January 2022 Funding Opportunities

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 43 for-profit companies, 38 nonprofit organizations, and a total of USD 151-158M in funding opportunities (this information comes from self-reported data from solution providers who filled out our funding survey). The report also includes 31 new deals since our December report, which are highlighted in green in the summary table.

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:

<table>
<thead>
<tr>
<th>PREVENTION</th>
<th>RESCUE</th>
<th>RECYCLING</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image" alt="Optimize The Harvest" /></td>
<td><img src="image" alt="Reshape Consumer Environments" /></td>
<td><img src="image" alt="Recycle Anything Remaining" /></td>
</tr>
<tr>
<td><img src="image" alt="Enhance Product Distribution" /></td>
<td><img src="image" alt="Maximize Product Utilization" /></td>
<td><img src="image" alt="Strengthen Food Rescue" /></td>
</tr>
<tr>
<td><img src="image" alt="Refine Product Management" /></td>
<td><img src="image" alt="Reduce" /></td>
<td><img src="image" alt="Recycle" /></td>
</tr>
</tbody>
</table>

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.
## Overview of Active Funding Opportunities

<table>
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<tr>
<th>Page</th>
<th>RefED Action Area</th>
<th>Organization</th>
<th>Org Type</th>
<th>Annual Revenue or Budget (USD) *</th>
<th>Ask Amount (USD)</th>
<th>Capital Type</th>
<th>Maturity Stage **</th>
</tr>
</thead>
<tbody>
<tr>
<td>10.</td>
<td>Optimize the Harvest</td>
<td>Association Of Gleaning Organizations</td>
<td>Nonprofit</td>
<td>0.15M</td>
<td>0.2M</td>
<td>Grants / Donations</td>
<td>N/A</td>
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<tr>
<td>10.</td>
<td>Optimize the Harvest</td>
<td>Food Forward</td>
<td>Nonprofit</td>
<td>3.9M</td>
<td>5.3M</td>
<td>Grants / Donations</td>
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<tr>
<td>11.</td>
<td>Optimize the Harvest</td>
<td>From Seed to Spoon</td>
<td>For-profit</td>
<td>1M</td>
<td>0.5 - 1M</td>
<td>Equity</td>
<td>Early Stage</td>
</tr>
<tr>
<td>11.</td>
<td>Optimize the Harvest</td>
<td>Hope’s Harvest RI</td>
<td>Nonprofit</td>
<td>0.4M</td>
<td>1.1M</td>
<td>Grants / Donations</td>
<td>N/A</td>
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<tr>
<td>12.</td>
<td>Optimize the Harvest</td>
<td>NH Gleans</td>
<td>Nonprofit</td>
<td>0.04M</td>
<td>0.04M</td>
<td>Grants / Donations</td>
<td>N/A</td>
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<td>12.</td>
<td>Optimize the Harvest</td>
<td>UpRoot Colorado</td>
<td>Nonprofit</td>
<td>0.18M</td>
<td>1M</td>
<td>Grants / Donations</td>
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<td>13.</td>
<td>Optimize the Harvest</td>
<td>Willing Hands</td>
<td>Nonprofit</td>
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<td>0.8M</td>
<td>Grants / Donations</td>
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<td>13.</td>
<td>Enhance Product</td>
<td>RASP</td>
<td>For-profit</td>
<td>N/A</td>
<td>0.25M</td>
<td>Equity</td>
<td>Pre-seed / Seed Stage</td>
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<tr>
<td>14.</td>
<td>Enhance Product</td>
<td>Rebound Technologies</td>
<td>For-profit</td>
<td>1M</td>
<td>5M</td>
<td>Equity, Convertible debt</td>
<td>Growth Stage</td>
</tr>
</tbody>
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**Note:** Early Stage represents fundraising between Series A and Series B. Growth Stage is Series C and onwards.

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<tr>
<td>14.</td>
<td>Enhance Product Distribution</td>
<td>RipeLocker</td>
<td>For-profit</td>
<td>0.5M</td>
<td>10M</td>
<td>Equity, Convertible debt, Venture debt, and Senior and subordinated debt</td>
<td>Early Stage</td>
</tr>
<tr>
<td>15.</td>
<td>Refine Product Management</td>
<td>ClearCOGS</td>
<td>For-profit</td>
<td>0M</td>
<td>0.5M</td>
<td>Equity, Venture Debt, Grants / Donations, Guarantees / letters of credit</td>
<td>Pre-seed / Seed Stage</td>
</tr>
<tr>
<td>15.</td>
<td>Refine Product Management</td>
<td>FarmDrop</td>
<td>For-profit</td>
<td>0.5M</td>
<td>1M</td>
<td>Equity, Convertible debt, PRIs, Grants / Donations</td>
<td>Pre-seed / Seed Stage</td>
</tr>
<tr>
<td>16.</td>
<td>Refine Product Management</td>
<td>FoodFix</td>
<td>For-profit</td>
<td>0</td>
<td>1M</td>
<td>Equity, Convertible debt, Venture debt, Grants / Donations</td>
<td>Pre-seed / Seed Stage</td>
</tr>
<tr>
<td>16.</td>
<td>Refine Product Management</td>
<td>Gander</td>
<td>For-profit</td>
<td>0.6 - 1.32M</td>
<td>4 - 5.3M</td>
<td>Equity, Grants / Donations</td>
<td>Early Stage</td>
</tr>
<tr>
<td>17.</td>
<td>Refine Product Management</td>
<td>Therma</td>
<td>For-profit</td>
<td>1.3M</td>
<td>10M</td>
<td>Equity</td>
<td>Growth Stage</td>
</tr>
<tr>
<td>17.</td>
<td>Maximize Product Utilization</td>
<td>Against the Grain</td>
<td>For-profit</td>
<td>0.05M</td>
<td>0.75M</td>
<td>Equity, Grants / Donations, Guarantees / letters of credit</td>
<td>Pre-seed / Seed Stage</td>
</tr>
<tr>
<td>18.</td>
<td>Maximize Product Utilization</td>
<td>Amai</td>
<td>For-profit</td>
<td>N/A</td>
<td>3M</td>
<td>Equity, Grants / Donations</td>
<td>Early Stage</td>
</tr>
<tr>
<td>18.</td>
<td>Maximize Product Utilization</td>
<td>Dog &amp; Whistle</td>
<td>For-profit</td>
<td>0.025M</td>
<td>0.25M</td>
<td>Equity, Convertible debt, Guarantees / Letters of credit</td>
<td>Pre-seed / Seed Stage</td>
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<tr>
<td>19.</td>
<td>Maximize Product Utilization</td>
<td>EggTech</td>
<td>For-profit</td>
<td>N/A</td>
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<td>Equity, Convertible debt, Grants / Donations, Project equity</td>
<td>Early Stage</td>
</tr>
<tr>
<td>19.</td>
<td>Maximize Product Utilization</td>
<td>Faba</td>
<td>For-profit</td>
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<td>0.1M</td>
<td>Equity, Convertible debt, Grants / Donations</td>
<td>Pre-seed / Seed Stage</td>
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<td>20.</td>
<td>Maximize Product Utilization</td>
<td>Fresh Inset S.A.</td>
<td>For-profit</td>
<td>&lt;1M</td>
<td>5M</td>
<td>Equity</td>
<td>Early Stage</td>
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<td>20.</td>
<td>Maximize Product Utilization</td>
<td>Happy Moose Juice</td>
<td>For-profit</td>
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<td>1.4M</td>
<td>Equity, Convertible debt, PRIs, Grants / Donations, Guarantees / Letters of credit</td>
<td>Early Stage</td>
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<td>21.</td>
<td>Maximize Product Utilization</td>
<td>Hidden Gems Beverage Company</td>
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<td>Pre-seed / Seed Stage</td>
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<tr>
<td>21.</td>
<td>Maximize Product Utilization</td>
<td>Hyle</td>
<td>For-profit</td>
<td>0M</td>
<td>1.5M</td>
<td>Grants / Donations, Post Money SAFE</td>
<td>Pre-seed / Seed Stage</td>
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<tr>
<td>22.</td>
<td>Maximize Product Utilization</td>
<td>ImpASTAI</td>
<td>For-profit</td>
<td>0.15M</td>
<td>3M</td>
<td>Convertible debt</td>
<td>Pre-seed / Seed Stage</td>
</tr>
<tr>
<td>22.</td>
<td>Maximize Product Utilization</td>
<td>Innovagreen Alimentos</td>
<td>For-profit</td>
<td>0.1M</td>
<td>0.1M</td>
<td>Convertible debt, Grants / Donations</td>
<td>Early Stage</td>
</tr>
<tr>
<td>23.</td>
<td>Maximize Product Utilization</td>
<td>Kazoo Snacks</td>
<td>For-profit</td>
<td>0.1M</td>
<td>3M</td>
<td>Equity</td>
<td>Early Stage</td>
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<tr>
<td>23.</td>
<td>Maximize Product Utilization</td>
<td>Meycov Food USA</td>
<td>For-profit</td>
<td>5M</td>
<td>1M</td>
<td>Equity, Convertible debt</td>
<td>Growth Stage</td>
</tr>
<tr>
<td>24.</td>
<td>Maximize Product Utilization</td>
<td>NETZRO</td>
<td>For-profit</td>
<td>0.25M</td>
<td>1.5M</td>
<td>Equity, Convertible debt, PRIs, Grants / Donations</td>
<td>Early Stage</td>
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<td>24.</td>
<td>Maximize Product Utilization</td>
<td>North American Coalition for Insect Agriculture</td>
<td>Nonprofit</td>
<td>0.1M</td>
<td>1.2M</td>
<td>Grants / Donations</td>
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<tr>
<td>25.</td>
<td>Maximize Product Utilization</td>
<td>Nutraberry</td>
<td>For-profit</td>
<td>0.2M</td>
<td>0.5M</td>
<td>Equity, Convertible debt, Venture debt, Grants / Donations, Project equity, Project debt</td>
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</tr>
<tr>
<td>25.</td>
<td>Maximize Product Utilization</td>
<td>Pezzy Pets</td>
<td>For-profit</td>
<td>0.04M</td>
<td>0.4M</td>
<td>Convertible debt, Grants / Donations, Project equity</td>
<td>Pre-seed / Seed Stage</td>
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<tr>
<td>26.</td>
<td>Maximize Product Utilization</td>
<td>Pulp Pantry</td>
<td>For-profit</td>
<td>0.4M</td>
<td>0.85M</td>
<td>Equity, Convertible debt</td>
<td>Early Stage</td>
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<td>26.</td>
<td>Maximize Product Utilization</td>
<td>ReGrained</td>
<td>For-profit</td>
<td>N/A</td>
<td>0.2M</td>
<td>Equity, Convertible debt, Venture debt, PRIs, Grants / Donations</td>
<td>Early Stage</td>
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<tr>
<td>27.</td>
<td>Maximize Product Utilization</td>
<td>Renewal Mill</td>
<td>For-profit</td>
<td>0.5M</td>
<td>3M</td>
<td>Equity, Convertible debt, Venture debt, PRIs, Grants / Donations</td>
<td>Early Stage</td>
</tr>
<tr>
<td>27.</td>
<td>Maximize Product Utilization</td>
<td>Seconds</td>
<td>For-profit</td>
<td>&lt;0.1M</td>
<td>0.85M</td>
<td>Convertible debt, Grants / Donations</td>
<td>Pre-seed / Seed Stage</td>
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<td>28.</td>
<td>Maximize Product Utilization</td>
<td>The Mushroom Meat Co.</td>
<td>For-profit</td>
<td>N/A</td>
<td>5M</td>
<td>Equity, Convertible debt, Grants / Donations</td>
<td>Pre-seed / Seed Stage</td>
</tr>
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</thead>
<tbody>
<tr>
<td>28.</td>
<td>Maximize Product Utilization</td>
<td>Upcycled Food Association</td>
<td>Nonprofit</td>
<td>2.7M</td>
<td>1.75M</td>
<td>PRIs</td>
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<tr>
<td>29.</td>
<td>Maximize Product Utilization</td>
<td>Wize Tea</td>
<td>For-profit</td>
<td>0.3M</td>
<td>0.5M</td>
<td>Equity, Convertible debt, Grants / Donations</td>
<td>Early Stage</td>
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<tr>
<td>29.</td>
<td>Maximize Product Utilization</td>
<td>Xoca World</td>
<td>For-profit</td>
<td>N/A</td>
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<td>Equity, Convertible debt, Grants / Donations</td>
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<td>30.</td>
<td>Reshape Consumer Environments</td>
<td>Gala Production</td>
<td>For-profit</td>
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<td>0.01M</td>
<td>Grants / Donations</td>
<td>Growth Stage</td>
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<tr>
<td>30.</td>
<td>Reshape Consumer Environments</td>
<td>Stay Fresh Packaging</td>
<td>For-profit</td>
<td>0M</td>
<td>4.5M</td>
<td>Equity, Venture debt</td>
<td>Early Stage</td>
</tr>
<tr>
<td>31.</td>
<td>Strengthen Food Rescue</td>
<td>4MYCITY</td>
<td>Nonprofit</td>
<td>1.5M</td>
<td>1.5M</td>
<td>Grants / Donations</td>
<td>N/A</td>
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<tr>
<td>31.</td>
<td>Strengthen Food Rescue</td>
<td>Aloha Harvest</td>
<td>Nonprofit</td>
<td>1.5M</td>
<td>10M</td>
<td>PRIs, Grants / Donations, Guarantees / Letters of credit</td>
<td>N/A</td>
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<tr>
<td>32.</td>
<td>Strengthen Food Rescue</td>
<td>Birch Community Services</td>
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<td>1.4M</td>
<td>1M</td>
<td>Grants / Donations</td>
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<tr>
<td>32.</td>
<td>Strengthen Food Rescue</td>
<td>Chicago Bridge Project</td>
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<td>0.02M</td>
<td>0.005M</td>
<td>Grants / Donations</td>
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</thead>
<tbody>
<tr>
<td>33.</td>
<td>Strengthen Food Rescue</td>
<td>Denver Food Rescue</td>
<td>Nonprofit</td>
<td>0.5M</td>
<td>1M</td>
<td>Grants / Donations</td>
<td>N/A</td>
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<td>33.</td>
<td>Strengthen Food Rescue</td>
<td>Dreaming Out Loud</td>
<td>Nonprofit</td>
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<td>2.2M</td>
<td>Grants / Donations</td>
<td>N/A</td>
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<tr>
<td>34.</td>
<td>Strengthen Food Rescue</td>
<td>Farm Discovery at Live Earth</td>
<td>Nonprofit</td>
<td>0.3M</td>
<td>0.25M</td>
<td>Grants / Donations</td>
<td>N/A</td>
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<tr>
<td>34.</td>
<td>Strengthen Food Rescue</td>
<td>Food For Free</td>
<td>Nonprofit</td>
<td>4M</td>
<td>1M</td>
<td>Grants / Donations</td>
<td>N/A</td>
</tr>
<tr>
<td>35.</td>
<td>Strengthen Food Rescue</td>
<td>Food Recovery Network</td>
<td>Nonprofit</td>
<td>0.8M</td>
<td>3M</td>
<td>Grants / Donations</td>
<td>N/A</td>
</tr>
<tr>
<td>35.</td>
<td>Strengthen Food Rescue</td>
<td>Food Rescue Alliance</td>
<td>Nonprofit</td>
<td>0.4M</td>
<td>0.25M</td>
<td>Grants / Donations</td>
<td>N/A</td>
</tr>
<tr>
<td>36.</td>
<td>Strengthen Food Rescue</td>
<td>Food Rescue Inc</td>
<td>Nonprofit</td>
<td>0.094M</td>
<td>0.05M</td>
<td>Grants / Donations</td>
<td>N/A</td>
</tr>
<tr>
<td>36.</td>
<td>Strengthen Food Rescue</td>
<td>Goodr</td>
<td>For-profit</td>
<td>5M</td>
<td>2.7M</td>
<td>Early Stage, Equity, Venture debt, PRIs, Grants / Donations, Project equity, Project debt</td>
<td>Early Stage</td>
</tr>
<tr>
<td>37.</td>
<td>Strengthen Food Rescue</td>
<td>Heaven's Windows</td>
<td>Nonprofit</td>
<td>0.5M</td>
<td>0.01M</td>
<td>Grants / Donations</td>
<td>N/A</td>
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<td>37.</td>
<td>Strengthen Food Rescue</td>
<td>Hollywood Food Coalition</td>
<td>Nonprofit</td>
<td>1.5M</td>
<td>2M</td>
<td>Grants / Donations</td>
<td>N/A</td>
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<tr>
<td>38.</td>
<td>Strengthen Food</td>
<td>JEE Foods</td>
<td>Nonprofit</td>
<td>0.04M</td>
<td>0.2M</td>
<td>Grants / Donations</td>
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<tr>
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<tr>
<td>38.</td>
<td>Strengthen Food</td>
<td>Keep Austin Fed</td>
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<tr>
<td>39.</td>
<td>Strengthen Food</td>
<td>Loaves &amp; Fishes Family Kitchen</td>
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<td>3.6M</td>
<td>3.6M</td>
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<td>40.</td>
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<td>40.</td>
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<td>Miracle Food Network</td>
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<td>41.</td>
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<td>Move For Hunger</td>
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<td>41.</td>
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<td>ONÉgeneration</td>
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<td>42.</td>
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<td>SeaShare</td>
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<td>1M</td>
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<td>Grants / Donations</td>
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<td>Second Harvest Heartland</td>
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<td></td>
<td></td>
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<table>
<thead>
<tr>
<th>Page</th>
<th>ReFED Action Area</th>
<th>Organization</th>
<th>Org Type</th>
<th>Annual Revenue or Budget (USD) *</th>
<th>Ask Amount (USD)</th>
<th>Capital Type</th>
<th>Maturity Stage **</th>
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<tr>
<td>43.</td>
<td>Strengthen Food Rescue</td>
<td>South County Outreach</td>
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<td>Umi Feeds</td>
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<td>Waste Not Arizona</td>
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<td>Apex Organix Compost</td>
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<td>Growth Stage</td>
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<td>3M</td>
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<td>EarthPup</td>
<td>For-profit</td>
<td>0.05M</td>
<td>0.1M</td>
<td>Grants / Donations</td>
<td>Early Stage</td>
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</tbody>
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<th>Ask Amount (USD)</th>
<th>Capital Type</th>
<th>Maturity Stage **</th>
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<td>47.</td>
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<td>For-profit</td>
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<td>Turn</td>
<td>For-profit</td>
<td>0.6M</td>
<td>5M</td>
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<td>UtilWaste Connect</td>
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<td>0.15 - 0.2M</td>
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<td>0.3M</td>
<td>0.1M</td>
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<td>50.</td>
<td>General</td>
<td>Harvard Law School Food Law and Policy Clinic</td>
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<td>1M</td>
<td>1M</td>
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The Association of Gleaning Organizations (AGO) builds the capacity of organizations recovering fresh fruits and vegetables from farms, gardens, and backyards across North America. The majority of the organizations they serve are small, primarily organic, farms. By engaging communities to harvest surplus produce, vulnerable populations are provided with increased access to wholesome foods. Their programs work with local gleaning organizations to increase their capacity, share resources and knowledge, and collaborate regularly to increase collective impact. From an Annual Symposium to guiding someone through setting up their 501c3 status, they not only support the gleaning movement, but also drive it.

Financial and Fundraising Details

**Current Annual Budget:** USD 0.15M  
**Org Type:** Nonprofit  
**Ask Amount:** USD 0.2M  
**Timeline:** December 2022

**Use of Funds:** Supporting 2022 programming, supporting gleaning orgs with transitioning leadership, moving from a volunteer staff to a paid staff, grant writing, and building out volunteer programs.

**Capital Type:** Grants / Donations

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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 / Donations
**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**

- **Current Annual Revenue:** USD 1M
- **Org Type:** For-profit
- **Ask Amount:** USD 0.5 - 1M
- **Timeline:** Q1 2022
- **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

**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**

- **Current Annual Budget:** USD 0.4M
- **Org Type:** Nonprofit
- **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 / Donations
**New Hampshire** ●  Founded: 2013  ●  Time on Report: 1 Month

**Contact:** Jess Gerrior, Director, director@nhgleans.org

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 0.4M  
- **Org Type:** Nonprofit  
- **Ask Amount:** USD 0.4M  
- **Timeline:** June 2023  
- **Use of Funds:** Expand processing, increase distribution, new packaging, website and trade spend  
- **Capital Type:** Grants / Donations

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**Avon, CO**  ●  Founded: 2017  ●  Time on Report: 1 Month

**Contact:** Rita Mary Hennigan / David Laskarzewski, Co-Directors, rita@uprootcolorado.org / dave@uprootcolorado.org

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 / Donations
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 / Donations

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
Rebound Technologies has developed a refrigeration/dehumidification technology that will transform the global cold chain. Rebound's IcePoint® offers a "2-in-1" refrigeration solution that transforms warm, moist air into cold, dry air with rapid freezing and humidity control. Rebound's launch customer is Lineage Logistics, the world's largest refrigerated warehousing company with 25% US market share and more than 400 facilities in 15 countries across the globe. Rebound is installing its first commercial system at a Lineage site in Greeley at the start of 2022.

**Financial and Fundraising Details**
- **Current Annual Revenue:** USD 1M
- **Org Type:** For-profit
- **Ask Amount:** USD 5M
- **Timeline:** February 1 2022
- **Maturity Stage:** Growth Stage
- **Product Stage:** Ready to launch
- **Use of Funds:** Accelerate business development and production readiness for expected 2022 orders.
- **Capital Type:** Equity, Convertible debt

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:** June 2023
- **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
ClearCOGS uses machine learning and AI to create daily prep level recommendations for restaurants that reduce waste while decreasing product stockouts.

Financial and Fundraising Details

- **Current Annual Revenue:** N/A
- **Ask Amount:** USD 0.5M
- **Maturity Stage:** Pre-seed / Seed Stage
- **Use of Funds:** Support staff salaries to implement the system in additional restaurant concepts
- **Org Type:** For-profit
- **Timeline:** February 2022
- **Product Stage:** Ready to launch
- **Capital Type:** Equity, Venture Debt, Grants / Donations, Guarantees / letters of credit

FarmDrop is an online farmers market; it offers a collaborative marketplace hosting multiple farmers and producers together on a local online storefront. FarmDrop increases community access to locally made and grown products through a restructured food system, which in turn, serves the planet and a place-based sense of self and sovereignty.

Financial and Fundraising Details

- **Current Annual Revenue:** USD 0.5M
- **Ask Amount:** USD 1M
- **Maturity Stage:** Pre-seed / Seed Stage
- **Use of Funds:** Operational costs related to growing from 15 farmdrop market hubs expected by Q1 of 2022 to 100 market hubs by 2023.
- **Org Type:** For-profit
- **Timeline:** December 2022
- **Product Stage:** Currently Selling
- **Capital Type:** Equity, Convertible debt, PRIs, Grants / Donations
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**: March 2022
- **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 / Donations

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**: March 2022
- **Maturity Stage**: Early Stage
- **Product Stage**: Currently selling
- **Use of Funds**: Growing the team, marketing
- **Capital Type**: Equity, Grants / Donations
**Therma** builds tools to increase safety and sustainability from farm to fork. Their IoT-based 24/7 equipment monitoring sensors and workflow tools eliminate product loss, ensure compliance, and provide data-driven cold-chain management to the restaurant, retail, hospitality, and logistics industries. They’re deployed across leading brands including McDonalds, Burger King, Taco Bell, TGI Fridays, Chick-fil-A, 7-Eleven, NOW Health, UPS and Wyndham Hotels.

**Financial and Fundraising Details**

- **Current Annual Revenue**: USD 1.3M
- **Org Type**: For-profit
- **Ask Amount**: USD 10M
- **Timeline**: Early Q2 2022
- **Maturity Stage**: Growth Stage
- **Product Stage**: Currently Selling
- **Use of Funds**: Expand the eCommerce team and sustain the 10X growth from this sales channel, improve energy efficiency and optimization vision for refrigerated environments through engineering, product, and analysis. They are looking to double the team's capacity.
- **Capital Type**: Equity

**Against the Grain** collects spent grains from brewers, apple mash from cider use, and other waste products within the beverage world and uses that “waste” as a feed for local farmers. Their mission is to reduce agriculture required to feed animals in the US and create a local circular economy between their partners. We ensure we are cheaper than composting for our partners producing waste, and work with a dairy nutritionist to make sure we are saving farmers money on feed as well. Against The Grain hopes to expand their services to other pockets of highly dense brewing communities, increase value to their farmers, and expand their services provided to larger entities.

**Financial and Fundraising Details**

- **Current Annual Revenue**: USD 0.05M
- **Org Type**: For-profit
- **Ask Amount**: USD 0.75M
- **Timeline**: Q1 2022
- **Maturity Stage**: Pre-seed / Seed Stage
- **Product Stage**: Currently selling
- **Use of Funds**: Increase the volume of collection with an additional truck and purchase a property for transferring and storing grains for distribution.
- **Capital Type**: Equity, Grants / Donations, Guarantees / letters of credit
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 / Donations

Dog & Whistle is an upcycled pet food and 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:** April 2022
- **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 / Donations, Project equity

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**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:** February 2022
- **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 / Donations
Fresh Inset is a technology company in the post-harvest freshness preservation and food-tech space. Fresh Inset introduces technology based on the 1-MCP molecule, which is structurally similar to ethylene, a naturally occurring plant hormone that occurs in all fruits and vegetables. Ethylene helps produce grow and ripen, but after produce is harvested, causes over-ripening and spoilage. 1-MCP works by blocking the ethylene from binding to receptors in plant cells, which slows down respiration and temporarily delays the ripening process. Their Vidre+ products can be applied seamlessly in all stages of the logistic chain. Fruits and vegetables, including pre-cut products, are significantly improved by the use of Vidre+, as well as floral products, including cut flowers and potted plants.

**Financial and Fundraising Details**

**Current Annual Revenue:** USD <1M  
**Org Type:** For-profit  
**Ask Amount:** USD 5M  
**Timeline:** N/A  
**Maturity Stage:** Early Stage  
**Product Stage:** Currently Selling  
**Use of Funds:** 60% for registration of product (including supervised testing and registration fees), 30% for IP protection, and 10% for other costs.  
**Capital Type:** Equity

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 / Donations, Guarantees / Letters of credit
**Reveal**

*Hidden Gems Beverage Company* is a beverage company that is creating a more sustainable food system by finding creative ways to use the parts of food commonly thrown away. Their mission is to create beautiful, environmentally safe, and socially responsible upcycled products by discovering the hidden value in wasted food. Their hope is to reduce food waste, continue to create and support sustainable systems for sustainable living, and inspire everyone to discover the hidden gems in the world around us.

**Financial and Fundraising Details**
- **Current Annual Revenue:** N/A
- **Org Type:** For-profit
- **Ask Amount:** USD 0.35M
- **Timeline:** February 10 2022
- **Maturity Stage:** Pre-seed / Seed Stage
- **Product Stage:** Ready to launch
- **Use of Funds:** Build team for launch
- **Capital Type:** Convertible debt, Post Money SAFE

**Hyfé Foods**

*Hyfé Foods* uses fungi to convert wasted liquid side streams from food processing into low-carb, protein-rich flour products.

**Financial and Fundraising Details**
- **Current Annual Revenue:** N/A
- **Org Type:** For-profit
- **Ask Amount:** USD 1.5M
- **Timeline:** April 2022
- **Maturity Stage:** Pre-seed / Seed Stage
- **Product Stage:** Prototype
- **Use of Funds:** Funds will enable them to develop a scalable product with IP protection and the integration of wastewater input.
- **Capital Type:** Grants / Donations, Post Money SAFE
imPASTA! is a ready-to-eat spaghetti squash for the health-conscious consumer with a busy lifestyle. They're uniquely positioned as a seed-to-market producer that controls every aspect of the production process, from controlled and strategic planting and perfectly timed harvest to their proprietary production process. Over 50% of spaghetti squash gets wasted due to cosmetic scarring, and imPASTA! utilizes the imperfect squash to develop their spaghetti squash product.

Financial and Fundraising Details

- **Current Annual Revenue**: USD 0.15M
- **Ask Amount**: USD 3M
- **Maturity Stage**: Pre-seed / Seed Stage
- **Use of Funds**: Round out their staff, additional manufacturing equipment, marketing and PR
- **Capital Type**: Convertible debt
- **Org Type**: For-profit
- **Timeline**: March 2022
- **Product Stage**: Currently Selling

Innovagreen Alimentos is developing technology that transforms ugly produce into functional food products through a bio-refinery that allows them to extract the water, sugars and air from the fruits without altering the nutritional compounds.

Financial and Fundraising Details

- **Current Annual Revenue**: USD 0.1M
- **Ask Amount**: USD 0.1M
- **Maturity Stage**: Early Stage
- **Use of Funds**: Expansion to the US
- **Capital Type**: Convertible debt, Grants / Donations
- **Org Type**: For-profit
- **Timeline**: June 2022
- **Product Stage**: Currently Selling

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**Contact:** Peter Mead, CSO, peter@impastafoods.com

**Contact:** Mauricio Poblete, Founder, contacto@innovagreen.cl
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  
Org Type: For-profit

Ask Amount: USD 3M  
Timeline: May 2022

Maturity Stage: Early Stage  
Product Stage: Currently selling

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

Meycov Food is a food manufacturer that currently works with spent grain to make a range of crackers for the deli/specialty section. They're looking to launch other spent grain products, such as crisps and flatbreads, this year. They currently have products under their Rutherford & Meyer of New Zealand brand in some Whole Foods divisions, Ahold, Publix, Albertsons/Safeway and many smaller retailers. Their head office is in New Zealand where most of their production is done, however, they're looking to have upcycled products made in the USA.

Financial and Fundraising Details

Current Annual Revenue: USD 5M  
Org Type:

Ask Amount: USD 1M  
Timeline: June 2022

Maturity Stage: Growth Stage  
Product Stage: Currently Selling

Use of Funds: Marketing, PR Campaign, Sampling Program, Co-manufacturing

Capital Type: Equity, Convertible debt
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
- **Capital Type:** Equity, Convertible debt, PRIs, Grants / Donations

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The North American Coalition for Insect Agriculture (NACIA) is the insects for food and feed industry association in North America. 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, connect their members with industry stakeholders and the knowledge they need to grow, and inform key stakeholders about the potential for insects to provide environmentally sustainable, nutritious ingredients that can be produced as part of circular and regenerative agriculture.

Financial and Fundraising Details

- **Current Annual Budget:** USD 0.1M
- **Ask Amount:** USD 1.2M
- **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 / Donations
Nutraberry is an upcycler of natural functional berry seed flours and oils. Nutraberry upcycles the millions of lbs. of Pacific Northwest 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:** February 2022

**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 / Donations, Project equity, Project debt

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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:** December 2022

**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 / Donations, Project equity
**Pulp Pantry** turns overlooked resources including odds, ends and stems of farm-fresh produce into wholesome upcycled snacks. The brand’s flagship product is a line of veggie chips reinvented, made from upcycled ingredients providing nearly a full day's serving of fiber in each bag. Pulp Pantry is on a mission to create a scalable, circular model for consumer packaged foods.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD 0.4M
- **Org Type:** For-profit
- **Ask Amount:** USD 0.85M
- **Timeline:** June 2022
- **Maturity Stage:** Early Stage
- **Product Stage:** Currently Selling

**Use of Funds:** Their next revenue milestone, which comes along with 2 new confirmed distributor launches on the west coast, additional retailer launches, and further sales / velocity growth, is $1M in topline annual revenue. This funding round will help them to achieve their goals in sales and same-door sales growth to get there within the next 18 months.

**Capital Type:** Equity, Convertible debt

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**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:** December 2022
- **Maturity Stage:** Early stage
- **Product Stage:** Currently selling

**Use of Funds:** R&D, Hiring, Commercialization

**Capital Type:** Equity, Convertible debt, Venture debt, PRIs, Grants / Donations
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:** USD 0.5M
- **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 / Donations

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Seconds is on a mission to reimagine snacking where all food reaches its highest and best use. They do this by creating a portfolio of delicious & healthy snacks utilizing upcycled veggies.

Financial and Fundraising Details

- **Current Annual Revenue:** USD <0.1M
- **Org Type:** For-profit
- **Ask Amount:** USD 0.85M
- **Timeline:** March 1 2022
- **Maturity Stage:** Pre-seed / Seed Stage
- **Product Stage:** Currently Selling
- **Use of Funds:** $425K to expand the team; $220K for Sales & Marketing; $128K for R&D; $77K Other
- **Capital Type:** Convertible debt, Grants / Donations
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:** May 2022
- **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 / Donations

The Upcycled Food Association (UFA) is a nonprofit focused on preventing food waste by accelerating the upcycled economy. With more than 185 member businesses across 15 countries, UFA is coordinating the supply chain to create more upcycled products and educating millions of consumers around the world in order to increase demand for upcycled products. Upcycled products prevent food waste by including ingredients that would have otherwise been wasted.

Financial and Fundraising Details

- **Current Annual Budget:** 2.7M
- **Org Type:** Nonprofit
- **Ask Amount:** USD 1.75M
- **Timeline:** March 31 2022
- **Use of Funds:** Grow the marketing quality and reach of UFA, and grow the program's department staff to improve the quality of services received by member businesses so they can grow more effectively.
- **Capital Type:** PRIs
**Wize Tea** is the creator of award-winning “Coffee Leaf Tea,” an infusion made from arabica coffee leaves. Coffee Leaf Tea doesn't have any bitterness or tannins compared to traditional black or green teas, while also containing a lighter amount of caffeine and a very smooth and delicate taste enjoyed by tea and coffee drinkers alike. Traditionally a by-product, studies have shown that coffee leaves have a high concentration of polyphenols, including mangiferin and chlorogenic acids. By upcycling the extra coffee leaves on farms during the 9-month-long off-season, Wize is now generating year-round jobs and revenue for coffee farming communities, up from just 3 months activity with coffee beans. They sell dry tea under the Wize brand and in bulk to other food and beverage companies, and also a line of low-sugar Ready To Drink iced tea, currently sold in over 350 stores. All Coffee Leaves are sourced farm-direct from their co-founder's farm in Nicaragua, with each can contributing directly to helping off-season coffee workers stay employed. They've sold over 1M cups of this tea and generated tangible social impact (over 100,000 work hours generated in the off-season), and won several awards for the innovation, taste and overall mission behind the product.

**Financial and Fundraising Details**

**Current Annual Revenue:** USD 0.3M  
**Org Type:** For-profit

**Ask Amount:** USD 0.5M  
**Timeline:** January 2022

**Maturity Stage:** Early Stage  
**Product Stage:** Currently Selling

**Use of Funds:** Expand Wize Tea to additional geographies (Eastern Canada), onboard larger grocery partners and double their margins in 2022 (22% to 45%) and get on the path to $1M annual sales.

**Capital Type:** Equity, Convertible debt, Grants / Donations

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**Xoca World** is a manufacturer of functional beverages made from upcycled cacao-fruit. Xoca (sho’ka) is the first-of-its-kind prebiotic soda made from naturally fermented cacao fruit juice. They upcycle the discarded components of the cacao fruit to provide support for a healthy gut and strong immune system.

**Financial and Fundraising Details**

**Current Annual Revenue:** N/A  
**Org Type:** For-profit

**Ask Amount:** USD 0.5M  
**Timeline:** March 2022

**Maturity Stage:** Early Stage  
**Product Stage:** Ready to launch

**Use of Funds:** Expand digital marketing and online advertising, hire an online marketing firm, fund a production run of the Cacao Fruit Soda and new product development.

**Capital Type:** Equity, Convertible debt, Grants / Donations
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  
**Org Type:** For-profit

**Ask Amount:** USD 0.01M  
**Timeline:** March 2022

**Maturity Stage:** Growth Stage  
**Product Stage:** Ready to launch

**Use of Funds:** Funds will be used to develop first of its kind feature documentary on food loss prevention

**Capital Type:** Grants / Donations

Stay Fresh Packaging extends the in-home freshness cycle for perishable products like milk, bread, packaged salad, and meat. As a result, consumers will save money and reduce in-home food waste.

Financial and Fundraising Details

**Current Annual Revenue:** USD 0.0M  
**Org Type:** For-profit

**Ask Amount:** USD 4.5M  
**Timeline:** June 2022

**Maturity Stage:** Early Stage  
**Product Stage:** Ready to launch

**Use of Funds:** Enter test markets with at least 2 supermarket retailers with at least 3 product categories

**Capital Type:** Equity, Venture debt
**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
- **Ask Amount:** USD 1.5M
- **Org Type:** Nonprofit
- **Timeline:** December 2022
- **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
- **Ask Amount:** USD 10M
- **Org Type:** Nonprofit
- **Timeline:** 2024
- **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 / Donations, 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 / Donations

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**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:** May 2022
- **Use of Funds:** Expand the Free Meals on 3 Wheels program
- **Capital Type:** Grants / Donations
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:** December 2022
- **Use of Funds:** Food purchasing from local, BIPOC farmers
- **Capital Type:** Grants / Donations

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:** October 2022
- **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 / Donations
Farm Discovery at Live Earth is a nonprofit organization working in the Pajaro Valley community to empower youth and families to build and sustain healthy food, farming, social and natural systems. Live Earth Farm is a 150 acre patchwork of working organic farm, riparian corridor, oak and redwood forest in the Pajaro Valley of Santa Cruz County, California. Farm Discovery offers educational programs that inspire youth and families to transform their relationship to food, farming and nature. They steward their working farm and its wild spaces as an environmentally and economically viable piece of the food system and a learning space. They also collect excess produce from Live Earth Farm and leftover produce at farmer's markets and CSA packs to distribute to those in need.

**Financial and Fundraising Details**

- **Current Annual Budget:** USD 0.3M
- **Org Type:** Nonprofit
- **Ask Amount:** USD 0.25M
- **Timeline:** December 2022
- **Use of Funds:** Grow and distribute 500+ lbs. produce weekly to those in need
- **Capital Type:** Grants / Donations

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 / Donations
**Food Recovery Network** (FRN) is a national 501(c)3 nonprofit that unites 4,000 college students, dining providers, food suppliers, and local businesses in the fight against climate change and hunger by recovering perishable food that would otherwise go to waste and donating it to local nonprofits who feed people experiencing hunger. Founded in 2011 at the University of Maryland, FRN’s model was created by a group of students who witnessed fresh food being thrown away every day at their campus dining halls, destined for landfills, while community members went hungry. Over the last ten years, FRN has grown into the largest student-driven movement against food waste and a leader in the food recovery space. Their programs are on 191 campuses in 46 states, and they have recovered and donated more than 5.3 million pounds of food to date.

**Financial and Fundraising Details**

- **Current Annual Budget:** USD 0.8M
- **Org Type:** Nonprofit
- **Ask Amount:** USD 3M
- **Timeline:** December 2022
- **Use of Funds:** Supporting a new strategic effort, called FRN10X, to grow their impact from 4,000 to 40,000 partners over the next ten years. Funds will be used to increase their outreach, programming and technical assistance to college students, building relationships with local businesses, farmers, and nonprofit partners, and educate students.
- **Capital Type:** Grants / Donations

**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:** December 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 / Donations
Food Rescue Inc empowers K-12 students to lead the #FoodIsNotTrash movement in their schools. They provide a free story graphic log tool that uses facial recognition technology to personalize their rescued food waste data from share table or food pantry donations that converts their rescued food data into 3 categories: 1) Number of food items rescued, 2) Number of meals, and 3) Pounds of carbon dioxide prevented from entering the environment. The tool produces a personalized graphic to share impact immediately, and it aggregates their annual and lifetime impact. Along with the tracking tool, they provide free start-up materials, mentoring, and recognition for schools interested in developing a K-12 Food Rescue program. Schools using their tracking tool have recorded over 15 million food items rescued since 2016.

Financial and Fundraising Details

- **Current Annual Budget**: USD 0.094M
- **Org Type**: Nonprofit
- **Ask Amount**: USD 0.05M
- **Timeline**: December 2022
- **Use of Funds**: Retain their part-time story graphic log tool designer for 3 years.
- **Capital Type**: Grants / Donations

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**: Feb 1 2022
- **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 / Donations, 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  
  **Org Type:** Nonprofit
- **Ask Amount:** USD 0.01M  
  **Timeline:** December 2022
- **Use of Funds:** Operating costs
- **Capital Type:** Grants / Donations

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  
  **Org Type:** Nonprofit
- **Ask Amount:** USD 2M  
  **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
JEE Foods is a high school student-powered food rescue organization operating in Cincinnati, Ohio, with the mission to starve out hunger by leveraging food that would otherwise go to waste to feed those in need. Since 2018, JEE has worked with food donors of any size to recover excess food. To date, JEE Foods has distributed over 5.6 million pounds of food to the community. JEE Foods believes that they can break the cycle of poverty by creating a cycle of improvement through food.

Financial and Fundraising Details

Current Annual Budget: USD 0.04M  
Org Type: Nonprofit

Ask Amount: USD 0.2M  
Timeline: December 2022

Use of Funds: Support general operations and capacity building for larger food rescues, such as additional equipment and technology platforms. Support their plans to open a rescued food warehouse in their city to accept large loads of food to disperse to their receiving agencies.

Capital Type: Grants / Donations

Keep Austin Fed is a food rescue organization that gathers perfectly good unsold surplus food from grocery stores, retailers, restaurants, and caterers and distributes it to their neighbors facing food insecurity.

Financial and Fundraising Details

Current Annual Budget: USD 0.35M  
Org Type: Nonprofit

Ask Amount: USD 0.15M  
Timeline: April 2022

Use of Funds: Lease a walk-in cooler and land to place it on, purchase a van for mobile distribution, and hire a driver and "hub coordinator".

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: October 2022  
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 / Donations

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: November 2022  
Use of Funds: Expand the prepared food recovery operation  
Capital Type: Grants / Donations
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  
**Org Type:** Nonprofit  
**Ask Amount:** USD 2.6M  
**Timeline:** December 2022  
**Use of Funds:** Support the salaries and program costs of Food Rescue and Hunger Relief operation  
**Capital Type:** Grants / Donations

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  
**Org Type:** Nonprofit  
**Ask Amount:** USD 2.5M  
**Timeline:** December 2022  
**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 / Donations
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 / Donations

ONEgeneration provides social services and access to healthy food for older adults, families, and caregivers throughout Los Angeles County.

Financial and Fundraising Details

- **Current Annual Budget:** USD 9M
- **Org Type:** Nonprofit
- **Ask Amount:** USD 1M
- **Timeline:** December 2022
- **Use of Funds:** To expand and continue providing access to over 250,000lbs of perishable and non-perishable food each month while scaling out partnerships and creating a long-term space for food bank support.
- **Capital Type:** Grants / Donations
**SeaShare**

Bainbridge Island, WA  ●  Founded: 1994  ●  Time on Report: 1 Month

**Contact:** Fiona Robinson, Development Director, fiona@seashare.org

*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:** October 2022
- **Use of Funds:** A $500,000 grant would provide 4 million seafood servings to food banks nationwide
- **Capital Type:** Grants / Donations

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**Minnesota Central Kitchen**

Minneapolis, MN  ●  Founded: 2020  ●  Time on Report: 1 Month

**Contact:** Robin Manthie, Managing Director, Rmanthie@2harvest.org

*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 / Donations
South County Outreach provides hunger and homeless prevention services aimed at helping people help themselves.

Financial and Fundraising Details

Current Annual Budget: USD 5.2M  
Org Type: Nonprofit

Ask Amount: USD 1M  
Timeline: 2025

Use of Funds: Funds would support the transformation from their current food pantry to a dignified client-choice Market.

Capital Type: Grants / Donations

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 / Donations
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  
- **Org Type:** Nonprofit  
- **Ask Amount:** USD 0.015M  
- **Timeline:** December 2022  
- **Use of Funds:** Stipends for volunteers to help rescue food and reimbursements for mileage  
- **Capital Type:** Grants / Donations

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  
- **Org Type:** Nonprofit  
- **Ask Amount:** USD 0.035M  
- **Timeline:** March 2022  
- **Use of Funds:** Expand storage space to increase meal delivery from 600 meals monthly to over 6,000 monthly  
- **Capital Type:** Grants / Donations
Waste Not Arizona is transforming a broken food system by connecting tens of thousands of Arizonans with quality food that would have otherwise gone to waste. Waste’s Not’s innovative, same-day food rescue program diverts unused or unwanted food from a coordinated network of food suppliers and delivers it immediately to over 80 nonprofit partners serving our most vulnerable, food-insecure Maricopa County children, adults and families.

Financial and Fundraising Details

- **Current Annual Budget:** USD 5M
- **Ask Amount:** USD 1M
- **Use of Funds:** Supporting ongoing operations
- **Capital Type:** Grants / Donations

Apex Organix Compost is a small veteran- and female-owned business, based in northern Virginia. They provide commercial compost solutions and residential compost services for businesses and homes across northern Virginia, D.C. and Maryland.

Financial and Fundraising Details

- **Current Annual Revenue:** N/A
- **Ask Amount:** 0.025M
- **Maturity Stage:** Pre-seed / Seed Stage
- **Use of Funds:** Purchase of a tractor to run their own compost site, including intake, processing, and sale of finished compost. Setting up their own compost site will also allow them to provide tours, space for community organic waste dropoff, field trips, and education about the importance of composting for the environment.
- **Capital Type:** Grants / Donations, Guarantees / letters of credit
California Safe Soil (CSS) recovers food from supermarkets and, using its proprietary process, creates upcycled organic fertilizer and pet food ingredients.

Financial and Fundraising Details

- **Current Annual Revenue:** USD 4M
- **Org Type:** For-profit
- **Ask Amount:** USD 5-10M
- **Timeline:** Q2 2022
- **Maturity Stage:** Growth Stage
- **Product Stage:** Currently Selling
- **Use of Funds:** They plan to expand from 5,000 tons per year of capacity to 30,000 tons per year.
- **Capital Type:** Equity

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 / Donations, Guarantees / Letters of credit, Project equity
EarthPup is a Toronto startup that turns nutrient-dense food otherwise destined for landfills into healthy dog treats. In Canada, juice companies are responsible for an estimated 600 million pounds of nutrient-dense pulp sent to landfills (based on calculations conducted with their partners). Earth Pup turns juice pulp into natural dog treats and plans on launching products using spent grain from beer production this year. To date, they have upcycled 1,300 pounds of vegetables. They are also proud to be Canada's first certified Plastic Negative pet brand, offsetting 200% of the plastic in their operations. EarthPup is currently available in 44 stores across Canada and online.

Financial and Fundraising Details

**Current Annual Revenue:** USD 0.05M  
**Org Type:** For-profit

**Ask Amount:** USD 0.1M  
**Timeline:** June 2022

**Maturity Stage:** Early Stage  
**Product Stage:** Currently Selling

**Use of Funds:** Scaling operations to meet demand, R&D to develop 3-5 new products, marketing and advertising

**Capital Type:** Grants / Donations

FOR Solutions provides state-of-the-art, value-engineered composting systems based on patented composting biotechnology that transform uneaten food into nutrient-dense, pathogen-free compost in just 5 days.

Financial and Fundraising Details

**Current Annual Revenue:** N/A  
**Org Type:** For-profit

**Ask Amount:** USD 1M  
**Timeline:** April 2022

**Maturity Stage:** Early Stage  
**Product Stage:** Currently Selling

**Use of Funds:** Hiring of staff, research and development, marketing

**Capital Type:** Equity, Grants / Donations
**KC Can Compost** is a social and environmental enterprise. They have created infrastructure for commercial and residential organic waste management that also prioritizes climate justice and the creation of living wage employment for individuals struggling with barriers to employment.

**Financial and Fundraising Details**

- **Current Annual Budget:** USD 0.4M  
  **Org Type:** Nonprofit
- **Ask Amount:** USD 1.3M  
  **Timeline:** June 2022

**Use of Funds:** Supporting the expansion of their operations by increasing the use of modern collection technology as well as designing their own compost pad that enables them to process the materials and create more jobs for those in need.

**Capital Type:** Equity, Grants / Donations

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**Turn** transforms food waste into resources. Turn is a 3-year-old sustainability company based in DFW, Texas with both DTC and B2B services for food waste recycling including a 5-year contract with DFW International Airport.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD 0.6M  
  **Org Type:** For-profit
- **Ask Amount:** USD 5M  
  **Timeline:** Q1-Q2 2022
- **Maturity Stage:** Growth Stage  
  **Product Stage:** Currently Selling

**Use of Funds:** Talent, Operational Assets, Marketing, Technology

**Capital Type:** Equity, Convertible debt, Grants / Donations
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**: April 2022
- **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 / Donations

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**: Currently Selling
- **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 / Donations, Guarantees / Letters of credit
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 the clinic through education and training, technical assistance, research on federal-level policy solutions to reduce food loss/waste, and global policy solutions to improve food donation.
- **Capital Type**: Grants / Donations
## 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>Refine Product Management</th>
<th>Maximize Product Utilization</th>
<th>Reshape Consumer Environments</th>
<th>Strengthen Food Rescue</th>
<th>Recycle Anything Remaining</th>
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<tbody>
<tr>
<td><strong>Buyer Spec Expansion</strong></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>
<td></td>
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<tr>
<td><strong>Gleaning</strong></td>
<td>First Expired First Out</td>
<td>Decreased Minimum Order Quantity</td>
<td>Manufacturing Byproduct Utilization (Upcycling)</td>
<td>Buffet Signage</td>
<td>Donation Education</td>
<td>Community Composting</td>
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<tr>
<td><strong>Imperfect &amp; Surplus Produce Channels</strong></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><strong>Partial Order Acceptance</strong></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><strong>Field Cooling Units</strong></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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<tr>
<td><strong>In-Field Sanitation Monitoring</strong></td>
<td>Advanced Shipment Notifications</td>
<td>Markdown Alerts Applications</td>
<td>In-House Repurposing</td>
<td>Portion Sizes</td>
<td>Bait Chilling to Enable Donations</td>
<td>Livestock Feed</td>
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<tr>
<td><strong>Innovative Grower Contracts</strong></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><strong>Labor Matching</strong></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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<tr>
<td><strong>Smaller Harvest Lots</strong></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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<tr>
<td><strong>Improved Communication for Planting Schedules</strong></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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<tr>
<td><strong>Sanitation Practices &amp; Monitoring</strong></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>Home Shelf-Life Extension Technologies</td>
<td>Waste-Derived Bioplastics</td>
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<tr>
<td><strong>Optimized Harvesting Schedules</strong></td>
<td>Enforcing Cold Chain SOPs</td>
<td>Online Marketplace Platform</td>
<td>Online, Advanced Grocery Sales</td>
<td>Precision Event Attendance</td>
<td>Waste Conscious Promotions</td>
<td>Waste-Derived Biomaterials</td>
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<tr>
<td><strong>On-Farm / Near-Farm Processing</strong></td>
<td>Regular Maintenance on Refrigerated Trucks</td>
<td>Online, Advanced Grocery Sales</td>
<td>Precision Event Attendance</td>
<td>Repackaging Partially Damaged Products</td>
<td>Frozen Value-Added Processing of Fresh Produce</td>
<td>Enabling Technologies (e.g. depackaging and pre-treatment)</td>
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<tr>
<td><strong>Local Food Systems</strong></td>
<td>Cross-Docking</td>
<td>Online, Advanced Grocery Sales</td>
<td>Precision Event Attendance</td>
<td>Retail Automated Order Fulfillment</td>
<td>Customizable Menus/Options</td>
<td>Separation &amp; Measurement</td>
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<td><strong>Clear Product Ownership</strong></td>
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<td></td>
<td>To-Go Offerings</td>
<td>Relationships with Waste Haulers</td>
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