As a member of the Food Waste Funder Circle, you will receive this monthly Deal Flow Report, which provides an overview of for-profit and nonprofit companies in the food waste sector that are currently seeking funding. This month's report includes 31 for-profit companies, 28 nonprofit organizations, and a total of USD 111M in funding opportunities (this information comes from self-reported data from solution providers who filled out our funding survey).

We're happy to provide any warm introductions to these solution providers if desired, otherwise we've included contact information for each company, so please feel free to reach out to them directly -- if you do make a connection as a result of this report, please keep us in the loop (sarah.munger@refed.org) so we know how valuable you find this report.

How to Read this Report:

- The first section provides a summary of each organization, and the subsequent pages provide more detailed information on each organization.
- The organization links in the overview table bring you to each respective organization's section of the report.
- Organizations are listed in alphabetical order within their Key Action Area.
- The Key Action Areas are a framework developed by ReFED that demonstrates the seven areas where the food system must focus its efforts to make a meaningful reduction in food waste across the food supply chain. Knowing the Key Action Areas can be helpful for funders to understand where an organization sits. You can learn more about ReFED's key action areas by referring to Appendix A at the end of the report and visiting ReFED's website here.
- We've indicated which action areas each company addresses in the table of contents using the following icons:

Note: The deals provided in this report are shared for informational purposes only. ReFED, Inc. is not a registered investment advisor and has not conducted any form of investment or other diligence on any of the organizations listed within.
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**Note:** Early Stage represents fundraising between Series A and Series B. Growth Stage is Series C and onwards.

*This column is reflecting annual revenues for for-profits and annual budgets for nonprofits. N/A in this column means the information was not provided. **This column applies only to for-profit companies. N/A in this column means the organization is a nonprofit.
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The Harvard Law School Food Law and Policy Clinic (FLPC) has served partner organizations and communities in the U.S. and around the world by providing guidance on food system issues, while engaging law students in the practice of food law and policy. FLPC's work focuses on increasing access to healthy foods, supporting sustainable and equitable food production, reducing waste, and promoting community-led food system change. They aim to achieve these outcomes in the coming year: 1) policymakers around the world will have what they need to pass national legislation, 2) the U.S. Congress will implement solutions outlined in FLPC's Call to Action on US Food Loss & Waste, and 3) advocates will coordinate on food loss and waste campaigns.

Financial and Fundraising Details

**Current Annual Budget:** USD 1M  
**Org Type:** Nonprofit  
**Ask Amount:** USD 1M  
**Timeline:** June 2022

**Use of Funds:** Support education and training, technical assistance, and research on federal-level policy solutions to reduce food loss and waste, as well as global policy solutions to improve food donation. Supporting the Clinic in helping nonprofits, startups, businesses, and gov. agencies, understand opps. to reduce food waste and support food recovery within the existing and changing legal landscape

**Capital Type:** Grants

Food Forward is an innovative food recovery organization working to fight hunger, share abundance, and prevent food waste in Southern California and beyond. Since its founding in 2009, Food Forward has recovered and distributed more than 200 million pounds of fresh produce and prevented emissions of over 56,000 metric tons of CO2 equivalent from food that would otherwise be sent to landfills. Food Forward's focus on the high-volume redistribution of fresh produce is an efficient method to reformat the system of surplus so that it helps their community, rather than hurting the environment.

Financial and Fundraising Details

**Current Annual Budget:** USD 3.9M  
**Org Type:** Nonprofit  
**Ask Amount:** USD 5.3M  
**Timeline:** December 2022

**Use of Funds:** Warehouse and rent costs, produce inventory software, volunteer management and recruitment, and equipment for food recovery

**Capital Type:** Grants
From Seed to Spoon’s (DBA: Perfectly Imperfect Produce) mission is to reduce food waste and improve healthy food access. They rescue whole fruits and veggies that are blemished and at risk of going to waste and deliver them to customers throughout Ohio. In 2021, they launched their new Diced & Easy meal kit brand, which provides everything customers need to prepare a healthy meal in less than 20 minutes, made with "imperfect" produce.

**Financial and Fundraising Details**

<table>
<thead>
<tr>
<th>Current Annual Revenue</th>
<th>Org Type: For-profit</th>
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<tbody>
<tr>
<td>USD 1M</td>
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**Ask Amount: USD 0.5 - 1M**

**Maturity Stage: Early Stage**

**Product Stage: Currently selling**

**Use of Funds: Growing Diced & Easy meal kit and prepared foods brand (staff, marketing and distro)**

**Capital Type: Equity**

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Hope’s Harvest RI mobilizes volunteers to rescue surplus food from farms for distribution to hunger relief agencies. Their mission is to improve the livelihoods of local farmers, increase food security for their most vulnerable residents, and get everyone engaged in strengthening the food system by eliminating on-farm food waste in Rhode Island. They accomplish this mission through gleaning, surplus purchasing, and food system leadership. Their program increases healthy food access for over 35,000 unique individuals per month, via partnerships with 30+ farms and 35+ hunger relief agencies.

**Financial and Fundraising Details**

<table>
<thead>
<tr>
<th>Current Annual Budget</th>
<th>Org Type: Nonprofit</th>
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<tbody>
<tr>
<td>USD 0.4M</td>
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**Ask Amount: USD 1.1M**

**Timeline: December 2022**

**Use of Funds: Total program funding for Hope’s Harvest of $1.1M over the next three years would put $550K directly in hands of RI farmers while delivering 1.2 million pounds of fresh produce**

**Capital Type: Grants**
NH Gleans is a network of regional organizations that recover fresh produce from farms, gardens, and orchards and distribute it through community agencies in order to conserve resources, avoid waste, and increase access to healthy food.

Financial and Fundraising Details

- **Current Annual Budget:** USD 0.04M
- **Org Type:** Nonprofit
- **Ask Amount:** USD 0.04M
- **Timeline:** 18 months
- **Maturity Stage:** Early Stage
- **Product Stage:** Ready to launch
- **Use of Funds:** Expand processing, increase distribution, new packaging, website and trade spend
- **Capital Type:** Grants

UpRoot Colorado (UpRoot) measurably reduces surplus protective foods (nutrient-dense food) in Colorado, supports the resilience of farmers, and increases the nutritional security of the state's residents. It is estimated that more than 300 million pounds of food remains unharvested and unsold annually on Colorado farms. They are working to increase the amount of surplus protective foods that they can recover and divert into Colorado’s hunger-relief system via their gleaning initiative (they currently rescue food in 10 of Colorado’s 64 counties). Secondly, based on their current mobile workforce pilot that offers Colorado producers on-demand, supplemental and efficient labor, they are working to transition the pilot into a worker-owned cooperative helping producers to harvest and sell more of what they grow.

Financial and Fundraising Details

- **Current Annual Budget:** USD 0.18M
- **Org Type:** Nonprofit
- **Ask Amount:** USD 1M
- **Timeline:** June 2022
- **Use of Funds:** Increase organizational capacity, increase salaries and benefits for employees, expand employee base, expand gleaning counties, install cold storage and processing facilities
- **Capital Type:** Grants
Norwich, VT ● Founded: 2004 ● Time on Report: Just Added

Contact: Krista Karlson, Outreach & Development Manager, krista@willinghands.org

Willing Hands recovers fresh food from farms, grocery stores, restaurants and wholesalers, and delivers it year-round, for free, to 80 social service organizations across the Upper Valley of Vermont and New Hampshire. Their work is made possible by a strong and wide network of volunteers, food donors, and recipient organizations. They serve 30,000 individuals annually with 4 million servings while mitigating nearly 1 million pounds of carbon dioxide emissions from food that would have otherwise gone to waste.

Financial and Fundraising Details

Current Annual Budget: USD 0.8M  
Org Type: Nonprofit

Ask Amount: USD 0.8M  
Timeline: June 2022

Use of Funds: Sustain ongoing operations

Capital Type: Grants

Denver, CO ● Founded: 2020 ● Time on Report: Just Added

Contact: Michael Spidaliere, VP of Ventures, mike@botx.life

Botx Solutions protects and optimizes delivered food using their AI-enhanced chain-of-custody system. They're building the first smart delivery container for direct chain-of-custody service and virtualized tamper-evidence for delivered meals and more. By tracking every meal, they can keep lost meals on the table for people, planet, and profit.

Financial and Fundraising Details

Current Annual Revenue: USD 0M  
Org Type: For-profit

Ask Amount: USD 0.6M  
Timeline: 2 months

Maturity Stage: Pre-seed / Seed Stage  
Product Stage: Ready to launch

Use of Funds: Prototyping, team, legal (including patents)

Capital Type: Equity
**RASP** is an off-the-grid, alternative energy, agricultural cold storage facility aimed at preventing post-harvest loss of fruits and vegetables worldwide. RASP combines the latest in cold storage manufacturing technology and control with a specially designed PV solar array as the energy source. Using electronically integrated systems, combined with proprietary control units, RASP produces a cold storage product potentially capable of dramatically reducing the loss of fruits and vegetables in the developing economies of the world.

**Financial and Fundraising Details**

- **Current Annual Revenue:** N/A
- **Org Type:** For-profit
- **Ask Amount:** USD 0.25M
- **Timeline:** February 2022
- **Maturity Stage:** Pre-seed / Seed Stage
- **Product Stage:** Prototype
- **Use of Funds:** Build the first full scale unit in Arizona and then invite potential buyers to purchase the unit, and invite investors to fund initial purchases.
- **Capital Type:** Equity

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**RipeLocker** is a patented dynamic container technology that can monitor and change storage parameters as perishable ages. This technology slows senescence, stops dehydration, and suppresses pathogen growth (decay) on fruit, vegetables and flowers. Suspension of senescence extends the after-harvest life by weeks, often months, allowing for perishable to be held at optimal quality conditions for longer shelf life, long-haul transports, and extension of season to market, increasing value and decreasing food loss and waste at the grower, producer, retailer and consumer level.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD 0.5M
- **Org Type:** For-Profit
- **Ask Amount:** USD 10M
- **Timeline:** 18 Months
- **Maturity Stage:** Early Stage
- **Product Stage:** Currently selling
- **Use of Funds:** Building Inventory
- **Capital Type:** Equity, Convertible debt, Venture debt, and Senior and subordinated debt
FoodFix provides information to streamline the food supply chain and for accurate personal nutrition. FoodFix’s system works with stakeholders across the supply chain to: 1) improve patient treatment, 2) enable effective supply chain planning and 3) prevent food waste. And 4) avoid the need for medical interventions.

**Financial and Fundraising Details**

**Current Annual Revenue:** USD 0M  
**Org Type:** For-profit  
**Ask Amount:** USD 1M  
**Timeline:** 5 months  
**Maturity Stage:** Pre-seed / Seed Stage  
**Product Stage:** Ready to launch  
**Use of Funds:** Proof of concept  
**Capital Type:** Equity, Convertible debt, Venture debt, Grants

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Gander is a multi award winning app that shows consumers reduced food available in retailers in real time, giving true visibility of what is in stores. Gander gathers this data automatically through the retailers’ systems, meaning no change in their current processes, and the retailer continues to reduce the product in price and Gander updates. Gander is scalable and has significant benefits to retailers’ profitability and CSR commitments, consumers’ savings, and reduces the impact of food waste on the environment. Gander is already working with over 10 retailers in the UK and has saved c.2 million food items from going to waste.

**Financial and Fundraising Details**

**Current Annual Revenue:** USD 0.6 - 1.32M  
**Org Type:** For-profit  
**Ask Amount:** USD 4M - 5.3M  
**Timeline:** 3 months  
**Maturity Stage:** Growth Stage  
**Product Stage:** Early Stage  
**Use of Funds:** Growing the team, marketing  
**Capital Type:** Equity, Grants
**Amai LLC** is a for-profit company manufacturing edible cups made from upcycled ingredients to end single-use mentality. They offer an alternative to traditional disposable cups and reusable cups -- which employ resources to collect, move, wash, and sterilize. Their edible cup is a nutritional digestive that can be consumed after finishing your drink.

**Financial and Fundraising Details**

- **Current Annual Revenue:** N/A
- **Ask Amount:** USD 3M
- **Maturity Stage:** Early Stage
- **Use of Funds:** Buy manufacturing equipment, establish a facility, hire personnel, begin selling
- **Capital Type:** Equity, Grants

**Dog & Whistle** is an upcycled pet food & treats company. They craft dog food from unused, natural, whole foods, and work alongside veterinarians to develop recipes packed with the complete range of natural nutrients your dog needs to thrive.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD 0.025M
- **Ask Amount:** USD 0.25M
- **Maturity Stage:** Pre-seed / Seed Stage
- **Use of Funds:** Business Scaling & Debt Consolidation
- **Capital Type:** Equity, Convertible debt, Guarantees / Letters of credit
EggTech Ltd. is a developer of an internationally patented process to manufacture upcycled, eco-friendly and sustainable forms of high-purity calcium, collagen and hyaluronic acid from a currently discarded food by-product, for use in the human nutrition and specialty packaging markets - including, but not limited to, nutraceuticals/natural health, pharmaceuticals, food fortification, cosmetics, and personal care.

**Financial and Fundraising Details**

**Current Annual Revenue:** N/A  
**Org Type:** For-profit  
**Ask Amount:** USD 5M  
**Timeline:** 6 months  
**Maturity Stage:** Early Stage  
**Product Stage:** Ready to launch  
**Use of Funds:** Equipment for first commercial production facility, general overhead, engineering, and installation  
**Capital Type:** Equity, Convertible debt, Grants, Project equity

Faba is a food company upcycling aquafaba — a waste product of chickpea processing — into plant-based and allergy-friendly desserts.

**Financial and Fundraising Details**

**Current Annual Revenue:** N/A  
**Org Type:** For-profit  
**Ask Amount:** USD 0.1M  
**Timeline:** 3 months  
**Maturity Stage:** Pre-seed / Seed Stage  
**Product Stage:** Prototype  
**Use of Funds:** Finalize prototype and develop 5+ additional flavors, begin co-packer production  
**Capital Type:** Equity, Convertible debt, Grants
Growers for Grace was founded to research, develop and license marketable uses for farm crops traditionally discarded as waste. Their goal is to achieve zero waste while at the same time making an incremental improvement in stewardship with a meaningful impact in consumer and environmental product development. Growers for Grace will utilize fresh produce secondary streams to discover sustainable solutions in human health, animal health, and soil health application creating upcycling from farm to consumer markets with 100% utilization of natural side-streams.

**Financial and Fundraising Details**

- **Current Annual Revenue:** N/A
- **Org Type:** For-profit
- **Ask Amount:** USD 0.25M
- **Timeline:** Closes December
- **Maturity Stage:** Early Stage
- **Product Stage:** Prototype
- **Use of Funds:** Developing first product (fruit purees for those in cancer therapy)
- **Capital Type:** Equity, Convertible debt, Grants

Happy Moose Juice manufactures a line of pressed juices and wellness shots from upcycled, heirloom produce that they source direct from independent, family farms.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD 2M
- **Org Type:** For-profit
- **Ask Amount:** USD 1.4M
- **Timeline:** Q1 2022
- **Maturity Stage:** Early Stage
- **Product Stage:** Currently selling
- **Use of Funds:** Sales team, New Retail Sales / Slotting / Free-Fills, Events, Digital Marketing Strategy & Management, Working Capital
- **Capital Type:** Equity, Convertible debt, PRIs, Grants, Guarantees / Letters of credit
**I Am Grounded** upcycles the fruit of coffee into functional plant-based energy snacks. They use upcycled coffee fruit in every bar, which is a natural byproduct from the coffee farming process. The coffee fruit contains antioxidants, gentle natural caffeine & is considered a nootropic that aids in mood, brain function and focus.

**Financial and Fundraising Details**

- **Current Annual Revenue**: USD 0.15M
- **Ask Amount**: USD 0.19M
- **Maturity Stage**: Pre-seed / Seed Stage
- **Use of Funds**: Sales, distribution, merchandising; PR and marketing; Release of new product extensions currently in R&D
- **Capital Type**: Equity, Convertible debt, Grants

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**Kazoo Snacks** is the world's first upcycled tortilla chip. Each bag of Kazoo Tortilla Chips is made using 40% upcycled corn germ. This reduces their water footprint by at least 20 gallons per 11oz bag (compared to 100% new growth corn), without compromising on taste.

**Financial and Fundraising Details**

- **Current Annual Revenue**: USD 0.1M
- **Ask Amount**: USD 3M
- **Maturity Stage**: Early Stage
- **Use of Funds**: Expand Whole Foods Market relationship, launch B2C, establish influencer campaign, Capex to reduce co-packer costs, salaries for core team, promotional spending at WFM
- **Capital Type**: Equity
Mi Terro is the world's first synthetic biology and advanced material company that utilizes big data to create home compostable, single-use plastic-alternative packaging materials made from plant-based agricultural waste.

Financial and Fundraising Details

- **Current Annual Revenue**: USD 0.2M
- **Ask Amount**: USD 3M
- **Maturity Stage**: Pre-seed / Seed Stage
- **Use of Funds**: Hire additional 9-12 employees, pilot production, build the A.I. platform for future innovations.
- **Org Type**: For-profit
- **Timeline**: End of 2021
- **Product Stage**: Prototype
- **Capital Type**: Equity, Convertible debt, Grants

NETZRO is a state-of-the-art upcycling platform that includes patent-pending tech that helps power the safe capture and conversion of industrial food & beverage byproducts into new, sustainable upcycled food ingredients at scale.

Financial and Fundraising Details

- **Current Annual Revenue**: USD 0.25M
- **Ask Amount**: USD 1.5M
- **Maturity Stage**: Early Stage
- **Use of Funds**: Fulfill customers’ orders and improve efficiency of current model
- **Org Type**: For-profit
- **Timeline**: Q2 2022
- **Product Stage**: Ready to launch
- **Capital Type**: Equity, Convertible debt, PRIs, Grants
The North American Coalition for Insect Agricultural (NACIA) is the insects for food and feed industry association in North America. Insects are an untapped natural resource with the potential to change our agricultural systems to be safer and more sustainable. NACIA's mission is to encourage positive use of farmed insects in North America and beyond. Anchored by Founding Member companies, Aspire Food Group, Beta Hatch, EnviroFlight and Ynsect, NACIA members are currently nearly 200 strong, based in 12 countries, 23 universities and 49 companies. NACIA members include insect producers, product makers in food, animal feed, pet food and soil health, as well as technology and service providers for agriculture and food. NACIA is currently working to improve the regulatory environment in North America, connect their members with industry stakeholders, and the knowledge they need to grow. They also work to inform key stakeholders about the potential for insects to provide environmentally sustainable, highly nutritious ingredients that can be produced as part of circular and regenerative agriculture.

Financial and Fundraising Details

Current Annual Budget: USD 0.1M  
Org Type: Nonprofit

Ask Amount: USD 1.2M  
Timeline: 12 months

Use of Funds: Increasing industry regulatory coordination and member support in order to facilitate the increased use of food waste streams as approved feedstocks for farmed insects

Capital Type: Grants

Nutraberry is an upcycler of natural functional berry seed flours and oils. Nutraberry upcycles the millions of lbs. of PNW berry seeds created during the production of seedless purée by focusing on manufacturing high quality berry seed powders sized from the single digit micron size sold into the supplement and functional food markets to larger sizes to supply the personal care markets with natural actives, colorants and exfoliants.

Financial and Fundraising Details

Current Annual Revenue: USD 0.2M  
Org Type: For-profit

Ask Amount: USD 0.5M  
Timeline: 90 Days

Maturity Stage: Early Stage  
Product Stage: Currently Selling

Use of Funds: Working capital and rolling out micronizing seed powders

Capital Type: Early Stage, Equity, Venture debt, PRIs, Grants, Project equity, Project debt
OffLimits is a defiant, plant-based cereal brand here to break the rules and prove that cereal is not just for breakfast. Looking to transition to be the first cereal brand using upcycled ingredients.

Financial and Fundraising Details

Current Annual Revenue: N/A
Ask Amount: USD 1M
Maturity Stage: Pre-seed / Seed Stage
Use of Funds: Expansion into retail and Amazon, hiring, and high profile partnerships. Funding to also offset the cost of upcycled ingredients until it becomes more accessible.

Capital Type: Equity, Grants

Otherworld produces plant-based pancake and waffle mixes made with upcycled ingredients. They've partnered with Outcast Foods and EverGrain Ingredients to tackle food waste. Their beetroot, banana, apple, sweet potato, cauliflower, zucchini, cassava flour and barley fiber are all upcycled.

Financial and Fundraising Details

Current Annual Revenue: N/A
Ask Amount: USD 1 - 1.5M
Maturity Stage: Pre-seed / Seed Stage
Use of Funds: Marketing and customer acquisition

Capital Type: Equity, Convertible debt
Pezzy Pets works with small-scale fishermen in Mexico to turn the tide against the hated, invasive "devil fish" or armored catfish. They're upcycling the fish into healthy treats, all while improving livelihoods in fishing communities where they work. They're a proud certified B corporation, leveraging the power of business for a better planet.

**Financial and Fundraising Details**

- **Current Annual Revenue:** 0.04M
- **Org Type:** For-profit
- **Ask Amount:** 0.4M USD
- **Timeline:** 12 months
- **Maturity Stage:** Pre-seed / Seed Stage
- **Product Stage:** Currently Selling
- **Use of Funds:** Expand processing, increase distribution, new packaging, website and trade spend
- **Capital Type:** Convertible debt, Grants, Project equity

PurePlus developed FAVES, a “climate candy” made from upcycled fruits and vegetables. They have launched with candy chews and will have two more form factors and more flavors to be announced throughout next year. Each 6 pack of 12 chews saves 6 carrots, 3 beets, 1 sweet potato, 1/2 squash, and 1/4 pumpkin.

**Financial and Fundraising Details**

- **Current Annual Revenue:** N/A
- **Org Type:** For-profit
- **Ask Amount:** 1.5M USD
- **Timeline:** December 2021
- **Maturity Stage:** Pre-seed / Seed Stage
- **Product Stage:** Currently Selling
- **Use of Funds:** Expand their footprint in the industry, sales growth, and generating revenue for the business.
- **Capital Type:** Equity
ReGrained is a food upcycling technology and ingredient platform. ReGrained deploys patented technology and culinary science to rescue healthy food and craft delicious, versatile, better-for-you ingredients and products. Their flagship ingredient, ReGrained SuperGrain+, elevates the tens of billions of pounds of de-sugared, sprouted ancient grains created annually by the brewing industry. ReGrained SuperGrain+® is a versatile, economical and environmentally friendly grain powder rich in plant protein, dietary fiber and prebiotics. Food companies around the world partner with ReGrained's Upcycled Food Lab to power their next generation of product innovations.

**Financial and Fundraising Details**

- **Current Annual Revenue:** N/A
- **Org Type:** For-profit
- **Ask Amount:** USD 0.2M
- **Timeline:** 12 Months
- **Maturity Stage:** Early stage
- **Product Stage:** Currently selling
- **Use of Funds:** R&D, Hiring, Commercialization
- **Capital Type:** Equity, Convertible debt, Venture debt, PRIs, Grants

Renewal Mill is an award-winning upcycled food company fighting climate change with upcycled flours & baking mixes. It’s a women-led company based in Oakland, CA. Renewal Mill was named a Top 10 Trend of 2021 by Whole Foods.

**Financial and Fundraising Details**

- **Current Annual Revenue:** N/A
- **Org Type:** For-profit
- **Ask Amount:** USD 3M
- **Timeline:** Q1 2022
- **Maturity Stage:** Early Stage
- **Product Stage:** Currently selling
- **Use of Funds:** Hire additional staff capacity to support sales with new large private label and retail contracts; support increased production
- **Capital Type:** Equity, Convertible debt, Venture debt, PRIs, Grants
The Kawa Project builds a platform to convert food waste streams into sustainable ingredients. They have developed an affordable cocoa powder replacement and palm oil replacement from upcycled material, with the aim to bring their first product to market in 2022.

Financial and Fundraising Details

- **Current Annual Revenue**: USD 0.1M
- **Org Type**: For-profit
- **Ask Amount**: USD 1.5M
- **Timeline**: 1-2 Months
- **Maturity Stage**: Pre-seed / Seed Stage
- **Product Stage**: Prototype
- **Use of Funds**: R&D, product development, branding, packaging, marketing
- **Capital Type**: Equity, Convertible debt, Venture debt, PRIs, Grants

The Mushroom Meat Co. transforms mushrooms and whole plants into beef, pork and chicken alternatives for health conscious consumers. Products are made with upcycled ingredients.

Financial and Fundraising Details

- **Current Annual Revenue**: N/A
- **Org Type**: For-profit
- **Ask Amount**: USD 5M
- **Timeline**: 5-6 Months
- **Maturity Stage**: Pre-seed / Seed Stage
- **Product Stage**: Prototype
- **Use of Funds**: Go-to-market, IP protection, increased automation, ingredient inventory, branding
- **Capital Type**: Equity, Convertible debt, Grants
Gaia Production is a film production company producing a film, Food Synergy, about ending food loss and waste. Food Synergy offers a creative glimpse into the food chain cycle. Different multimedia styles will be used from animation and dance to interviews and original musical scores. This project will demonstrate how the whole food chain cycle is inextricably connected and how the problems faced from farm to home can be alleviated with sound and practical solutions.

Financial and Fundraising Details

- **Current Annual Revenue:** USD 0.001M
- **Ask Amount:** USD 0.01M
- **Maturity Stage:** Growth Stage
- **Use of Funds:** Funds will be used to develop first of its kind feature documentary on food loss prevention
- **Org Type:** Incorporated film company
- **Timeline:** 5 Months
- **Product Stage:** Ready to launch
- **Capital Type:** Grants
**4MYCITY** is a Maryland-based food rescue nonprofit that diverts waste from landfills and helps the Baltimore community access more nutritious food. Since being established in October of 2018, 4MyCiTy has distributed over 122 Million pounds of healthy food supplies to families facing food insecurity. That's an estimated 101 Million meals.

**Financial and Fundraising Details**

- **Current Annual Budget**: USD 1.5M
- **Org Type**: Nonprofit
- **Ask Amount**: USD 1.5M
- **Timeline**: 12 months
- **Use of Funds**: Operational cost and program development
- **Capital Type**: Grants, Donations

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**Aloha Harvest** is the largest food rescue and redistribution organization in Hawaii, with a mission to eliminate hunger and food waste by rescuing quality excess food to feed the hungry. For the past 2 decades, they have diverted over 28 million pounds of food that would have otherwise been discarded. They are working to scale the impact of their mission by exploring other programs such as community harvests, onsite composting, generation of value-added products, and statewide operations.

**Financial and Fundraising Details**

- **Current Annual Budget**: USD 1.5M
- **Org Type**: Nonprofit
- **Ask Amount**: USD 10M
- **Timeline**: 2024 (36 months)
- **Use of Funds**: To establish a food resilience hub (doubling as a disaster response center) to allow scaling their capacity through the acquisition of a physical storage facility (dry, chill, freezer), with flexible space to hold offices, co-working options with partners, and opportunities for food processing and manufacturing (future phase)
- **Capital Type**: PRIs, Grants, Guarantees / Letters of credit
Birch Community Services distributes donated food and provides financial education to struggling families. All BCS families shop weekly, volunteer monthly, and enroll in their financial literacy education.

Financial and Fundraising Details

- **Current Annual Budget**: USD 1.4M
- **Org Type**: Nonprofit
- **Ask Amount**: USD 1M
- **Timeline**: October 2022
- **Use of Funds**: General operational expenses, which fund the transportation and redistribution of over 13 million pounds of food surplus each year to over 20,000 individuals
- **Capital Type**: Grants

Chicago Bridge Project is a food and clothing rescue organization that rescues quality ingredients from local restaurants and events, as well as additional items purchased wholesale using generous cash donations, to create delicious meals for our neighbors in need. They partner with local laundries and dry cleaners to give meaningful second life to rescued clothing and share these items on service days. Their volunteers also sort and package soap, shampoo, oral hygiene products, other toiletries and comfort items that are distributed to those served.

Financial and Fundraising Details

- **Current Annual Budget**: USD 0.02M
- **Org Type**: Nonprofit
- **Ask Amount**: USD 0.005M
- **Timeline**: 3-6 months
- **Use of Funds**: Expand the Free Meals on 3 Wheels program
- **Capital Type**: Grants
Denver Food Rescue is producing health equity with Denver neighborhoods through No Cost Grocery Programs and home delivery of fresh food. With the help of volunteers, the rescued food is delivered, often by bike, to Denver neighborhoods for direct distribution at No Cost Grocery Programs (NCGPs). NCGPs are co-created with existing community organizations like schools, recreation centers, and nonprofits that are already established and trusted within the neighborhood, decreasing transportation barriers. Residents of the NCGP community lead the distribution of rescued food, and many also help with food rescue shifts. This participation decreases stigma of traditional food pantries, empowering each neighborhood to create a program that is appropriate for their culture & community.

Financial and Fundraising Details

**Current Annual Budget:** USD 0.5M  
**Org Type:** Nonprofit

**Ask Amount:** USD 1M  
**Timeline:** 12 months

**Use of Funds:** Food purchasing from local, BIPOC farmers

**Capital Type:** Grants

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Dreaming Out Loud is rebuilding urban, community-based food systems through cooperative social enterprise: increasing access to healthy food, improving community health, supporting entrepreneurs and cooperatives from low-income communities; and creating opportunities for at-risk residents to earn sustainable, family-supporting wages and build wealth.

Financial and Fundraising Details

**Current Annual Budget:** USD 3M  
**Org Type:** Nonprofit

**Ask Amount:** USD 2.2M  
**Timeline:** 12 months

**Use of Funds:** Scale our nutrition programs and offer more retail and wholesale sites to provide more produce to communities in Wards 1, 7, and 8 of Washington D.C.

**Capital Type:** Grants
Food for Free improves access to healthy food within their community by rescuing food that would otherwise go to waste, strengthening the community food system, and creating new distribution channels to reach under-served populations. Their Food Rescue program, founded in 1981, is among the oldest food rescue programs in the U.S. and now rescues more than 5 million pounds of food each year.

**Financial and Fundraising Details**

- **Current Annual Budget**: USD 4M
- **Org Type**: Nonprofit
- **Ask Amount**: USD 1M
- **Timeline**: June 2022
- **Use of Funds**: Supporting the Food Rescue program and the Heat-n-Eat Prepared Meals program, which re-packages rescued, prepared food into convenient, healthy meals
- **Capital Type**: Grants

Food Rescue Alliance is a network of food rescue initiatives working toward a more just and less wasteful food system, locally and regionally. Their network connects through peer learning, resource-sharing, and experimentation. Rootable, their logistics software, helps community-based organizations distribute resources. It manages schedules, deliveries, donations, volunteers, and data. It is unique because it encompasses the needs of many food rescue models across the US. Eighteen organizations have helped build Rootable so far.

**Financial and Fundraising Details**

- **Current Annual Budget**: USD 0.4M
- **Org Type**: Nonprofit
- **Ask Amount**: USD 0.25M
- **Timeline**: 2022
- **Use of Funds**: Next iteration of Rootable (add features that support data transfer and visualization, volunteer absence scheduling, and internationalizing the codebase)
- **Capital Type**: Grants
**Food Stash Foundation** is a registered Canadian Charity that rescues 70,000+ pounds of food each month and redistributes it to partner organizations, households through their Rescued Food Box program, and community members through their Rescued Food Market.

**Financial and Fundraising Details**

- **Current Annual Budget:** USD 0.8M
- **Org Type:** Nonprofit
- **Ask Amount:** USD 0.08M
- **Timeline:** December 2021
- **Use of Funds:** Ongoing operations
- **Capital Type:** Grants

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**Goodr** is a sustainable food waste management company that leverages technology to reduce food waste and combat hunger. They provide an end-to-end solution for businesses to achieve zero waste, save money, and empower their community through the donation of edible food. Their platform provides logistics, analytics, and security for businesses to earn valuable deductions and take control of their food waste.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD 5M
- **Org Type:** For-profit
- **Ask Amount:** USD 2.7M
- **Timeline:** 90 days
- **Maturity Stage:** Early Stage
- **Product Stage:** Currently selling
- **Use of Funds:** Team, Product, Go to Market
- **Capital Type:** Early Stage, Equity, Venture debt, PRIs, Grants, Project equity, Project debt
**Heaven's Windows** provides hunger relief to families, as well as a child nutrition program. They operate in San Diego County, California, and they distribute over 788,000 pounds of donated fresh, frozen, canned, and prepared food, partnering with Feeding San Diego.

Financial and Fundraising Details

- **Current Annual Budget:** USD 0.5M
- **Ask Amount:** USD 0.01M
- **Org Type:** Nonprofit
- **Timeline:** 12 months
- **Use of Funds:** Operating costs
- **Capital Type:** Grants

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**Hollywood Food Coalition**'s mission is to feed and serve the immediate needs of the hungry every night of the year, so they can build better lives. Their Community Dinner program serves hot meals to 200+ unhoused and food-insecure neighbors. They emphasize nutritionally complete, restaurant-like meals that make people feel physically and mentally well, bring joy, and live up to the ideal of food as medicine. Their food is rescued by their Community Exchange program, which launched in May 2020 as a concierge food rescue and distribution service that provides food to small to medium-sized nonprofits throughout L.A. County. They centralize food donations and efficiently disperse them around the county, so donors can give to one place and nonprofits can better choose what they receive and when they get it. In 2021, the Exchange rescued 1.75 million pounds of food from over 200 businesses, and efficiently redistributed it to over 110 community-based organizations throughout Los Angeles.

Financial and Fundraising Details

- **Current Annual Budget:** USD 2M
- **Ask Amount:** USD 2M
- **Org Type:** Nonprofit
- **Timeline:** December 2022
- **Use of Funds:** Support their transportation needs, such as a new refrigerated cargo van, an electric forklift, driver salaries, and vehicle gas/maintenance, and expand their Exchange program
- **Capital Type:** Grants / Donations
Last Mile Food Rescue is a point-to-point logistics delivery solution to rescue and deliver food in Greater Cincinnati and Northern Kentucky. Last Mile is on a mission to save good food and get it to those who need it most. They empower local change-makers to make a critical difference in the lives of their neighbors fighting food insecurity. By using the power of volunteers fueled by technology, they connect food donors with nonprofits who serve the region's food insecure, fighting food waste and helping to end the hunger that's closest to home.

Financial and Fundraising Details

Current Annual Budget: USD 0.38M  
Org Type: Nonprofit

Ask Amount: USD 1M  
Timeline: 12 months

Use of Funds: Invest heavily in technology that will allow them to match many millions of pounds of food to where it can be used in the next 24-48 hours (currently this is done manually)

Capital Type: Grants

Loaves & Fishes Family Kitchen is a prepared food recovery organization that feeds hungry and homeless families, children, seniors, veterans, students, and disabled individuals throughout the Bay Area community. They are looking to grow from providing 1 million meals of recovered prepared food to over 2 million.

Financial and Fundraising Details

Current Annual Budget: USD 3.6M  
Org Type: Nonprofit

Ask Amount: USD 3.6M  
Timeline: 12 months

Use of Funds: Expand the prepared food recovery operation

Capital Type: Grants
Lovin’ Spoonfuls is a food rescue and hunger relief operation dedicated to facilitating the rescue and distribution of healthy, fresh food that would otherwise be discarded. They work to efficiently deliver this food directly to the community organizations where it can have the greatest impact on those experiencing food insecurity. Outcomes: 4.25 million pounds of excess food diverted from landfills/compost and distributed to Massachusetts residents experiencing food insecurity; 320,000 individuals experience improved food security through the distribution of their rescued food via their nonprofit partners; at least 50% of Lovin’ Spoonfuls’ rescued food consists of fresh produce, meat and dairy.

Financial and Fundraising Details

Current Annual Budget: USD 3M
Ask Amount: USD 2.6M
Use of Funds: Support the salaries and program costs of Food Rescue and Hunger Relief operation
Capital Type: Grants

Miracle Food Network’s mission is to interrupt, intercept, intercede, convert, and distribute food surplus and waste to transform and impact lives in communities that face hunger, poverty and other life altering crises. MFN’s bioplant is used with their food waste as well as the animal waste streams of farmer partners (particularly dairy).

Financial and Fundraising Details

Current Annual Budget: USD 2.5M
Ask Amount: USD 2.5M
Use of Funds: Expand donations of perishable foods and build an organic bio plant, waste disposal fees on goods headed for landfill, and job training
Capital Type: Grants
Move For Hunger mobilizes transportation resources to reduce food waste and fight hunger. By leveraging existing networks, they are creating a new, socially responsible relocation process that is feeding millions. Projected impact/outcomes: launch 5 truck share pilots to transport fresh food from farm to food banks more efficiently on a regular basis; establish 3 cold storage hubs on farms, at fisheries, and centralized locations to keep 350,000 pounds of perishable food fresh, reinforcing the cold chain for food banks and preventing waste; and utilize existing transportation resources to deliver 650,000 pounds of fresh food to food banks/pantries.

Financial and Fundraising Details

**Current Annual Budget:** USD 1.6M  
**Org Type:** Nonprofit  
**Ask Amount:** USD 2M  
**Timeline:** December 2022  

**Use of Funds:** Rental/purchase of cold storage units and power-related expenses for fresh food cold storage pilot program, pallet blankets to keep food fresh in transit truck rentals, driver payments, and fuel for food truck share pilot program technology to automate operations and reduce staff time.

**Capital Type:** Grants

SeaShare works with seafood harvesters, processors and logistics companies to get seafood donated to Feeding America food banks and feeding centers nationwide.

Financial and Fundraising Details

**Current Annual Budget:** USD 1M  
**Org Type:** Nonprofit  
**Ask Amount:** USD 0.5M  
**Timeline:** 12 Months  

**Use of Funds:** A $500,000 grant would provide 4 million seafood servings to food banks nationwide

**Capital Type:** Grants
Minnesota Central Kitchen is part of Second Harvest Heartland and harnesses the power of a food bank to bring nutritious, prepared meals to communities facing the biggest meals gap. They were born in the early days of the pandemic to rescue food, re-employ furloughed workers, and get urgently needed meals to folks facing hunger. Today, through a robust community network of more than 100 partners, they ensure ready-to-eat meals are available in communities and to families who need it most.

**Financial and Fundraising Details**

- **Current Annual Budget:** USD 7M
- **Org Type:** Nonprofit
- **Ask Amount:** USD 7M
- **Timeline:** October 2022
- **Use of Funds:** Stabilize service to Twin Cities, expand to rural areas in Second Harvest Heartland service area. Continue expansion across Minnesota, and potential expansion into North Dakota and Wisconsin
- **Capital Type:** Grants

The Farmlink Project is a student-run nonprofit with the goal of connecting surplus produce from farms to food banks around the country, delivering millions of pounds of farm fresh produce that would otherwise be wasted to families in need. Farmlink is building a fellowship program for the young people who carry out Farmlink's mission on the ground.

**Financial and Fundraising Details**

- **Current Annual Budget:** USD 3M
- **Org Type:** Nonprofit
- **Ask Amount:** USD 1M
- **Timeline:** May 2022
- **Use of Funds:** Launch of the FarmLink Fellowship program
- **Capital Type:** Grants
UC Merced in partnership with Community Initiatives for Collective Impact launched the Bobcat Eats Food Waste Awareness and Prevention Program in an effort to reduce food waste at the food bank and to feed our community. The program worked to set up new food distribution sites in the County and to help the Food Bank implement best practices to reduce food waste, and it led to the creation of No Food Left Behind, a free text messaging service at UC Merced that connects the UC Merced Community to events that might have food leftover.

Financial and Fundraising Details

Current Annual Budget: N/A  
Ask Amount: USD 0.015M  
Use of Funds: Stipends for volunteers to help rescue food and reimbursements for mileage  
Capital Type: Grants

Umi Feeds is an Emergency food service that provides healthy and nutritious meals to seniors, people experiencing food insecurity, and the homeless by redistributing donated surplus food. In addition to food, Umi Feeds also provides personal care items, blankets, clothes, socks, hats/gloves, coats, and sanitary products.

Financial and Fundraising Details

Current Annual Budget: USD 0.3M  
Ask Amount: USD 0.035M  
Use of Funds: Expand storage space to increase meal delivery from 600 meals monthly to over 6,000 monthly  
Capital Type: Grants
Curbside Compost LLC is a food scrap collection and soil delivery company. They collect food scraps from residential and commercial locations in Connecticut and New York. Their process ensures that biodegradable materials are brought to compost facilities, not landfills. At the end of the composting cycle, they offer compost delivery for customers to use.

Financial and Fundraising Details

Current Annual Revenue: USD 0.75M
Org Type: For-profit

Ask Amount: USD 3M
Timeline: Ongoing

Maturity Stage: Early Stage
Product Stage: Currently selling

Use of Funds: Build out collection, invest in infrastructure to process material, upgrade headquarters and retain key employees.

Capital Type: Equity, Convertible debt, Senior and subordinated debt, PRIs, Grants, Guarantees / Letters of credit, Project equity

UtiliWaste Connect is a platform to incentivize, educate and connect all food waste stakeholders to divert food waste for clean energy generation, promoting a circular economy by connecting with people in their homes and businesses, all while connecting the dots of the waste management process.

Financial and Fundraising Details

Current Annual Revenue: 0
Org Type: For-profit

Ask Amount: USD 0.15 - 0.2M
Timeline: 5-6 Months

Maturity Stage: Pre-seed / Seed Stage
Product Stage: Prototype

Use of Funds: Further develop the prototype technology, move toward legal protection/patents

Capital Type: Equity, Convertible debt, Grants
Wompost, which stands for Woman-Owned Composting, is a for-profit social enterprise. They are the only compost collection and delivery service in Aurora, Colorado. Wompost provides a simple way to recycle your biodegradable waste into compost. Just like curbside trash and recycling pickup, they pickup food scraps and yard waste once a week from customers’ homes and bring back finished compost. Their vision is to make compost collection available to every single person in Colorado who wants it.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD 0.3M
- **Org Type:** For-profit
- **Ask Amount:** USD 0.1M
- **Timeline:** April 2022
- **Maturity Stage:** Pre-seed / Seed Stage
- **Product Stage:** Prototype
- **Use of Funds:** Upgrade to electric collection, invest in marketing, and grow the team to increase capacity
- **Capital Type:** Equity, Convertible debt, Senior and subordinated debt, Grants, Guarantees / Letters of credit
### Appendix A: ReFED’s Key Action Area Framework

<table>
<thead>
<tr>
<th>Action Areas</th>
<th>OPTIMIZE THE HARVEST</th>
<th>ENHANCE PRODUCT DISTRIBUTION</th>
<th>REFINED PRODUCT MANAGEMENT</th>
<th>MAXIMIZE PRODUCT UTILIZATION</th>
<th>RESHAPE CONSUMER ENVIRONMENTS</th>
<th>STRENGTHEN FOOD RESCUE</th>
<th>RECYCLE ANYTHING REMAINING</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>OPTIMIZE THE HARVEST</strong></td>
<td>Buyer Spec Expansion</td>
<td>Decreased Transit Time</td>
<td>Assisted Distressed Sales</td>
<td>Active &amp; Intelligent Packaging</td>
<td>Meal Kits</td>
<td>Donation Coordination &amp; Matching</td>
<td>Centralized Anaerobic Digestion</td>
</tr>
<tr>
<td></td>
<td>Gleaning</td>
<td>First Expired First Out</td>
<td>Decreased Minimum Order Quantity</td>
<td>Manufacturing Byproduct Utilization (Uprising)</td>
<td>Buffet Signage</td>
<td>Donation Education</td>
<td>Community Composting</td>
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<tr>
<td></td>
<td>Imperfect &amp; Surplus Produce Channels</td>
<td>Intelligent Routing</td>
<td>Dynamic Pricing</td>
<td>Manufacturing Line Optimization</td>
<td>Consumer Education Campaigns</td>
<td>Donation Storage Handling &amp; Capacity</td>
<td>Centralized Composting</td>
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<tr>
<td></td>
<td>Partial Order Acceptance</td>
<td>Temperature Monitoring (Pallet Transport)</td>
<td>Enhanced Demand Planning</td>
<td>Edible Coatings</td>
<td>K-12 Lunch Improvements</td>
<td>Donation Transportation</td>
<td>Co-digestion at Wastewater Treatment Plants</td>
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<tr>
<td></td>
<td>Field Cooling Units</td>
<td>Reduced Warehouse Handling</td>
<td>Increased Delivery Frequency</td>
<td>Improved Recipe Planning</td>
<td>Package Design</td>
<td>Donation Value-Added Processing</td>
<td>Home Composting</td>
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<td></td>
<td>In-Field Sanitation Monitoring</td>
<td>Advanced Shipment Notifications</td>
<td>Markdown Alert Applications</td>
<td>In-House Repurposing</td>
<td>Portion Sizes</td>
<td>Blast Chilling to Enable Donations</td>
<td>Livestock Feed</td>
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<td></td>
<td>Innovative Grower Contracts</td>
<td>Early Spoilage Detection (Hyperspectral imaging)</td>
<td>Minimized On-Hand Inventory</td>
<td>Precision Food Safety</td>
<td>Small Plates</td>
<td>Donation Reverse Logistics</td>
<td>Waste-Derived Agricultural Inputs</td>
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<tr>
<td></td>
<td>Labor Matching</td>
<td>Inventory Traceability</td>
<td>Temperature Monitoring (Foodservice)</td>
<td>Discount Meal Plates</td>
<td>Standardized Date Labels</td>
<td>High-Frequency Reliable Pickups</td>
<td>Insect Farming</td>
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<td></td>
<td>Smaller Harvest Lots</td>
<td>Modified Atmosphere Packaging System</td>
<td>Waste Tracking (Foodservice)</td>
<td>Employee Meals</td>
<td>K-12 Education Campaigns</td>
<td>Established Relationships with Businesses</td>
<td>Rendering</td>
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<td></td>
<td>Improved Communication for Planting Schedules</td>
<td>Vibration &amp; Drops Tracking</td>
<td>Low Waste Event Contracts</td>
<td>Larger Quantities for Take Home</td>
<td>Trayless</td>
<td>Culling SOPs</td>
<td>Waste-Derived Processed Animal Feed</td>
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<td></td>
<td>Sanitation Practices &amp; Monitoring</td>
<td>Optimized Truck Packing, Loading &amp; Unloading (e.g., Cross-Docking)</td>
<td>Direct to Consumer Channels</td>
<td>Small and Versatile Menus</td>
<td>Sous-Vide Cooking</td>
<td>Waste-Derived Bioplastics</td>
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<tr>
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<td>Optimized Harvesting Schedules</td>
<td>Enforcing Cold Chain SOPs</td>
<td>Online Marketplace Platform</td>
<td>Home Shelf-life Extension Technologies</td>
<td>Smart Home Devices</td>
<td>Enabling Technologies (e.g. depackaging and pre-treatment)</td>
<td>Relationships &amp; Measurement</td>
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<td></td>
<td>On-Farm / Near-Farm Processing</td>
<td>Regular Maintenance on Refrigerated Trucks</td>
<td>Online, Advanced Grocery Sales</td>
<td>Waste Conscious Promotions</td>
<td>Frozen Value-Added Processing</td>
<td>Separation &amp; Measurement</td>
<td>Waste Audits by Waste Haulers</td>
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<tr>
<td></td>
<td>Local Food Systems</td>
<td>Cross-Docking</td>
<td>Precision Event Attendance</td>
<td>Free Items Offered Upon Request (e.g., bread, chips)</td>
<td>Customizable Menus/Options</td>
<td>Relationships with Waste Haulers</td>
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<td></td>
<td>Clear Product Ownership</td>
<td></td>
<td>Repackaging Partially Damaged Products</td>
<td>Storytelling (e.g. product impact, source, upcycled ingredient components)</td>
<td>To-Go Offerings</td>
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</tbody>
</table>

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**Modeled Solutions**

**Unmodeled Solutions**

**Best Practices**

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Food Waste
Funder Circle