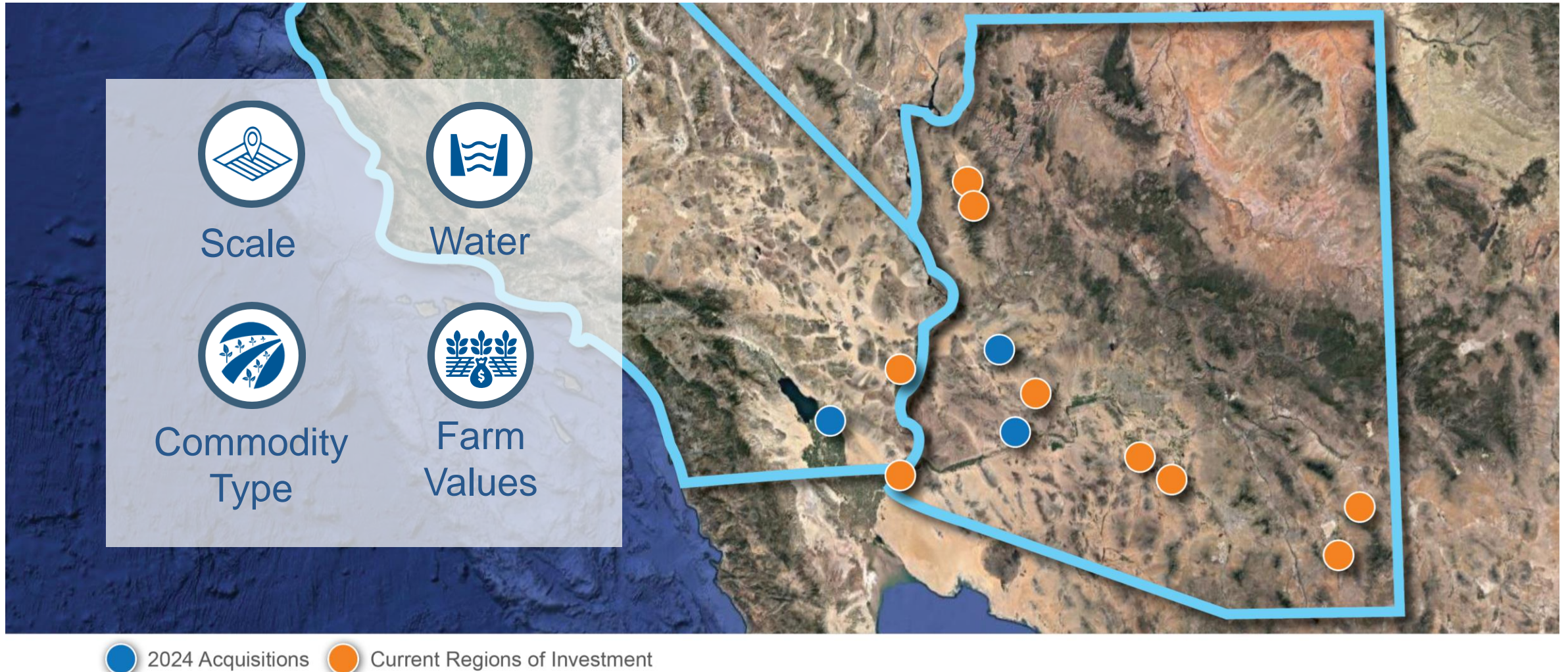
Agri Investor Closed Ended Fundraising Report 2024

Farmland Allocation

2019 - \$1.2 billion
2020 - \$1.4 billion
2021 - \$1.9 billion
2022 - \$800 million
2023 - \$200 million
2024 - \$700 million



2024 MARKET ACTIVITY



MARKET TRENDS

TAILWINDS

- Diversity of Commodities
- Irreplaceable Growing Regions
- Turnkey Farms Retained Value

HEADWINDS

- Water Availability (Region Specific)
- Other Real Estate Influencers (Region Specific)
- Higher Return Expectations
- Tariffs, Politics, Trade War

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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