



EAST FORK CULTIVARS

Debt Offering

About East Fork Cultivars

East Fork Cultivars is a craft cannabis and hemp farm located in Southern Oregon's Illinois River Valley that strives to develop and preserve sustainable, sun-grown farming methods in order to produce high-quality, genetically diverse, CBD-rich cultivars. It maintains a resolute commitment to environmental responsibility, science-based education, and social justice.

Operating in both Oregon's adult-use cannabis system and the national CBD market, East Fork sells ready-to-consume products in 200+ retail locations and powers dozens of leading product makers with a range of cannabis ingredients. East Fork also operates an extensive breeding program that has built one of the most chemically diverse genetic libraries of CBD-rich cannabis in the world.

Entering its sixth year, East Fork now cultivates 10 acres of cannabis and hemp, oversees the Organic Hemp Farm Network, offers a full catalog of wholesale products, licenses its IP, and employs 21 at its two Oregon locations.





Offering Context

East Fork continually seeks unsecured loans to finance its operations and expansion. While cannabis prohibition has ended in Oregon, traditional banking and financing options remain difficult to access, even for established organizations with strong cash flow and credit history, like East Fork.

In the absence of conventional loans and lines of credit available to most businesses, East Fork has grown through the support of friends and family via simple, amortized loans with attractive interest rates and terms.





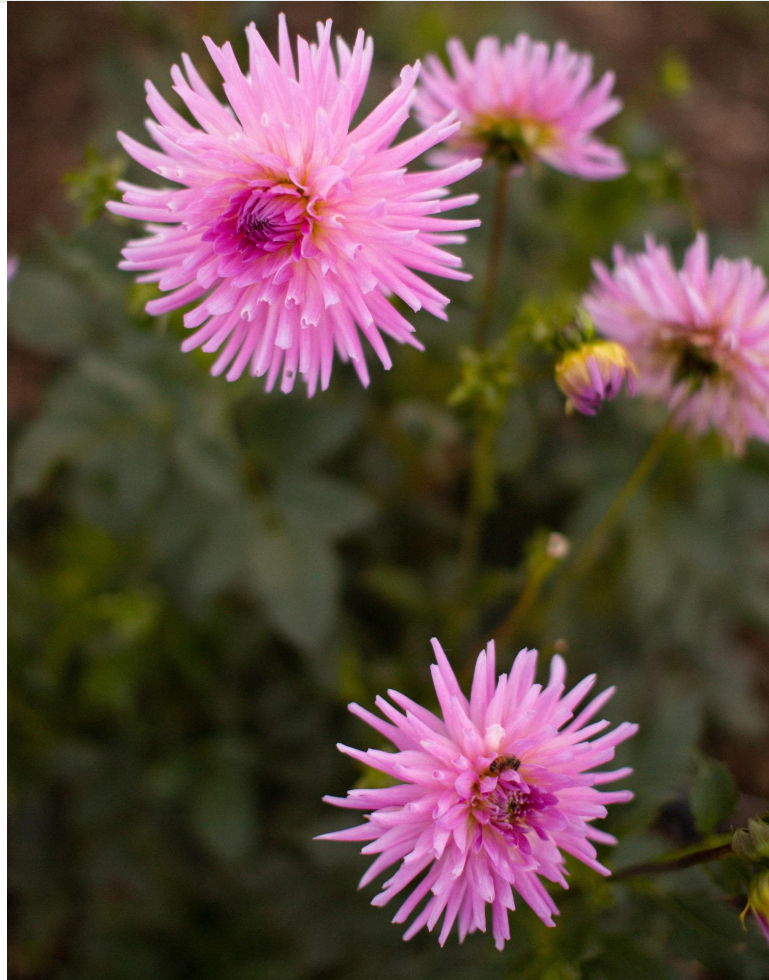
Historical Loan Performance

East Fork carries out concentrated annual raises to fund major expansion projects, and maintains an ongoing, revolving fund when necessary to bolster cash flow and withstand seasonal market conditions. All loans are put into repayment within six months of funding. East Fork has never missed a payment.

2017: \$40,000 raised from three lenders, 24 month repayment, 10.0% APR, matured Apr. 2018

2018: \$155,000 raised from five lenders, 36 month repayment, 8.0% APR, set to mature Dec. 2021

2019: \$265,000 raised from 13 lenders, 36 month repayment, 8.0% APR, set to mature Aug. 2022





Offering Details

What: \$50,000

Who: East Fork Hemp LLC dba East Fork Cultivars

Why: Funds will be used for three things:

1. Further monetize our plant breeding work through expanded seed production and licensing.
2. Improve our existing products and programs, including our march towards a 100% USDA Organic supply chain and expansion of our Organic Hemp Farm Network
3. Continue to diversify and differentiate, including the launch of our flagship retail store in Fall 2020 and expansion of our popular consumer-packaged goods line.



Loan Terms

Amount: \$50,000

Borrower: East Fork Hemp LLC dba East Fork Cultivars

Interest rate: 10.0% APR

Security: Unsecured. Second repayment position (behind secured debt, ahead of owner debt and A/P)

Amortization: Automatic monthly repayment over 36 months

Documentation: Promissory note, amortization schedule

Bonus: Lenders receive incentives at different loan amounts. Reference the latest incentives on our [Steward offering page](#).





Management Team

East Fork Cultivars is owned and managed by a close-knit group with a distinctly diverse skill set.

CEO: Mason Walker is a former business journalist and media producer. Mason brings a strong ethics practice along with a lens for lean philosophy, systems thinking and servant leadership.

COO: Aaron Howard is an experienced horticulturist, team leader and East Fork's cultivation director.

President: Nathan Howard is a leader in Oregon's progressive politics community and a content and marketing expert.

Chief Advisor: Joel Fischer is an experienced real estate investor and former business lobbyist specializing in education, natural resources, and agriculture.



Team Overview

We're growing.

Takilma: On our farm in Takilma, Oregon, we employ 11 people with year-round, full-time, living-wage employment. Our Takilma-based teams include cultivation, facilities, material handling, and breeding.

Portland: Our professional office in Portland, Oregon, counts a team of 10. Our Portland-based teams include sales, identity (marketing/education/brand/etc.), and market operations.



Historical Performance

Market Position: East Fork is one of the most recognizable cannabis brands in Oregon and hemp farms in the country, increasingly synonymous with quality and sustainability. East Fork has developed a differentiated and diversified line of ingredient and ready-to-consume products, and powers more than 50 leading infused product companies. East Fork is also considered a national cannabis thought leader, with frequent speaking appearances at conventions and industry events, and was recently named U.S. Market Leader in Cultivation at the MJBizCon Awards in 2019.

Revenue:

- 2016: \$90,000
- 2017: \$830,000
- 2018: \$1.2M
- 2019: \$2.2M

Financials: East Fork maintains healthy balance sheets and cash flow. Financial statements are available to prospective lenders upon request.



Company Projections

2020 Revenue: \$2.4M

2020 Yield:

- 3,500 lbs. adult-use cannabis flower
- 14,000 lbs. USDA Certified Organic craft hemp flower

2020-21 New Offerings: Commercial seed launch, first IP licensing deal, new branded product launches, flagship retail launch





Final Thoughts

East Fork Cultivars is seeking private debt partners to aid in the growth of our mission-driven organization. It's an exciting time to be in the cannabis and hemp space, and we feel we're uniquely positioned to experience sustainable growth and success — with some help.

With a well-defined niche, brand momentum and diverse revenue streams, East Fork has continually expanded capabilities and services in Oregon's adult-use market and the mainstream hemp space.

Please let us know if you have any questions or would like to see additional materials. Thank you!

