

Empowering farmers who struggle for sustainability



f Black farmers

The average annual income of a Black farmer today is just **\$2,408**

The number of Black farmers have steadily declined

せま 1920



This trend harms all farmers and puts our entire food system at risk

39K



A Farmer Owned Co - Op providing access and opportunity, to Socially Disadvantaged farmers at every stage of their lifecycle.

Our solution





How we help farmers



The Number of Black Farmers is on the rise



Defining our market

We've had fast growth in our short existence



In **2020** 25 farmers enrolled, bringing 250 acres online for production



Engaged key **partnerships** for research and development



Secured a co-ownership agreement for a 33,000 square foot hemp processing facility



Collected **valuable member** and prospect survey data

Where we've been

Current Hubs

Great opportunity for expansion

Demand but too many policy barriers

Expansion opportunity with investor support



Markets we are growing

	2021 1K Acres 1.5M Plants		3% Market Share 15K Acres 22.5M Plants		7% Market Share (35.7K Acres) 56.2M Plants	
Seed Sales		\$1.5M		\$2.2M		\$5.6M
Biomass Processing	Crude Oil \$600/lb	\$18M	Crude Oil \$400/lb	\$180M	Crude Oil \$400/lb	\$450M
	CBD Flower \$226/lb	\$4.5M	CBD Flower \$151/LB	\$45M	CBD Flower \$151/lb	\$112.5M
	Education	\$.20M	Education	\$2M	Education	\$3M
Grow Support	Equipment Rental	\$.25M	Equipment Rental	\$3.8M	Equipment Rental	\$9.4M
	Grow Kits	\$.20M	Grow Kits	\$.5M	Grow Kits	\$1M
Annual Revenue		\$24.6M		\$233.5M		\$581.50M

How we earn



The competition

Ownership of Proprietary Seed Bank Technology

We grow our own strains, personalized to the region.





Our competitive advantage

Market Options – Smokable Hemp %5 of CBD market

- Hemp Industry Daily and Nielsen Research peg the smokable hemp market at around \$80 million total sales.
- According to their analysis, the market is currently divided evenly between loose hemp buds and CBD pre-rolls.
- By 2025, however, the smokable hemp market is expected to swell to upwards of \$300 million with a 500% increase in sales growth.
- The average annual spend on smokable hemp products already exceeds average spend on pipe tobacco and loose cigarette tobacco, and is expected to surpass cigarettes by 2025



The future of hemp growing



Hanvesteouity Contact Angela Dawson angela@fortyacrecoop.us

To join our movement to





FARMING | PROCESSING | PRIVATE LABELING

LOCALLY OWNED AND OPERATED IN HASTINGS, MINNESOTA

Jeremy Saueressig Owner/Operator

Msporobio

FARMING | PROCESSING | PRIVATE LABELING

At SporoBio, we believe the farmer is at the root of the business. Our commitment to educate and empower our farming partners will result in the highest quality and quantity products, yielding the best return for the farmer and the best products for our clients and their consumers. Whether our products are used for human use, and/or animal consumption, we will strive to provide the highest quality products on the planet.

www.SPOROBIO.com

HARVESTING Tracing each plant through the harvesting process.

PLANTING From the seed to the field our entire process is traceable.

OUR PROCESS

Our premium hemp extract is grown in Minnesota with over 4 generations of experience.

We only use the highest quality, all natural, pesticide free and non-GMO hemp. This results in the finest and purest hemp CBD and cannabinoid products on the market. From SEED to YOU, our family would be proud to be part of your wellness plan for a future of good health.

PRODUCTS Tracing each product through the manufacturing process

EXTRACTION Tracing each batch throug the extraction process.

PRIVATE LABELING

© 2020 SporoBio, All rights reserved.

RESEARCH & DEVELOPMENT

- Capable of making test batches
- Ability to perform all critical testing
- Internal & 3rd party testing

CUSTOM FORMULATION

• 1,000s of customizable formulations

REGULATORY & COMPLIANCE

 Products are made to comply with Local, State, and Regional regulation.
 Due diligence is completed on each product with the final product in mind

RAPID PROTOTYPING

 Produce display-ready prototypes for marketing and websites

FULL SERVICE MANUFACTURING

Agile set up for small and large filling runs
Secondary packaging services

Water Soluble Powder



What is Water Soluble Powder?

SporoBio Water Soluble Powder (WSP) is a versatile, natural CBD product that is an efficient and clean alternative to oil-based CBD. This bioavailability (98%) product helps retain a greater amount of CBD when introduced into your body and through your bloodstream. WSP can be used in a wide range of baked goods, health products, cooking, and beverages. Pharmaceutical Grade Made in the USA

Particle Size

Base Ingredients

Concentration

Color

THC Range

Packaging

Quantity

Shelf Time

CBD Isolate, THC free

15% cannabinoid by weight

Snow White

Nanometer

0% THC

Plastic tubs or lid lock buckets

Kilograms

24 Month retest

OUR PROMISE

JEREMY.SAUERESSIG@SPOROBIO.COM

To deliver the highest-quality, phytocannabinoid-rich hemp products. We have partnered with farmers to source the very best and unique hemp genetics in order to provide you with products high in cannabinoids and other rare and unique naturally occurring synergistic cannabis compounds. Before and after each harvest, our farmers test the plant material to ensure the absence of pesticides, heavy metals and other foreign materials.

After testing is completed, our farming partners then process and ship the phytocannabinoid-rich plant material to our extraction facility where we turn the biomass into full spectrum oil or isolate. Once converted into oil or isolate, each batch is then assigned a unique barcode and certified at one of our testing labs before being shipped to our GVP manufacturers to be made into premium phytocannabinoid-rich finished küribl products.

All of our hemp is grown in the USA and is all natural, pesticide free, and non-GMO. We use only the highest quality hemp, resulting in the finest and purest hemp CBD products on the market.

MINNESOTA HEMP¥FARMS

Company Overview

& Market Opportunities





About Us



John Strohfus is the founder of **Field Theory™** and has been involved with agriculture his whole life.

Up until 2015, **Strohfus Stock Farm** centered around Horse Boarding, Hay & Forage Production, and Corn & Soybean farming was John's primary business.

The approval of the 2015 Farm Bill gave John the opportunity to pivot his farming operations and focus on Hemp & Regenerative Agriculture.

John was the FIRST Hemp Grower in Minnesota in 2016. Of the 30 acres of hemp planted in the state, Minnesota Hemp

Farms planted 18 acres.

The **Field Theory™** brand was created in 2016 and has evolved to include other specialty seeds & grains and upcycled foods.









GROWN

FIELD Theory LARGEST US BASED

HEMP FOODS

COMPANY

Wholesale,

Retail & Private Label

OFFERINGS

Why Hemp?

Plant-based Proteins Key Mega Trend



Google Chairman Eric Schmidt named the number one "game-changing" trend of the future as the consumption of plant-based proteins.

Schmidt has dedicated his career to identifying worldwide technology trends, and discussed plant-based foods as one of the six upcoming technologies that will significantly improve society and the quality of life.



QUOTE: 2016



FIELD



FARMING ("Hemp" x 3)



24



Double Box Drill 6" Spacing



Good emergence just 4.5 days after planting!



2" root to crown just 4.5 days after planting!

THURMES MILLER FIELD FIELD DAX 4.5 DAX 4.5 6/22/16 6122/16



26

▶ 12 Days!



22 Days!















Harvesting Grain (90-105 Days)







• bring hemp to life[™]•

Growing For Grain (cleaning)



44# per Bu 1,000#-1500# per acre **FIELD**

THEORY

• bring hemp to life™•



Growing For Fiber



ALLAN AV

NEW HOLLAN

Growing For Fiber





Market Value \$100 - \$200 per ton



Growing For "CBD" (aka Flower / Biomass)



Growing For "CBD" (aka Flower / Biomass)


Bulk Wholesale Ingredients









Hemp Retail Products

Conventional & Organic Offerings:

Hemp Hearts – 8oz, 5 lb Bulk Bag, and 1oz Snack Packs Roasted Hemp Seeds – 8oz and 1oz Snack Packs Hempseed Oil – 8oz Hemp 50 Protein Powder – 16oz



<complex-block>



Hemp Hearts are a great source of **PLANT-BASED protein** per serving! More than 25% of hemp seed's calories are protein! This is more per serving than chia seeds and flax seeds.

Rich in healthy fats! Hemp hearts are over 30% fat and contain great fatty acids, particularly omega-3 and omega-6. Hemp also contains GLA, which is harder to find and prevents inflammation. GLA also helps to bind and balance the body's hormones.



GLUTEN

FREE



ADD TO :

Yogurt & Smoothies





On-the-Go Snacking



Hemp Extract (CBD) Products



CBD Gummies – 10 mg CBD per gummi, 30 count pouch Routine Tincture – 300 mg Hemp Extract per bottle, 1 oz Relief Tincture – 1800 mg Hemp Extract per bottle, 1 oz Muscle & Joint Salve – Hemp & Arnica Oil Extracts, 1 oz Paws Tincture – 300 mg Hemp Extract per bottle, 1 oz

39



A certified Colorado Hemp Oil extract with naturally occurring cannabinoids, terpenoids, flavonoids, and other beneficial phytonutrients extracted from the hemp plant.

MARKET OUTLOOK



40

©2021 Minnesota Hemp Farms, Inc

US Hemp Market Outlook

- Plant Based Protein is not a fad it's a consumer evolution trend
- More US Hemp Production but still heavy reliance on Canadian Supply to meet current demands and quality.
- Bulk Sales will increase with more awareness of blending opportunities. Breads, Cereals, Snack Bars, Baking Mixes.
- More Private Labeling will occur. Selling into existing customer base who already have brand loyalty for other products is key growth area. Large Retailers who want to ignite their sales with a "Hot Product".
- Repeat: "Not a fad"! Plant based proteins and organics are what the consumers will continue to desire.
- CBD Continues to be stifled by FDA policy and Risk to Retailers





2016 Annual Retail Sales for Hemp Products Estimated at \$688 Million Hemp Food, Body Care, CBD and Supplements Retail Market in U.S. Achieves 25% Growth



Source: Hemp Business Journal and Vote Hemp estimates (consumer sales)

FIELD

bring hemp to life[™]

\$820 Million U.S. Hemp-Based Product Sales by Category in 2017



FIELD THEORY[™] • bring hemp to life[™]•

U.S. Hemp-Based Products Sales, 2012-2022e



Source: Hemp Business Journal estimates (\$ mil., consumer sales)



Hemp Market Outlook



Between 2018-2020, global hemp-infused foods are forecast to grow 46%, from \$353 million to \$479 million.

45

The U.S. will lead, reaching \$151 million by 2020, followed by China (\$101 million) and Europe (\$79 million).

© 2019 New Frontier Data | Source: Hemp Business Journal

Beware of Unknown Challenges!





46

©2019 Minnesota Hemp Farms, Inc

RESOURCES



47

©2019 Minnesota Hemp Farms, Inc

Resources - Planting Seed

- ► Grain/Fiber Seed Costs in 2021 were \$4.25/lb FOB Hastings, MN
- Grain Seeding Rate 30 lb/acre (\$120/acre) **Organic Recommend 35#
- Fiber Seeding Rate 35-40 lb/acre

GRAIN CERTIFIED VARIETIES (Genetics are very important!)

- Hemp Genetics International <u>http://www.hempgeneticsinternational.com/</u>
 - CRS-1 Tallest, viable for grain or fiber.
 - CFX-2 Medium Stature. High Yielding
 - Katani Shortest. High Yielding. Slightly faster emergence (**Organic benefit).

***MHF is a distributor



Resources - General

- Canadian Hemp Trade Alliance
 - eGuide <u>http://www.hemptrade.ca/</u>
- Minnesota Department of Ag Hemp Program
 - https://www.mda.state.mn.us/plants/hemp
- Minnesota Hemp Farms, Inc.
 - www.mnhempfarms.com
 - www.facebook.com/mnhempfarms
- Hemp Genetics International
 - http://www.hempgeneticsinternational.com/
- Hemp Industries Association <u>https://thehia.org/</u>
- National Hemp Association <u>https://nationalhempassociation.org/</u>
- NoCo Hemp Expo <u>https://nocohempexpo.com/</u>



MINNESOTA HEMP¥FARMS

HOW TO CONTACT US: John Strohfus 612.268.0991

john@mnhempfarms.com

mnhempfarms.com

Facebook: www.facebook.com/mnhempfarms









FARMING | PROCESSING | PRIVATE LABELING

LOCALLY OWNED AND OPERATED IN HASTINGS, MINNESOTA

Jeremy Saueressig Owner/Operator

Msporobio

FARMING | PROCESSING | PRIVATE LABELING

At SporoBio, we believe the farmer is at the root of the business. Our commitment to educate and empower our farming partners will result in the highest quality and quantity products, yielding the best return for the farmer and the best products for our clients and their consumers. Whether our products are used for human use, and/or animal consumption, we will strive to provide the highest quality products on the planet.

www.SPOROBIO.com

HARVESTING Tracing each plant through the harvesting process.

PLANTING From the seed to the field our entire process is traceable.

OUR PROCESS

Our premium hemp extract is grown in Minnesota with over 4 generations of experience.

We only use the highest quality, all natural, pesticide free and non-GMO hemp. This results in the finest and purest hemp CBD and cannabinoid products on the market. From SEED to YOU, our family would be proud to be part of your wellness plan for a future of good health.

PRODUCTS Tracing each product through the manufacturing process

EXTRACTION Tracing each batch throug the extraction process.

PRIVATE LABELING

© 2020 SporoBio, All rights reserved.

RESEARCH & DEVELOPMENT

- Capable of making test batches
- Ability to perform all critical testing
- Internal & 3rd party testing

CUSTOM FORMULATION

• 1,000s of customizable formulations

REGULATORY & COMPLIANCE

 Products are made to comply with Local, State, and Regional regulation.
 Due diligence is completed on each product with the final product in mind

RAPID PROTOTYPING

 Produce display-ready prototypes for marketing and websites

FULL SERVICE MANUFACTURING

Agile set up for small and large filling runs
Secondary packaging services

Water Soluble Powder



What is Water Soluble Powder?

SporoBio Water Soluble Powder (WSP) is a versatile, natural CBD product that is an efficient and clean alternative to oil-based CBD. This bioavailability (98%) product helps retain a greater amount of CBD when introduced into your body and through your bloodstream. WSP can be used in a wide range of baked goods, health products, cooking, and beverages. Pharmaceutical Grade Made in the USA

Particle Size

Base Ingredients

Concentration

Color

THC Range

Packaging

Quantity

Shelf Time

CBD Isolate, THC free

15% cannabinoid by weight

Snow White

Nanometer

0% THC

Plastic tubs or lid lock buckets

Kilograms

24 Month retest

OUR PROMISE

JEREMY.SAUERESSIG@SPOROBIO.COM

To deliver the highest-quality, phytocannabinoid-rich hemp products. We have partnered with farmers to source the very best and unique hemp genetics in order to provide you with products high in cannabinoids and other rare and unique naturally occurring synergistic cannabis compounds. Before and after each harvest, our farmers test the plant material to ensure the absence of pesticides, heavy metals and other foreign materials.

After testing is completed, our farming partners then process and ship the phytocannabinoid-rich plant material to our extraction facility where we turn the biomass into full spectrum oil or isolate. Once converted into oil or isolate, each batch is then assigned a unique barcode and certified at one of our testing labs before being shipped to our GVP manufacturers to be made into premium phytocannabinoid-rich finished küribl products.

All of our hemp is grown in the USA and is all natural, pesticide free, and non-GMO. We use only the highest quality hemp, resulting in the finest and purest hemp CBD products on the market.