

A man in profile, looking out over a vast field at dusk. The sky is a deep blue, and the field is a mix of green and brown, suggesting a rural or agricultural setting. The man is wearing a dark shirt and is positioned on the right side of the frame, looking towards the left.

DOWN AT THE FARMS

FARMER-DRIVEN FOOD PROGRAMS
FOR BETTER HEALTH

RX

For Impact Investors and Philanthropists



A BREAKTHROUGH IN PRESCRIPTION FOOD

Soil-Based Food Sourcing

Our 360-degree programs help you **seamlessly integrate high-quality food sourcing** into new or existing prescription food programs. Our work is proving that soil health can be linked to human health.

DYNAMIC





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Problem: Incomplete Supply Chains for FoodRx Programs

Today, most prescription food programs are laser focused on driving key health metrics for their patients, and doing a lot of good. Yet, we feel today's programs are limiting their impact due to the lack of careful sourcing from organic and regenerative farms.

What is Down at the Farms Rx?

The Activation Team

Costs & Fundraising Programs

ROIs



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Solution: Increase Nutrition-Based Supply Chains

We can help. We have **more than 140 farmers and ranchers working together to actively build soil organic matter and soil biology, the leading indicators in growing systems connected with food quality and nutrition.** Backed by peer-reviewed science and in-field trials, our food producers are able to directly connect the nutrition in their food to the regenerative and organic production strategies being used in the field.

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Why We Can

Down at the Farms Rx is an experienced team of experts in agriculture and health care. Our consultants help leaders **build systems that aggregate food** grown by farmers managing biologically healthy soil, and find customers, communities, and organizations seeking proven ways to improve their health, performance, and quality of living. Everything we do is tested, validated, and proven to work.

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STRATEGY

Soil Testing for **Health**

Our health starts on the farm! Each one of our more than 140 producers is actively **testing their soil for key metrics** like soil organic matter, calcium, and micronutrient ratios. These are important metrics for us to understand how soil biology and chemistry are working within plant systems to make nutrients available and deliver them to the plants through the roots.



STRATEGY

Food Testing for **Health**

By measuring and recording Brix levels, and testing for pesticides and herbicides, our distribution hubs are able to determine the capacity for nutrition in each one of our farms and food products. By layering this food quality metric on top of our soil testing metrics, we are able to determine how our growing practices are increasing—or decreasing—our network’s capacity for growing nutritious food. Our goal is continuous improvement, year-in and year-out.





STRATEGY

Freshness in Food Distribution

Our farmers are trained to pick their food only when it is ripe—and when it is the most nutritious and flavorful. Our products spend 24 hours or less between harvest and distribution, which guarantees a freshness level and **maximizes our product's capacities to be nutritious.**

20 YEARS EXPERIENCE

WHAT IS OUR PROCESS?

Four Program Phases

1

Feasibility Study

What is the availability of local food production, infrastructure, and distribution?



3

Pilot Programs

Let's identify 50 referral patients to help us build a pilot program.



2

Strategic Planning

Building connections between health care, agriculture, and food supply companies is essential.

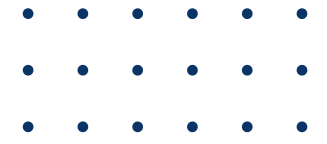


4

Grow & Expand

As we expand our supply chains, we can bring more referral patients into the program.





STRATEGY

Customer Targets



Clinics & Nutritionists



Self-Insured Corporations



Insurance Payers

We make sure your company **receives the highest ROI on its prescription food programs** by helping connect your programs to regenerative and organic farmers in the region. By focusing on sourcing from producers who are building soil health, you are dramatically increasing the capacity of your clients and employees to lower A1C levels, lose weight, and keep insurance premiums at a minimum.



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The Activation Team

These programs are designed by experts with decades of experience in creating local farmer networks, community-oriented change, and prescription food programs.

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Food Rx Systems

Erin Martin

Gerontologist/Prescription Food Consultant

Erin Martin founded FreshRx Oklahoma, one of the first prescription food pilot programs of its kind in the country. She is passionate about ensuring programs that start today last for generations, and has years of experience building local programs that deliver phenomenal human health outcomes.

AGGREGATION

DISTRIBUTION

HEALTH CARE

TESTING

ADVOCACY



Food Distribution

Marty Travis

Down at the Farms LLC Consulting

With more than 20 years of experience in food aggregation, distribution, marketing, sales, and local food production, Marty Travis is an industry leader in building economies of scale that benefit everyone in the supply chain. Marty is also the author of *My Farmer, My Customer*, and featured in the blockbuster documentary, *Sustainable*.

AGGREGATION

DISTRIBUTION

CROP PLANNING

FARMING

MARKETING



Ryan Slabaugh

Founder/Executive Director

Ryan Slabaugh founded Think Regeneration in 2022. Today, they are leading programs around the United States that are focused on helping farmers and ranchers create a viable new food supply.



Denise Nicol-Bahil

Director of Strategy

Denise Nicol-Bahil is a founding member of Think Regeneration. She leads the strategy behind our food-is-medicine programs, while building leadership programs for farmers and ranchers.



Carl Mehlhope

Director of Partnerships & Development

Carl Mehlhope is an experienced marketing and sales professional who leads the long-term business development for Think Regeneration and our partners.



DOWN AT THE FARMS

FARMER-DRIVEN FOOD PROGRAMS
FOR BETTER HEALTH **RX**

Costs & Revenue

In this section, we will help you understand how we finance and pay for these programs. We can work with you to fundraise or create a fee structure to allow participation in the programs.

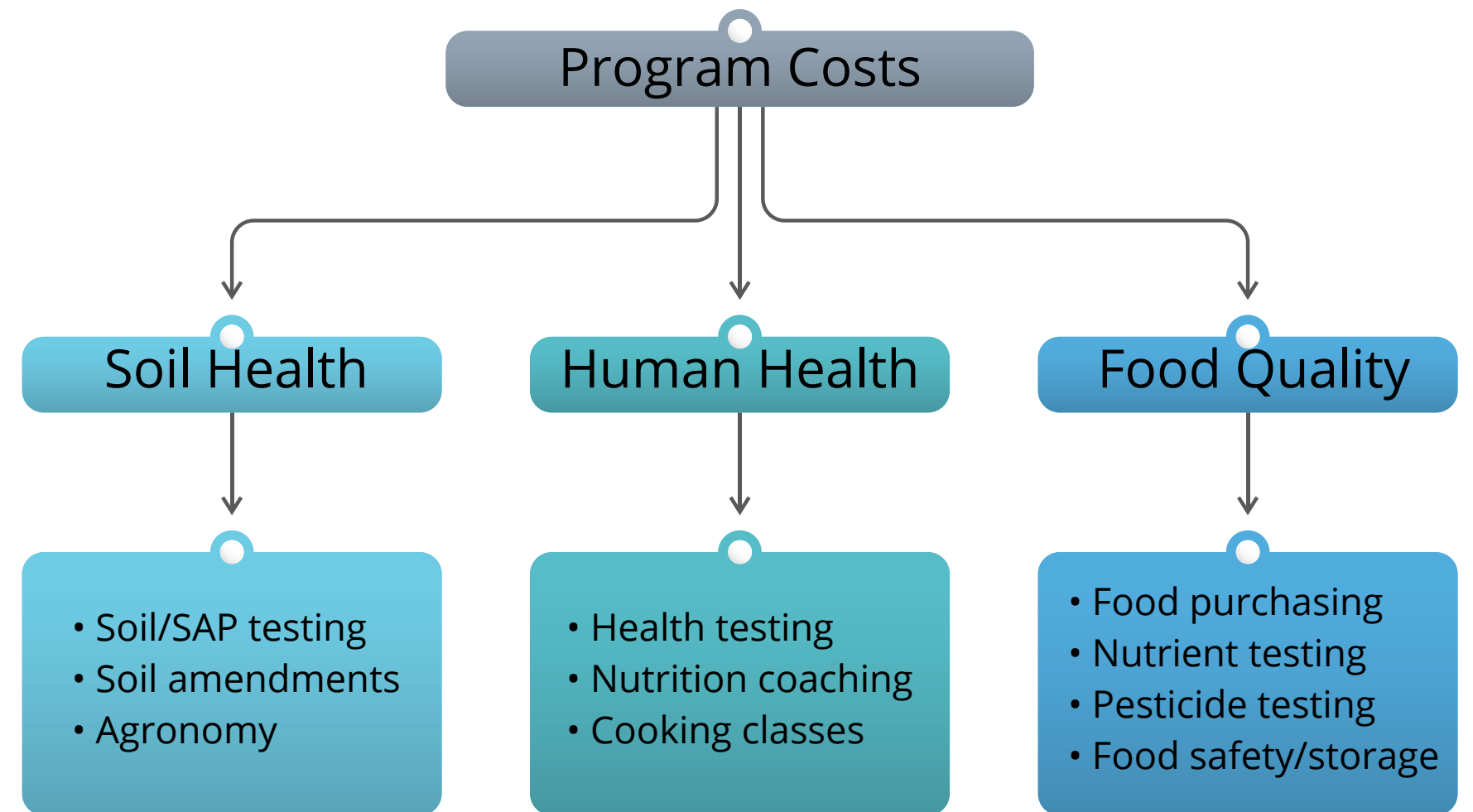
What is Down at the Farms Rx?	The Activation Team	Costs & Revenue Programs	ROIs
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COST BREAKDOWN

Overall Program Costs

Minimum: 50 customers

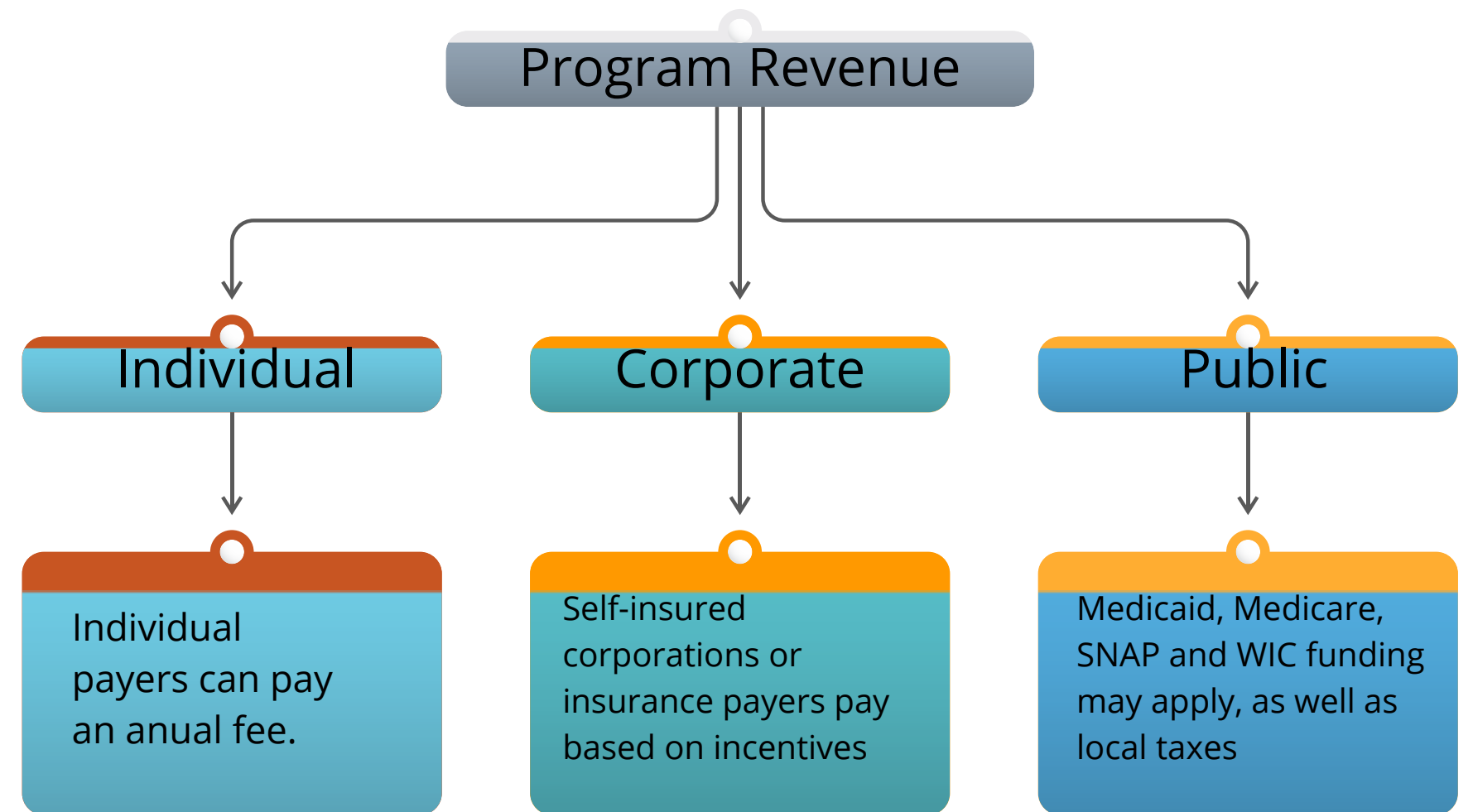
Program costs will be determined by the availability of philanthropic funds, federal reimbursements, and goals for impact. We expect costs to range between \$100 and \$400 per month per customer.



REVENUE BREAKDOWN

Overall Program Revenue

Program revenue will be determined in each region based on available philanthropy, client resources, and federal funding opportunities.

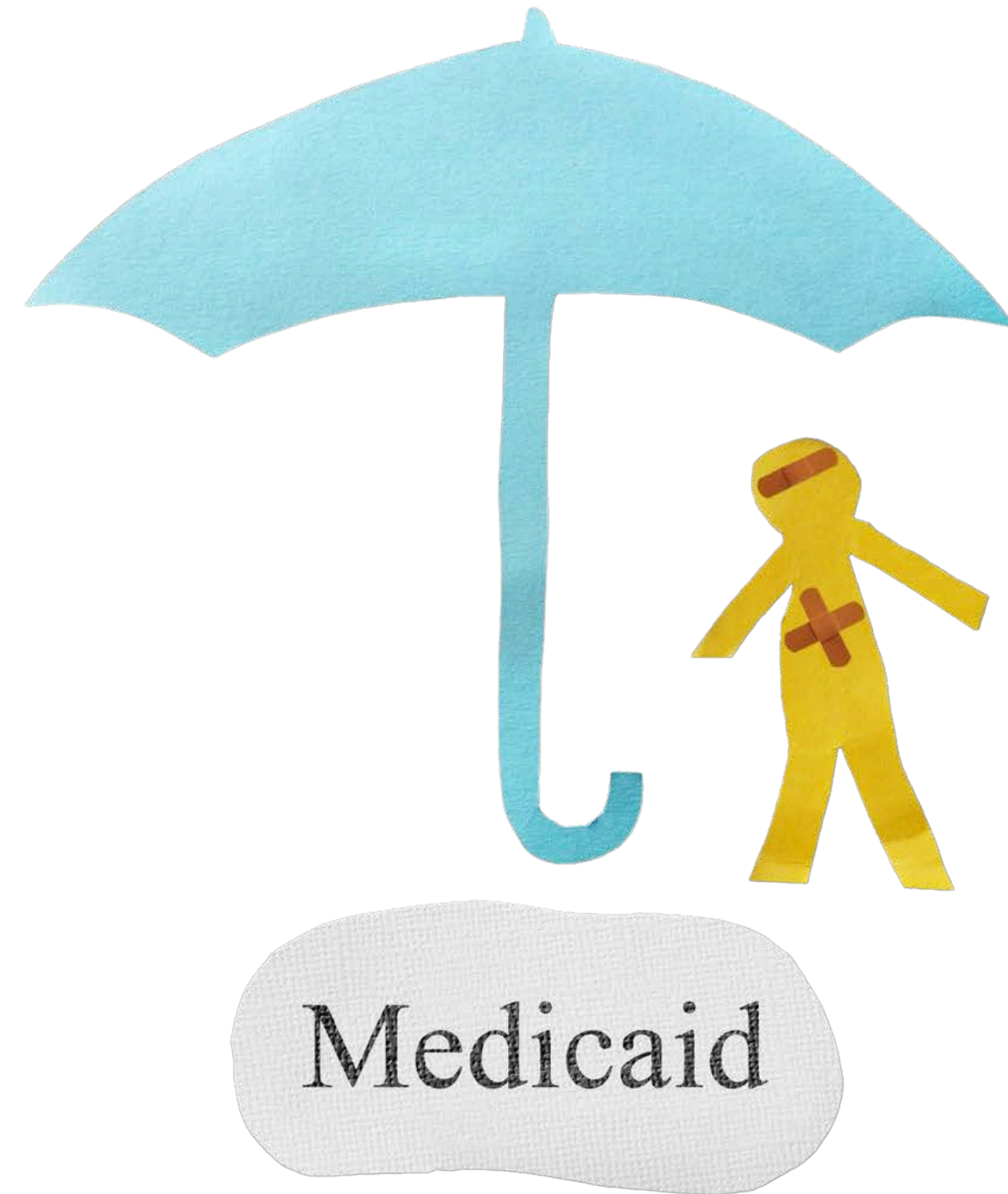


1115 Waivers

Medicaid Can Cover 2/3 of Food Costs

Minimum: 50 customers

States around the country are approving 1115 waiver exemptions that allow for medical professionals to prescribe food to their patients. Most of these programs are just now coming online, so details about reimbursement timing for farmers and other critical details are being resolved. *Expected to start in 2025.*



PILOT FUNDRAISING OPTIONS

An estimated \$200,000/year will allow a community to test a pilot project in the first year, while building a long-term capabilities for growth. Once the necessary training, infrastructure, and farmer recruitment tools are built, annual operating costs decreases dramatically.



Philanthropy

Nationwide

Partner with us to raise \$200,000 to cover the costs for a single pilot training program to run one year.

PHASE 1



Monthly Fees

Nationwide

Build pay-to-play models that charge \$330 per person per month in a community or institutional pilot. Min: 50

PHASE 2



Federal Reimbursements

Select States

States who approve 1115 waiver extensions will allow for food purchasing to be partially covered by Medicaid. Also, SNAP and WIC programs may qualify.

PHASE 3



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Return on Investments

The ROI of your Community Healing program is paramount to ensure the ability for the program to run long-term and over multiple generations. The impacts are measured across beneficial results to human health, local economies, and soil health.

ROI Heiarchy



Our programs are proven to stimulate three bottom lines that work together: our human health, our soil health, and our economic development.



Outcomes Human Health

Pilot programs in Oklahoma and Illinois have shown these results over a three-year period.

The ROI on investing in preventative health care generates positive human health incomes, and stimulus to rural farming economies. The pilot in Oklahoma has saved more than \$3.9 million for taxpayers.

2.2%

Avg. a1c drop

15 lbs

Avg. weight loss

13

Avg. point reduction in
blood pressure



Outcomes **Soil Health**

Pilot programs in Oklahoma and Illinois have shown these results over a one-year pilot trial.

Increased biology in the soil captures more carbon and draws more available nutrients into the food crop. By testing the Brix levels of the food, producers receive data about the systems they are using to increase the nutrient density in their crops.

0

Toxic pesticides used

200x

Biodiversity gain in soil

4-5x

Nutrient density
compared to convention



Outcomes

Economic Health

Pilot programs in Tulsa, Oklahoma have shown these results over a one-year pilot.

We are already seeing these programs improve local and state economies. The U.S. spent more than \$4.5 trillion on health care in 2022, providing a big opportunity for disruption and reallocation through the food supply.

\$3.9m

Statewide savings

\$1.5m

Economic gain by local farmers

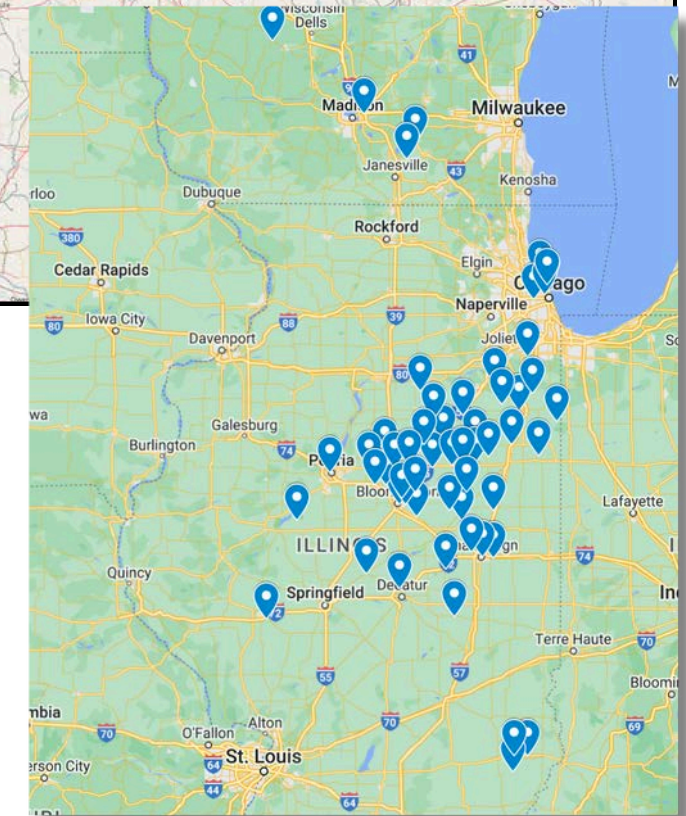
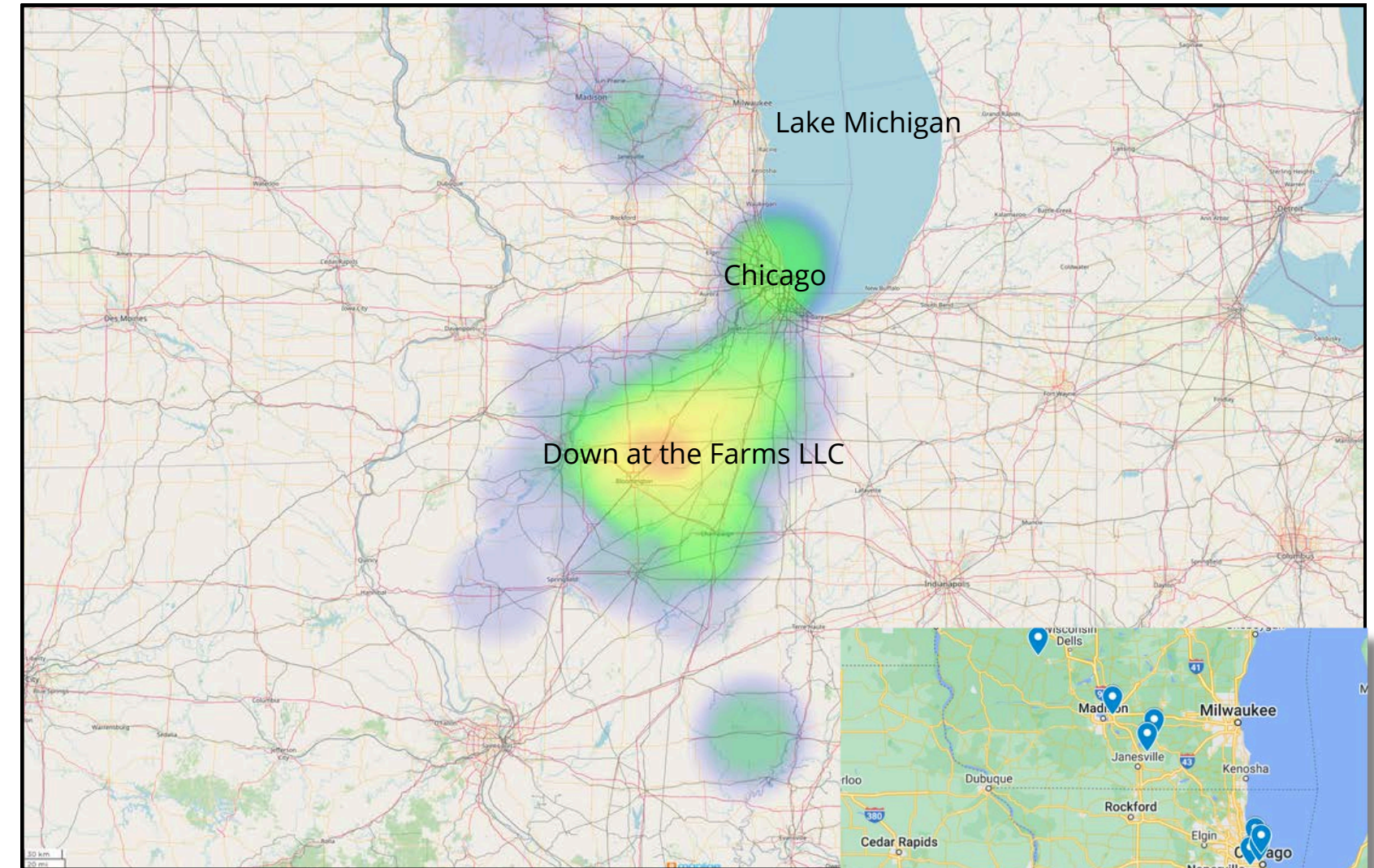
\$1.5T

Expected savings across U.S. in 2035

ROI: Rural Economic Stimulus

Based on 2024 sales by Down at the Farms LLC

One single program can have millions in economic impact. In Illinois, aggregating more than 100 farmers results in an economic impact between \$3 million and \$5 million in the region. Not to mention, as one farmer put it, “This is what I want to be doing: growing food that heals my community.”



The above chart shows the relative economic impact of Down at the Farms LLC (top) and the coordinated network of farmers working together (right). The estimated impact is between \$3 million and \$5 million annually.

1

National Pilots

\$55 million

We will start pilots in every state in the U.S. in the next three years that will establish best practices for soil management, data entry, testing, and food pricing.

Farmer Transitioning

2

\$145 million+

We will finance hundreds of farmers and ranchers to transition to organic-regenerative methods and specialty crop production.

Funding raised for local food systems to date: **\$1.4 million**

**Fundraising
needs
for nationwide
implementation**





You Can Start Today

Join Our Sponsors & Partners

The movement is growing to improve our food supply. Here are organizations actively supporting Think Regeneration's programs

• 19x1950 Farm • Acres U.S.A. • Anonymous Donors • Benson Farm Family Foods • Budded Mattah • Carnation Farms • Center for Agriculture Resilience (CFAR) • The Chicago Market • Compeer Financial • Development of Regenerative Yields (DRY) Cooperative • Down at the Farms LLC • Ecdysis • Enlightened Soil Corp. • Essential Provisions • Flowers & Bullets • Foundation for Agricultural and Rural Resources Management and Sustainability (FARRMS) • Food Finance Institute • Fresh Rx Oklahoma • Fuller Field School • Harvest Fresh Produce • Happy Day Restaurants • Illinois-EATS • Illinois Stewardship Alliance • K.C. Farm School • Mary Purdy • Metabolic Terrain Institute of Health (MTIH) • microBIOMETER • Monteverde Restaurant • Nashville Food Project • Nutrition Density Alliance • Oatman Flats Ranch / Oatman Farms • Oklahoma Association of Conservation Districts • Oklahoma Conservation Commission • Organic Crop Improvement Association (OCIA) • Organic Farm Association • Ranch House Media • Red Barn Farms • Remission Nutrition • Regenerative Agriculture & Food Systems Summit • Rutgers University • Silver Maple Strategies • Spence Farm • Run-A-Way Buckers Farm & Camp • Spokane Conservation District • Tainio Biologicals LLC • Tennessee Local Food Summit • Tennessee State University • Tobacco Settlement Endowment Trust • Uhlorn Family Farms • USDA Transition to Organic Partnership Program (TOPP) • Valley Fresh Produce • Yellow Barn Farms



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