



# Food Waste Funder Circle

*Deal Flow Report | March 2022*

## CO-FOUNDERS



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FOOD ASSOCIATION

For more information, contact us



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### March 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 44 for-profit companies, 54 nonprofit organizations, 1 municipal government program, and a total of USD 237 - 247M in funding opportunities** (this information comes from self-reported data from solution providers who filled out our funding survey). The report also includes 21 new deals since our February 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](mailto:sarah.munger@refed.org)) so we know how valuable you find this report.









#### **How to Read this Report:**

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



**Note:** The deals provided in this report are shared for informational purposes only. ReFED, Inc. is not a registered investment advisor and has not conducted any form of investment or other diligence on any of the organizations listed within.









## Overview of Active Funding Opportunities

Page	ReFED Action Area	Organization	Org Type	Annual Revenue or Budget (USD) *	Ask Amount (USD)	Capital Type	Maturity Stage **
13.	 Optimize the Harvest	<a href="#">Association Of Gleaning Organizations</a>	Nonprofit	0.15M	0.2M	Grants / Donations	N/A
13.	 Optimize the Harvest	<a href="#">Farm to Pantry</a>	Nonprofit	0.32M	0.5M	Grants / Donations	N/A
14.	 Optimize the Harvest	<a href="#">Farms for Food Equity</a>	Nonprofit	0.125M	0.125M	Grants / Donations	N/A
14.	 Optimize the Harvest	<a href="#">Food Forward</a>	Nonprofit	3.9M	5.3M	Grants / Donations	N/A
15.	 Optimize the Harvest	<a href="#">Halo Solutions</a>	Nonprofit	N/A	0.05M	Grants / Donations	N/A
15.	 Optimize the Harvest	<a href="#">Hope's Harvest RI</a>	Nonprofit	0.4M	1.1M	Grants / Donations	N/A
16.	 Optimize the Harvest	<a href="#">NH Gleans</a>	Nonprofit	0.04M	0.04M	Grants / Donations	N/A
16.	 Optimize the Harvest	<a href="#">Plant it Forward</a>	Nonprofit	1M	0.5M	Grants / Donations	N/A

**Note:** Early Stage represents fundraising between Series A and Series B. Growth Stage is Series C and onwards.

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17.	 Optimize the Harvest	<a href="#">Project FoodBox</a>	Nonprofit	7M	30M	Grants / Donations	N/A
17.	 Optimize the Harvest	<a href="#">Ryp Labs</a>	For-profit	0M	7.5M	Equity	Early Stage
18.	 Optimize the Harvest	<a href="#">Transnational Technologies</a>	For-profit	<1M	9M	Equity, Convertible debt, Grants / Donations	Growth Stage
18	 Optimize the Harvest	<a href="#">UpRoot Colorado</a>	Nonprofit	0.18M	1M	Grants / Donations	N/A
19.	 Optimize the Harvest	<a href="#">Willing Hands</a>	Nonprofit	0.8M	0.8M	Grants / Donations	N/A
19.	 Enhance Product Distribution	<a href="#">Nenko Advisors International, LLC</a>	For-profit	0M	0.5M	Equity, Grants / Donations, Project equity	Pre-seed / Seed Stage
20.	 Enhance Product Distribution	<a href="#">Positive Impact Technologies</a>	For-profit	1-1.5M	6-9M	Convertible debt, Grants / Donations	Pre-seed / Seed Stage
20.	 Enhance Product Distribution	<a href="#">RipeLocker</a>	For-profit	0.5M	10M	Equity, Convertible debt, Venture debt, and Senior and subordinated debt	Early Stage

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21.	 Enhance Product Distribution	<a href="#">Spectacular Labs</a>	For-profit	0M	1.5M	Equity	Pre-seed / Seed Stage
21.	 Refine Product Management	<a href="#">Eat's A Deal</a>	For-profit	0M	0.5M	Equity, Convertible debt, Grants / Donations	Pre-seed / Seed Stage
22.	 Refine Product Management	<a href="#">FarmDrop</a>	For-profit	0.5M	1M	Equity, Convertible debt, PRIs, Grants / Donations	Pre-seed / Seed Stage
22.	 Refine Product Management	<a href="#">Kigüi</a>	For-profit	0.01M	0.25M	Equity, Convertible debt, Venture debt, Grants / Donations, Guarantees / letters of credit, Project equity, SAFE	Pre-seed / Seed Stage
23.	 Refine Product Management	<a href="#">Therma</a>	For-profit	1.3M	10M	Equity	Growth Stage
23.	 Maximize Product Utilization	<a href="#">Bevea Coffee &amp; Cascara</a>	For-profit	<0.01M	1M	Equity, Convertible debt, Grants / Donations	Early Stage
24.	 Maximize Product Utilization	<a href="#">Candid</a>	For-profit	6M	1M	Equity, Grants / Donations	Pre-seed / Seed Stage
24.	 Maximize Product Utilization	<a href="#">EggTech</a>	For-profit	N/A	5M	Equity, Convertible debt, Grants / Donations, Project equity	Early Stage

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25.	 Maximize Product Utilization	<a href="#">Fresh Inset S.A.</a>	For-profit	<1M	5M	Equity	Early Stage
25.	 Maximize Product Utilization	<a href="#">Innovagreen Alimentos</a>	For-profit	0.1M	0.1M	Convertible debt, Grants / Donations	Early Stage
26.	 Maximize Product Utilization	<a href="#">Kazoo Snacks</a>	For-profit	0.1M	3M	Equity	Early Stage
26.	 Maximize Product Utilization	<a href="#">Kismet Refining</a>	For-profit	0.04M	0.25M	Equity, Convertible debt, PRIs, Grants / Donations	Pre-seed / Seed Stage
27.	 Maximize Product Utilization	<a href="#">KUHL LLC (dba Superfrau)</a>	For-profit	N/A	5M	Equity, Grants / Donations	Pre-seed / Seed Stage
27.	 Maximize Product Utilization	<a href="#">Make Food Not Waste</a>	Nonprofit	0.25M	0.6M	Grants / Donations	N/A
28.	 Maximize Product Utilization	<a href="#">Meycov Food USA</a>	For-profit	5M	1M	Equity, Convertible debt	Growth Stage
28.	 Maximize Product Utilization	<a href="#">NETZRO</a>	For-profit	0.25M	1.5M	Equity, Convertible debt	Early Stage
29.	 Maximize Product Utilization	<a href="#">North American Coalition for Insect Agriculture</a>	Nonprofit	0.1M	1.2M	Grants / Donations	N/A

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29.	 Maximize Product Utilization	<a href="#">Otherworld</a>	<1M	N/A	1.5M	Equity, Convertible debt, Venture Debt	Pre-seed / Seed Stage
30.	 Maximize Product Utilization	<a href="#">Patchwork Group (Pty) Ltd - GiNiT Spices</a>	For-profit	N/A	1M	Equity, Grants / Donations	Early Stage
30.	 Maximize Product Utilization	<a href="#">Pezzy Pets</a>	For-profit	0.04M	0.4M	Convertible debt, Grants / Donations, Project equity	Pre-seed / Seed Stage
31.	 Maximize Product Utilization	<a href="#">Pulp Pantry</a>	For-profit	0.4M	0.85M	Equity, Convertible debt	Early Stage
31.	 Maximize Product Utilization	<a href="#">ReGrained</a>	For-profit	N/A	0.2M	Equity, Convertible debt, Venture debt, PRIs, Grants / Donations	Early Stage
32.	 Maximize Product Utilization	<a href="#">reHarvest Provisions</a>	For-profit	0.3M	3M	Equity	Growth Stage
32.	 Maximize Product Utilization	<a href="#">TBJ Gourmet</a>	For-profit	2M	1.5M	Equity, Convertible debt, Venture debt, PRIs, Project debt	Growth Stage
33.	 Maximize Product Utilization	<a href="#">The Mushroom Meat Co.</a>	For-profit	N/A	5M	Equity, Convertible debt, Grants / Donations	Pre-seed / Seed Stage
33.	 Maximize Product Utilization	<a href="#">Toast Ale</a>	For-profit	2M	3M	Equity	Growth Stage
34.	 Maximize Product Utilization	<a href="#">Treasure8</a>	For-profit	N/A	3M	Equity, Convertible debt, Venture debt, Senior and subordinated debt, PRIs, Grants / Donations, Guarantees / letters of credit, Project equity, Project debt	Early Stage

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34.	 Maximize Product Utilization	<a href="#">Yes&amp; Foods</a>	For-profit	N/A	0.3M	Convertible debt, Venture debt	Pre-seed / Seed Stage
35.	 Reshape Consumer Environments	<a href="#">Blakbear</a>	For-profit	0M	3M	Equity, Grants / Donations	Pre-seed / Seed Stage
35.	 Reshape Consumer Environments	<a href="#">Natsberry</a>	For-profit	N/A	1M	Equity, Convertible debt, Venture debt, Grants / Donations	Pre-seed / Seed Stage
36.	 Reshape Consumer Environments	<a href="#">Stay Fresh Packaging</a>	For-profit	0M	4.7M	Equity, Venture debt	Early Stage
36.	 Strengthen Food Rescue	<a href="#">360 Eats, Inc.</a>	Nonprofit	0.03M	0.35M	Grants / Donations	N/A
37.	 Strengthen Food Rescue	<a href="#">412 Food Rescue</a>	Nonprofit	5.4M	2M	Grants / Donations	N/A
37.	 Strengthen Food Rescue	<a href="#">4MYCITY</a>	Nonprofit	1.5M	1.9M	Grants / Donations	N/A
38.	 Strengthen Food Rescue	<a href="#">After the Harvest</a>	Nonprofit	0.7M	0.95M	Grants / Donations	N/A

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38.	 Strengthen Food Rescue	<a href="#">Aloha Harvest</a>	Nonprofit	1.5M	10M	PRIs, Grants / Donations, Guarantees / Letters of credit	N/A
39.	 Strengthen Food Rescue	<a href="#">Birch Community Services</a>	Nonprofit	1.4M	1M	Grants / Donations	N/A
39.	 Strengthen Food Rescue	<a href="#">Chicago Bridge Project</a>	Nonprofit	0.02M	0.005M	Grants / Donations	N/A
40.	 Strengthen Food Rescue	<a href="#">Denver Food Rescue</a>	Nonprofit	0.5M	1M	Grants / Donations	N/A
40.	 Strengthen Food Rescue	<a href="#">Dreaming Out Loud</a>	Nonprofit	3M	2.2M	Grants / Donations	N/A
41.	 Strengthen Food Rescue	<a href="#">Farm Discovery at Live Earth</a>	Nonprofit	0.3M	0.25M	Grants / Donations	N/A
41.	 Strengthen Food Rescue	<a href="#">Farm Share</a>	Nonprofit	10M	5M	Grants / Donations	N/A
42.	 Strengthen Food Rescue	<a href="#">Food For Free</a>	Nonprofit	4M	1M	Grants / Donations	N/A
42.	 Strengthen Food Rescue	<a href="#">Food Recovery Network</a>	Nonprofit	0.8M	3M	Grants / Donations	N/A

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43.	 Strengthen Food Rescue	<a href="#">Food Rescue Alliance</a>	Nonprofit	0.4M	0.25M	Grants / Donations	N/A
43.	 Strengthen Food Rescue	<a href="#">Food Rescue Inc</a>	Nonprofit	0.094M	0.05M	Grants / Donations	N/A
44.	 Strengthen Food Rescue	<a href="#">Heaven's Windows</a>	Nonprofit	0.5M	0.01M	Grants / Donations	N/A
44.	 Strengthen Food Rescue	<a href="#">Hollywood Food Coalition</a>	Nonprofit	1.5M	2M	Grants / Donations	N/A
45.	 Strengthen Food Rescue	<a href="#">JEE Foods</a>	Nonprofit	0.04M	0.2M	Grants / Donations	N/A
45.	 Strengthen Food Rescue	<a href="#">Kechara Soup Kitchen Society</a>	Nonprofit	0.3M	1M	Grants / Donations	N/A
46.	 Strengthen Food Rescue	<a href="#">Keep Austin Fed</a>	Nonprofit	0.35M	0.15M	Grants / Donations	N/A
46.	 Strengthen Food Rescue	<a href="#">Last Mile Food Rescue</a>	Nonprofit	0.38M	1M	Grants / Donations	N/A
47.	 Strengthen Food Rescue	<a href="#">Loaves &amp; Fishes Family Kitchen</a>	Nonprofit	4M	3-5M	Grants / Donations	N/A

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47.	 Strengthen Food Rescue	<a href="#">Lovin' Spoonfuls</a>	Nonprofit	3M	2.6M	Grants / Donations	N/A
48.	 Strengthen Food Rescue	<a href="#">Miracle Food Network</a>	Nonprofit	2.5M	2.5M	Grants / Donations	N/A
48.	 Strengthen Food Rescue	<a href="#">Move For Hunger</a>	Nonprofit	1.6M	2M	Grants / Donations	N/A
49.	 Strengthen Food Rescue	<a href="#">ONEgeneration</a>	Nonprofit	9M	1M	Grants / Donations	N/A
49.	 Strengthen Food Rescue	<a href="#">OzHarvest</a>	Nonprofit	20M	20M	Grants / Donations	N/A
50.	 Strengthen Food Rescue	<a href="#">Replate</a>	Nonprofit	2.6M	1.2M	PRIs, Grants / Donations	N/A
50.	 Strengthen Food Rescue	<a href="#">Rethink Food</a>	Nonprofit	19M	1.3M	Grants / Donations	N/A
51.	 Strengthen Food Rescue	<a href="#">SeaShare</a>	Nonprofit	1M	0.5M	Grants / Donations	N/A
51.	 Strengthen Food Rescue	<a href="#">Second Harvest Heartland</a>	Nonprofit	7M	7M	Grants / Donations	N/A
52.	 Strengthen Food Rescue	<a href="#">Sharing Excess</a>	Nonprofit	0.67M	1M	Grants / Donations	N/A

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52.	 Strengthen Food Rescue	<a href="#">South County Outreach</a>	Nonprofit	5.2M	1M	Grants / Donations	N/A
53.	 Strengthen Food Rescue	<a href="#">The Bulb Mobile Markets</a>	Nonprofit	N/A	0.03M	Grants / Donations	N/A
53.	 Strengthen Food Rescue	<a href="#">The Farmlink Project</a>	Nonprofit	3M	1M	Grants / Donations	N/A
54.	 Strengthen Food Rescue	<a href="#">UC Merced / Community Initiatives for Collective Impact</a>	Nonprofit	N/A	0.015M	Grants / Donations	N/A
54.	 Strengthen Food Rescue	<a href="#">Waste Not Arizona</a>	Nonprofit	5M	1M	Grants / Donations	N/A
55.	 Strengthen Food Rescue	<a href="#">Waste Not Food Taxi</a>	Nonprofit	0.123M	0.1M	Grants / Donations	N/A
55.	 Recycle Anything Remaining	<a href="#">Apex Organix Compost</a>	For-profit	N/A	0.025M	Grants / Donations, Guarantees / letters of credit	Pre-seed / Seed Stage
56.	 Recycle Anything Remaining	<a href="#">California Safe Soil</a>	For-profit	4M	5-10M	Equity	Growth Stage
56.	 Recycle Anything Remaining	<a href="#">Calvin's Craft</a>	For-profit	0.6M	0.65M	Equity, Convertible debt, Venture debt	Pre-seed / Seed Stage

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57.	 Recycle Anything Remaining	<a href="#">City of Atlanta, Department of City Planning, Office of Housing and Community Development</a>	Municipal Gov.	N/A	0.025M	Grants / Donations	N/A
57.	 Recycle Anything Remaining	<a href="#">Curbside Compost</a>	For-profit	0.75M	3M	Equity, Convertible debt, Senior and subordinated debt, PRIs, Grants / Donations, Guarantees / Letters of credit, Project equity	Early Stage
58.	 Recycle Anything Remaining	<a href="#">EarthPup</a>	For-profit	0.05M	0.1M	Grants / Donations	Early Stage
58.	 Recycle Anything Remaining	<a href="#">Food Recycling Solutions</a>	For-profit	1.8M	1.1M	Venture debt, PRIs, Grants / Donations	Pre-seed / Seed Stage
59.	 Recycle Anything Remaining	<a href="#">FOR Solutions</a>	For-profit	N/A	1M	Equity, Grants / Donations	Early Stage
59.	 Recycle Anything Remaining	<a href="#">KC Can Compost</a>	Nonprofit	0.4M	1.3M	Equity, Grants / Donations	N/A
60.	 Recycle Anything Remaining	<a href="#">MyGug</a>	For-profit	0.2M	0.6M	Equity, Grants / Donations	Early Stage
60.	 Recycle Anything Remaining	<a href="#">Turn</a>	For-profit	0.6M	5M	Equity, Convertible debt, Grants / Donations	Growth Stage
61.	 Recycle Anything Remaining	<a href="#">UtiliWaste Connect</a>	For-profit	0M	0.15 - 0.2M	Equity, Convertible debt, Venture debt, PRIs, Grants / Donations, Guarantees / Letters of credit	Pre-seed / Seed Stage

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61.	 Recycle Anything Remaining	<a href="#">Wompost</a>	For-profit	0.3M	0.1M	Equity, Convertible debt, Senior and subordinated debt, Grants / Donations, Guarantees / Letters of credit	Early Stage
62.	 Recycle Anything Remaining	<a href="#">Harvard Law School Food Law and Policy Clinic</a>	Nonprofit	1M	1M	Grants / Donations	N/A

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## Organization Profiles



Salt Lake City, UT • Founded: 2019 • Time on Report: 2 Months

**Contact:** Shawn Peterson, Executive Director & Founding Member, [Shawn@gleaners.us](mailto:Shawn@gleaners.us)

[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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Healdsburg, CA • Founded: 2008 • Time on Report: 1 Month

**Contact:** Duskie Estes, Executive Director, [duskie@farmtopantry.org](mailto:duskie@farmtopantry.org)

[Farm to Pantry](#)'s mission is to bring together communities to end food injustice and reverse global warming by rescuing and sharing locally-grown food with those who have been systematically marginalized. They are a gleaning organization that rescues produce that would otherwise be wasted and brings it to families facing food insecurity. In 2021, they rescued over 350,000 pounds of produce from landfills.

### Financial and Fundraising Details

**Current Annual Budget:** USD 0.32M

**Org Type:** Nonprofit

**Ask Amount:** USD 0.5M

**Timeline:** July 2022

**Use of Funds:** Increased staffing and equipment and, if possible, an electric vehicle for food deliveries.

**Capital Type:** Grants / Donations



Cape Elizabeth, ME • Founded: 2020 • Time on Report: Just Added  
**Contact:** Penelope Jordan, Penelope Jordan, pennyjordan@jordansfarm.com

[Farms for Food Equity](#) has two areas of focus - ending hunger and farm viability. They purchase products from farms that are off-grade, overrun, and in some instances first quality; aggregate the product and quantities in response to the needs of Maine's charitable food system, and distribute product to local food banks, food pantries, and other food sites engaged in combating food insecurity. In some instances, they process the raw materials into products that can be used by recipients that have limited kitchen facilities. Farms for Food Equity leverages existing distribution, kitchen, and storage infrastructure through strong partnerships with area businesses and organizations. They are committed to reducing food loss on farms thus increasing farm revenues and eventually shifting the production volumes from the charitable food system to other markets for Maine farms, as the incidence of hunger/food insecurity is reduced.

#### Financial and Fundraising Details

**Current Annual Budget:** USD 0.125M

**Org Type:** Nonprofit

**Ask Amount:** USD 0.125M

**Timeline:** June 2022

**Use of Funds:** Funds will be used to purchase produce from Maine farms and distribute to food banks, food pantries and other food sites as either raw products or lightly processed for easy prep by the end consumer that may not have a fully equipped kitchen.

**Capital Type:** Grants / Donations

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North Hollywood, CA • Founded: 2009 • Time on Report: 3 Months  
**Contact:** Jen Cox, Chief Development Officer, jen@foodforward.org

[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





Boston, MA • Founded: 2016 • Time on Report: 1 Month  
**Contact:** Michael Snow, Co-Founder, mikesnow87@gmail.com

[Halo Solutions](#) is a humanitarian project with a goal to reduce hunger by first reducing food waste. Their solutions include micro-freezing dry pods for small farms and providing pre-fab freeze dry facilities for large farms. They reduce food waste by preserving perishable food before it spoils and converting it into a delicious, healthy, and long-lasting food source.

#### Financial and Fundraising Details

**Current Annual Budget:** N/A

**Org Type:** Nonprofit

**Ask Amount:** USD 0.5M

**Timeline:** June 2022

**Use of Funds:** The funds will fully fund a portable micro-freeze dry facility that can be used to show the efficiency of their model to reduce food waste and hunger.

**Capital Type:** Grants / Donations

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Providence, RI • Founded: 2018 • Time on Report: 3 Months  
**Contact:** Eva Agudelo, Founder and Executive Director, eva@hopesharvest.org

[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: 3 Months  
**Contact:** Jess Gerrior, Director, [director@nhgleans.org](mailto: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 0.04M

**Org Type:** Nonprofit

**Ask Amount:** USD 0.04M

**Timeline:** June 2023

**Use of Funds:** Expand processing, increase distribution, new packaging, website and trade spend

**Capital Type:** Grants / Donations

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Houston, TX • Founded: 2011 • Time on Report: 1 Month  
**Contact:** Daniella Lewis, Enterprise Programs Director, [daniella@plant-it-forward.org](mailto:daniella@plant-it-forward.org)

[Plant It Forward](#) (PIF) empowers refugees to develop sustainable urban farming businesses that produce fresh, healthy food for our community. Their organization secures land, trains and mentors farmers, and facilitates sales to local markets. Located throughout Houston, Texas, their farms are cultivated with sustainable practices that enrich the land and support the surrounding community. The PIF Food Hub is a marketing program, and also a physical space. Their approximately 1,000 sq ft warehouse houses cold storage, triple-wash sinks, scales, work surfaces, packaging & distribution supplies; all of the essentials farmers need to bring their product to market. The space is shared by PIF Food Hub staff and farmers, who have 24/7 access. Founded to serve small farmers with refugee backgrounds, PIF has evolved to address major issues that intersect this mission, including food access for the broader community. The Farm Share model inherently addresses food waste prevention by operating as a direct-to-consumer system, pairing peak-season products in the field with a ready, flexible and seasonally-informed local consumer base.

#### Financial and Fundraising Details

**Current Annual Budget:** USD 1M

**Org Type:** Nonprofit

**Ask Amount:** USD 0.05M

**Timeline:** April 2022

**Use of Funds:** While everyday costs are covered by product mark-ups and user fees, capital investment is critically needed to upgrade their cold storage facilities. Their proposed upgrade entails (2) 8x12 walk-in cold storage chambers, a setup that increases our storage capacity by 200% compared to existing facilities. PIF is proposing to leverage grant funding to specifically address needs in 3 low-income/low access Houston neighborhoods where PIF currently sustains connections: Westbury, Alief, and Third Ward.

**Capital Type:** Grants / Donations



Costa Mesa, CA • Founded: 2001 • Time on Report: 1 Month  
**Contact:** Cassidy Brazeel, Project Manager, [cassidy@projectfoodbox.org](mailto:cassidy@projectfoodbox.org)

[Project FoodBox](#) sources, packages, and distributes boxes of fresh produce directly from farmers to communities in need. They deliver these nutritious and healthy foods through mission-aligned partners including food banks, faith-based organizations, and other community groups. Project Food Box was born out of their participation in the USDA's "Farmers to Families" program, which launched in 2020 to offset food insecurity caused by the pandemic. They're on a mission to continue this successful program, with or without government funding, and continue building an equitable food system for the most vulnerable populations.

#### Financial and Fundraising Details

**Current Annual Budget:** USD 7M

**Org Type:** Nonprofit

**Ask Amount:** USD 30M

**Timeline:** December 2022

**Use of Funds:** Nationwide expansion

**Capital Type:** Grants / Donations



Seattle, WA, USA / Leuven, Belgium • Founded: 2017 • Time on Report: Just Added  
**Contact:** Moody Soliman, CEO & Co-Founder, [moody@stixfreshusa.com](mailto:moody@stixfreshusa.com)

[Ryp Labs](#) is a USDA (United States Department of Agriculture) and NSF (National Science Foundation) funded crop protection company developing and commercializing biomimicry solutions to combat global food waste, sustainably and safely.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD 0M

**Org Type:** For-profit

**Ask Amount:** USD 7.5M

**Timeline:** June 2022

**Maturity Stage:** Early Stage

**Product Stage:** Ready to launch

**Use of Funds:** 1) R&D, Product Development and Manufacturing: ~\$3.75M 2) Commercial Launch: ~\$1.5M 3) G&A expenses, including IP International Filing Fees: \$2.25M

**Capital Type:** Equity



Malanda, Queensland, Australia • Founded: 2017 • Time on Report: Just Added  
**Contact:** Pradeep V, [vp@trasatec.com](mailto:vp@trasatec.com)

[Transnational Technologies](#) develops IoT based food process technologies to reduce post harvest loss. They offer solutions for on farm and near farm processing, including innovative technologies for food dehydration (refrigeration based air drying), batch freezing systems, and thermal processing systems. They strive to reduce the post harvest loss at farms and to reduce the carbon footprint of farm logistics.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD <1M

**Org Type:** For-profit

**Ask Amount:** USD 9M

**Timeline:** June 2022

**Maturity Stage:** Growth Stage

**Product Stage:** Currently Selling

**Use of Funds:** The funds will be used for acquiring technical knowhow and for business growth, including expansion to the Americas. As of now they are closely working with several state governments in India (India has one of the highest post harvest loss figures), have signed an MOU in Dec 2022 with a nodal government agency for spearheading our technology in eight states, and they are in discussion with few other potential state governments.

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



Avon, CO • Founded: 2017 • Time on Report: 3 Months  
**Contact:** Rita Mary Hennigan / David Laskarzewski, Co-Directors,  
[rita@uprootcolorado.org](mailto:rita@uprootcolorado.org) / [dave@uprootcolorado.org](mailto: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**

Norwich, VT • Founded: 2004 • Time on Report: 3 Months

**Contact:** Krista Karlson, Outreach & Development Manager, [krista@willinghands.org](mailto:krista@willinghands.org)

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

#### Financial and Fundraising Details

**Current Annual Budget:** USD 0.8M

**Org Type:** Nonprofit

**Ask Amount:** USD 0.8M

**Timeline:** June 2022

**Use of Funds:** Sustain ongoing operations

**Capital Type:** Grants / Donations



**Nenka Advisors International**  
Guiding You to Successful Globalization

Lansdale, PA • Founded: 2011 • Time on Report: Just Added

**Contact:** Bruce Rubin, CoFounder, [brubin@nenkoai.com](mailto:brubin@nenkoai.com)

[Nenka](#) is the developer of a Solar Powered Refrigeration Unit aimed at reducing the 40% of the food that is never consumed. The unit can be placed anywhere in the world and since it is deployed in components and will be erected under the supervision of their team and engineering leaders. The unit is constantly being reviewed to ensure they are using the latest and most up to date components. The unit contains a cold room that is 24 x 10 x 8 foot high and will address not only food loss but could be used for vaccine and medication storage as well.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD 0M

**Org Type:** For-Profit

**Ask Amount:** USD 0.5M

**Timeline:** July 2022

**Maturity Stage:** Pre-seed / Seed Stage

**Product Stage:** Prototype

**Use of Funds:** Erect the first full scale unit of the product, invite their list of potential customers to see the unit in operation.

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



Switzerland • Founded: 2018 • Time on Report: Just Added  
**Contact:** Dhanesh Kothari, Founder, dhanesh@pi2life.com

[Positive Impact Technologies](#) is a B2B online marketplace platform for buy / sell of excess inventory of packaged consumer products (CPG) accessible to retailers, food services, distributors, wholesalers, traders and manufacturers.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD 1-1.5M

**Org Type:** For-profit

**Ask Amount:** USD 6-9M

**Timeline:** May 2022

**Maturity Stage:** Pre-seed / Seed Stage

**Product Stage:** Ready to launch

**Use of Funds:** Early growth in terms of sales, BD, marketing and operations. Continued spend on R&D (platform development)

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



Bainbridge Island, WA • Founded: 2015 • Time on Report: 3 Months  
**Contact:** George Lobisser, CEO & Co-Founder, george@ripelocker.com

[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



Richmond, CA • Founded: 2020 • Time on Report: 1 Month  
**Contact:** Dr. Michael Fang, [mfang@spectacularlabs.com](mailto:mfang@spectacularlabs.com)

[Spectacular Labs](#) offers rapid, on-site food spoilage detection to provide precision food safety to producers, retailers and eventually consumers.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD 0M

**Org Type:** For-profit

**Ask Amount:** USD 1.5M

**Timeline:** May 2022

**Maturity Stage:** Pre-seed / Seed Stage

**Product Stage:** Prototype

**Use of Funds:** Hiring and product development

**Capital Type:** Equity

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Coral Gables, FL • Founded: 2021 • Time on Report: Just Added  
**Contact:** Charles Delibes, Founder & CEO, [Charles.delibes@eats-adeal.com](mailto:Charles.delibes@eats-adeal.com)

[Eat's A Deal](#) is a food ordering app that offers surplus food at a discounted price. Restaurants and bakeries add deal boxes with food that is about to be wasted for customers to purchase at a discounted price. Customers access surplus food conveniently through the Eat's A Deal app.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD 0M

**Org Type:** For-profit

**Ask Amount:** USD 0.5M

**Timeline:** May 2022

**Maturity Stage:** Pre-seed / Seed Stage

**Product Stage:** Prototype

**Use of Funds:** Proof of Concept (POC) and first deployment

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



Blue Hill, ME • Founded: 2018 • Time on Report: 2 Months  
**Contact:** Hannah M. Semler, CEO & Co-Founder, [hannah@farmdrop.us](mailto:hannah@farmdrop.us)

[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

**Org Type:** For-profit

**Ask Amount:** USD 1M

**Timeline:** December 2022

**Maturity Stage:** Pre-seed / Seed Stage

**Product Stage:** Currently Selling

**Use of Funds:** Operational costs related to growing from 15 farmdrop market hubs expected by Q1 of 2022 to 100 market hubs by 2023.

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

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Buenos Aires, Argentina • Founded: 2021 • Time on Report: 1 Month  
**Contact:** Mauricio Kremer, CEO, [mkremer@kigui.co](mailto:mkremer@kigui.co)

[Kigüi](#) reduces food waste in stores by rewarding consumers. They provide a mobile app platform that offers refunds to customers who purchase products at grocery stores that are within 30 days of expiry. The refund ranges between 20% - 60% of the food – essentially "paying" customers to purchase food about to go to waste.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD 0.01M

**Org Type:** For-profit

**Ask Amount:** USD 0.25M

**Timeline:** April 2022

**Maturity Stage:** Pre-seed / Seed Stage

**Product Stage:** Currently selling

**Use of Funds:** Scale in LATAM, development, and sales

**Capital Type:** Equity, Convertible debt, Venture debt, Grants / Donations, Guarantees / letters of credit, Project equity, SAFE



San Francisco, CA • Founded: 2014 • Time on Report: 2 Months  
**Contact:** Lucas Tepman, Chief of Staff, [lucas@hellotherma.com](mailto:lucas@hellotherma.com)

[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



San Diego, CA • Founded: 2018 • Time on Report: Just Added  
**Contact:** Kabir Gambhir, CEO, [kabir@bevea.co](mailto:kabir@bevea.co)

[Bevea Coffee & Cascara](#) upcycles cascara, also known as dried coffee cherry tea. Currently, they are sourcing high quality cascara from Central America and packaging this dried superfruit tea for their TeaGlee brand. Millions of tons of coffee cherry fruit are discarded every year, causing tremendous environmental harm. Their goal is to upcycle this superfruit into a myriad of products, supporting consumers' health, creating new revenue for farmers, and diverting food waste. In addition to tea, a myriad of nutritionally dense and plant-based products can be created such as baking flour, energy bars, and sparkling better-for-you sodas.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD <0.01M

**Org Type:** For-profit

**Ask Amount:** USD 1M

**Timeline:** Q1 2023

**Maturity Stage:** Early Stage

**Product Stage:** Currently Selling

**Use of Funds:** Funds will be utilized to create teas in new and innovative formats; i.e. single serve bags, ground cascara to be used as baking flour and nutritional supplements, and instant tea (dissolvable). Funds will also be used to grow from regional wholesale distribution to national distribution.

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

# Candid™

Brooklyn, NY • Founded: 2019 • Time on Report: Just Added  
**Contact:** Chris Kajander, Founder & CEO, [chris@eatcandid.com](mailto:chris@eatcandid.com)

[Candid](#) makes better-for-all chocolate snacks. They use the whole cacao pod—seed and fruit—to let chocolate's inner-beauty shine; they don't waste the cacao fruit pulp and instead stir it back into the mix for its magnesium, vitamins, and antioxidants.

## Financial and Fundraising Details

**Current Annual Revenue:** USD 6M

**Org Type:** For-profit

**Ask Amount:** USD 1M

**Timeline:** Summer 2022

**Maturity Stage:** Pre-seed / Seed Stage

**Product Stage:** Currently selling

**Use of Funds:** Primary use of funds will be inventory, marketing, and key hires

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



Toronto, Ontario • Founded: 2015 • Time on Report: 3 Months  
**Contact:** Mark Toman, Founder & President, [mtoman@theshellproject.com](mailto:mtoman@theshellproject.com)

[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. They have spent ~7 years developing a process that is patented in several different jurisdictions and is capable of utilizing an existing wastestream from a particular type of food processing operation, which would otherwise largely go to landfill, in order to offset the need to mine for raw material and manufacture highly pure forms of calcium and membrane/collagen that have been tailored for supply into the human ingestible markets.

## Financial and Fundraising Details

**Current Annual Revenue:** N/A

**Org Type:** For-profit

**Ask Amount:** USD 5M

**Timeline:** October 2022

**Maturity Stage:** Early Stage

**Product Stage:** Ready to launch

**Use of Funds:** 3M towards capital equipment for their first commercial production facility, the remainder for general overhead, engineering, and installation in the lead-up to commencement of commercial production.

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



Torun, Poland • Founded: 2018 • Time on Report: 2 Months  
**Contact:** Krzysztof Czaplicki, COO, [krzysztof.czaplicki@freshinset.com](mailto:krzysztof.czaplicki@freshinset.com)

[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



Chile • Founded: 2019 • Time on Report: 2 Months  
**Contact:** Mauricio Poblete, Founder, [contacto@innovagreen.cl](mailto:contacto@innovagreen.cl)

[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

**Org Type:** For-profit

**Ask Amount:** USD 0.1M

**Timeline:** June 2022

**Maturity Stage:** Early Stage

**Product Stage:** Currently Selling

**Use of Funds:** Expansion to the US

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



Dallas, TX • Founded: 2020 • Time on Report: 3 Months  
**Contact:** Josh Death, Founder, [jdeath@kazoosnacks.com](mailto:jdeath@kazoosnacks.com)

[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



Escondido, CA • Founded: 2018 • Time on Report: 1 Month  
**Contact:** Chelsea Jordan Enright, Co-founder/Owner-Operator, [kismetrefining@gmail.com](mailto:kismetrefining@gmail.com)

[Kismet Refining](#) is devoted to fermenting small-batch craft vinegar and using vinegar and other fermentation methods to decrease food waste. Historically, vinegar has preserved in-season produce for out-of-season use, and they are reviving that largely forgotten notion and creating gourmet products. Vinegar falls under California's cottage food licensing, and for the past several years, they have maximized their production and sales out of their home. They are currently seeking an SBA 7a loan that will give them the capital to outfit a lease-to-own building in the heart of downtown Escondido for increased production, retail, mocktails, and eventually cocktails and pop-up dinner events. With more space and upgrades to their production equipment, they can efficiently grow their business to expand their food waste diversion/upcycling efforts by creating delicious, gourmet specialty goods.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD 0.04M

**Org Type:** For-profit

**Ask Amount:** USD 0.25M

**Timeline:** August 2022

**Maturity Stage:** Pre-seed / Seed Stage

**Product Stage:** Currently Selling

**Use of Funds:** Marketing and branding expertise for wholesale distribution and increased awareness of upcycled products.

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





Springfield, MA • Founded: 2018 • Time on Report: 1 Month  
**Contact:** *Melissa Martinelli, CEO, melissa@drinksuperfrau.com*

[KUHL \(DBA Superfrau\)](#) is on a mission to empower consumers to fight food waste and climate change. Superfrau is a delicious, nutritious upcycled drink made from fresh whey, the nutrient-packed liquid strained during yogurt and cheese fermentation that often goes to waste. Superfrau rescues this whey, infuses it with natural fruit flavors, and upcycles it into a delicious fizzy beverage that's naturally loaded with functional benefits for your body and mind.

#### Financial and Fundraising Details

**Current Annual Revenue:** N/A

**Org Type:** For-profit

**Ask Amount:** USD 5M

**Timeline:** December 2022

**Maturity Stage:** Pre-seed / Seed Stage

**Product Stage:** Currently selling

**Use of Funds:** Marketing and product development

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

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Detroit, MI • Founded: 2017 • Time on Report: Just Added  
**Contact:** *Danielle Todd, Executive Director, danielle@makefoodnotwaste.org*

[Make Food Not Waste](#) began as a consumer education organization. Since then, they have begun processing surplus food and food byproducts into weekly charitable meals. They are looking to expand further into processing spent grain as a way to divert 1MM pounds each year from landfills. There is currently no one in their area processing spent grain for human consumption.

#### Financial and Fundraising Details

**Current Annual Budget:** USD 0.25M

**Org Type:** Nonprofit

**Ask Amount:** USD 0.6M

**Timeline:** April 2022

**Use of Funds:** They are seeking matching funds for a state grant that will allow them to purchase the equipment necessary to begin processing spent grain from Detroit breweries. This grain is currently primarily landfilled.

**Capital Type:** Grants / Donations



New Zealand • Founded: 2016 • Time on Report: 2 Months

**Contact:** Jan Meyer, CEO, [jan@randm.co.nz](mailto:jan@randm.co.nz)

[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

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Minneapolis, MN • Founded: 2015 • Time on Report: 3 Months

**Contact:** Sue Marshall, Founder & CEO, [sue@netzro.us](mailto:sue@netzro.us)

[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

**Org Type:** For-profit

**Ask Amount:** USD 1.5M

**Timeline:** Q3 2022

**Maturity Stage:** Early Stage

**Product Stage:** Ready to launch

**Use of Funds:** Fulfill customers' orders and improve efficiency of current model

**Capital Type:** Equity, Convertible debt



Denver, CO • Founded: 2016 • Time on Report: 3 Months  
**Contact:** Wendy Lu McGill, Executive Director, [info@nacia.org](mailto:info@nacia.org)

[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

**Org Type:** Nonprofit

**Ask Amount:** USD 1.2M

**Timeline:** December 2022

**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



New York, NY • Founded: 2021 • Time on Report: 2 Months  
**Contact:** Joe Magliano, Co-Founder & CPO, [joe@otherworldfoods.com](mailto:joe@otherworldfoods.com)

[Otherworld](#) is a plant-based food CPG company addressing planetary and human health through uncompromisingly delicious, nutritious and climate-conscious food products. They've partnered with [Outcast Foods](#) and [EverGrain Ingredients](#) to tackle food waste. Their beetroot, banana, apple, sweet potato, cauliflower, zucchini, cassava flour and barley fiber are all upcycled. In late 2021 they launched four flavors of pancake and waffle mix.

#### Financial and Fundraising Details

**Current Annual Revenue:** <1M

**Org Type:** For-profit

**Ask Amount:** USD 1.5M

**Timeline:** December 2022

**Maturity Stage:** Pre-seed / Seed Stage

**Product Stage:** Currently Selling

**Use of Funds:** They'll use the funding to extend their runway through the end of the year. The majority of the money will go towards funding inventory and their marketing budget.

**Capital Type:** Equity, Convertible debt, Venture debt



Still Bay, South Africa • Founded: 2020 • Time on Report: Just Added  
**Contact:** *Kenneth Gormley, Co-Founder & Director, [kenneth@patchwork.co.za](mailto:kenneth@patchwork.co.za)*

[Patchwork Group](#) is an umbrella company for various environmentally aware and health conscious brands. GiNiT Spices is one of their brands that creates an upcycled culinary spice utilizing the "waste" botanicals produced by the Gin industry. Normal practice in the Industry is to dispose of these botanicals in landfills or compost heaps, but Patchwork returns them to the food chain, where they belong. They began with the research into this project before Covid-19 in 2020, and then launched their range of Gin flavor Culinary Spices in October 2020. There are 6 variants in the range currently and they are looking to add additional lines to their offering. They are proud to be the pioneers of this concept in South Africa and want to replicate what they do in South Africa at any Gin Distillery around the world.

#### Financial and Fundraising Details

**Current Annual Revenue:** N/A

**Org Type:** For-profit

**Ask Amount:** USD 1M

**Timeline:** June-September 2022

**Maturity Stage:** Growth Stage

**Product Stage:** Currently Selling

**Use of Funds:** Marketing, larger processing equipment, and larger processing facility

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



Berkeley, CA • Founded: 2021 • Time on Report: 3 Months  
**Contact:** *Mike Mitchell, Co-founder & CEO, [mike@pezzypets.com](mailto:mike@pezzypets.com)*

[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



Los Angeles, CA • Founded: 2015 • Time on Report: 2 Months  
**Contact:** Kaitlin Mogentale, Founder, [kaitlin@pulppantry.com](mailto:kaitlin@pulppantry.com)

[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



Berkeley, CA • Founded: 2015 • Time on Report: 3 Months  
**Contact:** Dan Kurzrock, Co-Founder & CEO, [dan@regrained.com](mailto:dan@regrained.com)

[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



Denver, CO • Founded: 2018 • Time on Report: Just Added

**Contact:** Kathryn bernell, CEO, [Kathryn@reHarvest.co](mailto:Kathryn@reHarvest.co)

[reHarvest Provisions](#) crafts craveable, conscious, and convenient ways to pack more fruits and veggies into your day to fuel a healthier planet and happier you. Their sourcing relies upon their reHarvest and rePurpose food waste tackling supply chain to identify unnecessarily discarded produce that serves as inputs into their healthy snacks (currently their line of superfood smoothie pops.) As an added benefit, their products operate with an ambient distribution system to minimize their carbon footprint throughout the product's entire journey from ground to mouth.

#### Financial and Fundraising Details

**Current Annual Revenue:** 0.3M

**Org Type:** For-profit

**Ask Amount:** USD 3M

**Timeline:** March 2023

**Maturity Stage:** Growth stage

**Product Stage:** Currently selling

**Use of Funds:** Team Expansion, Innovation Pipeline Launches, Investments in Retail Growth

**Capital Type:** Equity



Ardmore, PA • Founded: 2014 • Time on Report: Just Added

**Contact:** Michael Oraschewsky, Chief Executive Boar, [Mike@TBJGourmet.com](mailto:Mike@TBJGourmet.com)

[TBJ Gourmet](#) is a specialty food brand focused on upcycled products for both retail / CPG and food service channels. They are one of the only companies upcycling potential waste from the meat packing industry. They believe that all parts of the animal should be used to their fullest potential not just out of respect for the animal but also for the planet affected by a carbon intensive industry.

#### Financial and Fundraising Details

**Current Annual Revenue:** 2M

**Org Type:** For-profit

**Ask Amount:** USD 1.5M

**Timeline:** May 2022

**Maturity Stage:** Growth stage

**Product Stage:** Currently selling

**Use of Funds:** They will be building a USDA production facility to produce their current lines, expand them and to upcycle local ingredients for their value added products and as ingredients to sell back to suppliers.

**Capital Type:** Equity, Convertible debt



Chapel Hill, NC • Founded: 2020 • Time on Report: 3 Months

**Contact:** Kesha Stickland, Co-Founder and CEO, [kesha@mushroommeatco.com](mailto:kesha@mushroommeatco.com)

[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

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London, England • Founded: 2016 • Time on Report: Just Added

**Contact:** Rob Wilson, CEO, [rob@toastale.com](mailto:rob@toastale.com)

[Toast Ale](#) is a carbon neutral, food waste fighting, craft brewery, based in the UK. They brew all their beer using surplus bread that would otherwise go to waste. They've brewed 3 million slices so far, donated approx. £100k to environmental charities, had their open-source recipe downloaded over 80,000 times and collaborated with dozens of breweries globally to take the concept around the world. They've launched a Series A impact investment round to take the business to new heights. They've grown at nearly 100% this past year despite the challenging environment and they have a new business development plan that will help spread their approach to brewing across the industry via a net-zero brewing ingredient called Companion (TM).

#### Financial and Fundraising Details

**Current Annual Revenue:** USD 2M

**Org Type:** For-profit

**Ask Amount:** USD 3M

**Timeline:** June 2022

**Maturity Stage:** Growth Stage

**Product Stage:** Currently Selling

**Use of Funds:** The funds will be used to scale up the beer business and launch a new ingredients arm of the business that will help transform the broader industry and tackle thousands of tonnes of bread waste.

**Capital Type:** Equity



Napa, CA • Founded: 2010 • Time on Report: 1 Month  
**Contact:** Timothy Childs, Founder, Co-CEO, [timothy@treasure8.com](mailto:timothy@treasure8.com)

[Treasure8](#) improves the affordability of quality nutrition while simultaneously lessening the impact of GHG emissions in the food dehydration industry. They have been building the infrastructure to stabilize, process, and sell quality ingredients and products from food waste and virgin food streams. The infrastructure includes their wide set of intellectual property, the industrialized Gen 3 SAUNA dehydration system, secured equipment manufacturing pipeline, operational production partners, a global agricultural supplier partnership, and global CPG food companies whose demand outstrips Treasure8's current capacity to fulfill. With mission-aligned, impact-driven investors, they are now funding their pre-Series B \$3M Convertible Note.

#### Financial and Fundraising Details

**Current Annual Revenue:** N/A

**Org Type:** For-profit

**Ask Amount:** USD 3M

**Timeline:** April 2022

**Maturity Stage:** Early Stage

**Product Stage:** Currently Selling

**Use of Funds:** Operating expenses including IP filing, expanding production, completing landing large, multi-year contracts through pilots

**Capital Type:** Equity, Convertible debt, Venture debt, Senior and subordinated debt, PRIs, Grants / Donations, Guarantees / letters of credit, Project equity, Project debt



New York, NY • Founded: 2021 • Time on Report: 1 Month  
**Contact:** Lauryn Bodden, Founder, [hello@eatsnoods.com](mailto:hello@eatsnoods.com)

[Yes& Foods](#) is a chef-driven snack company focused on providing eaters with global flavors that inspire, while showcasing the importance of upcycling, eco-friendly packaging, and the impact of each bite.

#### Financial and Fundraising Details

**Current Annual Revenue:** N/A

**Org Type:** For-profit

**Ask Amount:** USD 0.3M

**Timeline:** June 2022

**Maturity Stage:** Pre-seed / Seed Stage

**Product Stage:** Prototype

**Use of Funds:** They are expecting to launch with a commercial kitchen to showcase market feedback and continue with a previously secured manufacturer. Funds will help in final pellet formulation, procurement, 3PL services, warehouse assessment, and product commercialization. Additionally, funds will cover larger retail expansion, sales and marketing, larger branding efforts, and any unforeseen setbacks in supply chain.

**Capital Type:** Convertible debt, Venture debt





**BLAKBEAR**

London, UK • Founded: 2017 • Time on Report: Just Added

**Contact:** Jay Lee, CEO, [jay.lee@springhouse.co](mailto:jay.lee@springhouse.co)

[Blakbear](#) replaces use-by dates on food with a smart label that measures freshness. They sell freshness sensors and a cloud API, to improve quality control, add shelf-life and cut food waste.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD 0M

**Org Type:** For-profit

**Ask Amount:** USD 3M

**Timeline:** May 2022

**Maturity Stage:** Pre-seed / Seed Stage

**Product Stage:** Prototype

**Use of Funds:** Scale-up (Hiring, Manufacturing), R&D

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



Tucson, AZ • Founded: 2016 • Time on Report: 2 Months

**Contact:** Alvaro Villagran, Executive Director, [alvaro@nezter.com](mailto:alvaro@nezter.com)

[Natsberry](#) is a platform that contains a digital recipe book, with a weekly planner that automatically converts weekly menus into a grocery list. Clients pay online and all ingredients and products are delivered to their doorstep. The platform allows users to buy only what is needed, thereby reducing overspending and throwing away food.

#### Financial and Fundraising Details

**Current Annual Revenue:** N/A

**Org Type:** For-profit

**Ask Amount:** USD 1M

**Timeline:** June 2022

**Maturity Stage:** Pre-seed / Seed Stage

**Product Stage:** Ready to launch

**Use of Funds:** Finish negotiations with Kroger and Walmart (already under preliminary contract), capital finance, advertising and promoters agreement for US expansion

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



San Francisco, CA • Founded: 2017 • Time on Report: 3 Months  
**Contact:** Gerald Gersovitz, Founder, [gerry.gersovitz@gmail.com](mailto:gerry.gersovitz@gmail.com)

[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 4.7M

**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

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Tampa Bay, FL • Founded: 2020 • Time on Report: Just Added  
**Contact:** Cameron Macleish, Executive Director / Co-Founder, [cameronm@360eats.org](mailto:cameronm@360eats.org)

[360 Eats](#)' mission is to create a just and sustainable food system free from hunger and food waste. Using an innovative closed-loop system, 360 Eats has been able to bridge the gaps between food waste, food insecurity and environmental sustainability throughout Pinellas County. Leveraging numerous local partnerships, 360 Eats "rescues" food that would otherwise be discarded and transforms it into nutritious, chef-prepared, gourmet meals, which are distributed directly to food insecure individuals and families. 360 Eats currently serves meals on a weekly basis at local community centers, food pantries and homeless shelters.

#### Financial and Fundraising Details

**Current Annual Budget:** USD 0.03M

**Org Type:** Nonprofit

**Ask Amount:** USD 0.35M

**Timeline:** December 2022

**Use of Funds:** Full-time access to a prep kitchen, a larger refrigerated van and a fully functioning food truck. The project allows 360 Eats to scale operationally, become less reliant on grant and donor funding, and provide culinary training and employment opportunities to those with barriers to employment.

**Capital Type:** Grants / Donations



Pittsburgh, PA • Founded: 2015 • Time on Report: 1 Month  
**Contact:** Meg Bernard, VP of Development, [meg@412foodrescue.org](mailto:meg@412foodrescue.org)

[412 Food Rescue](#) was founded as a direct response to the disconnect between the almost 40% of food that is wasted and the 1 in 8 U.S. households that are food insecure. Their mission is to prevent perfectly good food from entering the waste stream by redirecting it to community organizations serving those who are in poverty and experiencing food insecurity. To facilitate these efforts, they built [Food Rescue Hero](#), a technology platform that mobilizes volunteers who use their smartphones and vehicles to deliver rescued food directly to homes and nonprofits where people who are experiencing food insecurity already are. 412 Food Rescue serves as a national model for their growing 16 Food Rescue Hero partner cities with food recovery organizations using their technology platform. They have a goal of expanding the Food Rescue Hero network to 100 cities by 2030.

#### Financial and Fundraising Details

**Current Annual Budget:** USD 5.4M

**Org Type:** Nonprofit

**Ask Amount:** USD 2M

**Timeline:** FY 2022

**Use of Funds:** To fund the scale of their logistics and technology platform, including staff to identify and qualify city partners prepared to implement the model and technology solution; onboard and equip new cities with the tools and knowledge to successfully deploy the app; develop and manage the technology platform; identify and design new features to ensure that the city sites are able to effectively and efficiently mobilize volunteers to rescue food and redirect it to populations experiencing food insecurity.

**Capital Type:** Grants / Donations

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Baltimore, MD • Founded: 2018 • Time on Report: 3 Months  
**Contact:** Christopher Dipnarine, CEO, [Wecare@4mycity.us](mailto:Wecare@4mycity.us)

[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. Their focus is on the importance of environmental sustainability.

#### Financial and Fundraising Details

**Current Annual Budget:** USD 1.5M

**Org Type:** Nonprofit

**Ask Amount:** USD 1.9M

**Timeline:** June 2022

**Use of Funds:** Build their new ZERO waste facility capable of processing over 20,000 pounds of food waste into compost daily.

**Capital Type:** Grants / Donations



Kansas City, MO • Founded: 2014 • Time on Report: 1 Month  
**Contact:** Lisa L Ousley, Executive Director, [lisa@aftertheharvestkc.org](mailto:lisa@aftertheharvestkc.org)

[After the Harvest](#) is a Kansas City-based nonprofit that fights food insecurity and hunger, improves nutrition and reduces food waste by rescuing fresh produce that might otherwise be wasted and instead distributes it to agencies and food banks feeding hungry people, primarily in Missouri and Kansas.

#### Financial and Fundraising Details

**Current Annual Budget:** USD 0.7M

**Org Type:** Nonprofit

**Ask Amount:** USD 0.95M

**Timeline:** Mid-2022

**Use of Funds:** Help After the Harvest develop and establish an earned income program.

**Capital Type:** Grants / Donations

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Honolulu, HI • Founded: 1999 • Time on Report: 3 Months  
**Contact:** Phil Acosta, Executive Director, [phil@alohaharvest.org](mailto:phil@alohaharvest.org)

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

#### Financial and Fundraising Details

**Current Annual Budget:** USD 1.5M

**Org Type:** Nonprofit

**Ask Amount:** USD 10M

**Timeline:** 2024

**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



Portland, OR • Founded: 1992 • Time on Report: 3 Months  
**Contact:** Valerie Rippey, Community Development Manager, [valerie@bcsi.org](mailto:valerie@bcsi.org)

[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, IL • Founded: 2017 • Time on Report: 3 Months  
**Contact:** Lola Corcoran, Executive Director, [finance@chicagobridgeproject.org](mailto:finance@chicagobridgeproject.org)

[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, CO • Founded: 2014 • Time on Report: 3 Months  
**Contact:** Jamie Anderson, Program Director, [jamie@denverfoodrescue.org](mailto:jamie@denverfoodrescue.org)

[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



Washington, D.C. • Founded: 2008 • Time on Report: 3 Months  
**Contact:** Nicole Bailey, Development, [development@dreamingoutloud.org](mailto:development@dreamingoutloud.org)

[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



Watsonville, CA • Founded: 2007 • Time on Report: 2 Months  
**Contact:** *Jessica Ridgeway, Executive Director, [director@farmdiscovery.org](mailto:director@farmdiscovery.org)*

[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



Homestead, FL • Founded: 1991 • Time on Report: Just Added  
**Contact:** *Wendy Freedman, Director of Donor Relations, [wendy@farmshare.org](mailto:wendy@farmshare.org)*

[Farm Share](#) is Florida's homegrown food bank. Founded for and by Floridians, Farm Share has been serving those experiencing food insecurity since 1991 by recovering crops from Florida farmers in order to distribute fresh and nutritious food to Floridians in need. 30 years after their inception, they have fed millions and are now Florida's largest independent food bank. They now administer 40% of the TEFAP program by the USDA in Florida in select counties. During 2021, Farm Share distributed 118 million pounds of food, over 30% of which were fresh fruits and vegetables from Florida farmers.

#### Financial and Fundraising Details

**Current Annual Budget:** USD 10M

**Org Type:** Nonprofit

**Ask Amount:** USD 5M

**Timeline:** December 2022

**Use of Funds:** Expansion into Broward and Palm Beach areas with TEFAP Program.

**Capital Type:** Grants / Donations

**FOOD FOR FREE**

Cambridge, MA • Founded: 1981 • Time on Report: 3 Months

**Contact:** Michelle Holcomb, Chief Development Officer, [michelle@foodforfree.org](mailto:michelle@foodforfree.org)

[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

Washington, DC • Founded: 2011 • Time on Report: 2 Months

**Contact:** Regina Anderson, Executive Director, [regina.anderson@foodrecoverynetwork.org](mailto:regina.anderson@foodrecoverynetwork.org)

[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





Boulder, CO • Founded: 2012 • Time on Report: 3 Months  
**Contact:** *Hayden Dansky, Support Organizer, [hayden@foodrescuealliance.org](mailto:hayden@foodrescuealliance.org)*

[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



Noblesville, IN • Founded: 2007 • Time on Report: 2 Months  
**Contact:** *John Williamson, Executive Director/Founder, [jw@foodrescue.net](mailto:jw@foodrescue.net)*

[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



Spring Valley, CA • Founded: 2009 • Time on Report: 3 Months  
**Contact:** Angela Kretschmar, Executive Director, [akret@heavenswindows.org](mailto:akret@heavenswindows.org)

[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

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Los Angeles, CA • Founded: 1987 • Time on Report: 3 Months  
**Contact:** Asher Landau, Director of Development, [asher.landau@hofoco.org](mailto:asher.landau@hofoco.org)

[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



Hamilton, OH • Founded: 2018 • Time on Report: 2 Months  
**Contact:** Levi Grimm, Butler County Coordinator, [lgrimm@jeefoods.org](mailto:lgrimm@jeefoods.org)

[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

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Kuala Lumpur, Malaysia • Founded: 2008 • Time on Report: Just Added  
**Contact:** Justin Cheah, [justin.cheah@kechara.com](mailto:justin.cheah@kechara.com)

[Kechara Soup Kitchen Society](#) has been serving marginalized communities in Malaysia for over 13 years; these include the homeless, urban poor and Orang Asli populations. Towards this end, they run their Soup Kitchen, Food Bank and Empowerment programmes to help these vulnerable populations. They are non-religious and do not discriminate in the help we give. Their mission is to reduce food wastage by redirecting surplus food from landfills to those they serve and equip their vulnerable populations with skills to promote self-reliance and financial independence.

#### Financial and Fundraising Details

**Current Annual Budget:** USD 0.3M

**Org Type:** Nonprofit

**Ask Amount:** USD 1M

**Timeline:** December 2022

**Use of Funds:** Supporting ongoing surplus food rescue work, as well as building their own facility.

**Capital Type:** Grants / Donations



Austin, TX • Founded: 2004 • Time on Report: 2 Months  
**Contact:** Lisa Barden, Executive Director, [lisa@keepaustinfed.org](mailto:lisa@keepaustinfed.org)

[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



Cincinnati, OH • Founded: 2019 • Time on Report: 3 Months  
**Contact:** Julie Shifman, Executive Director, [Julie@lastmilefood.org](mailto:Julie@lastmilefood.org)

[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



San Jose, CA • Founded: 1980 • Time on Report: 3 Months  
**Contact:** David Hott, Director of Operations, [david@loavesfishes.org](mailto:david@loavesfishes.org)

[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 and support the operational cost of their Bio Digester

**Capital Type:** Grants / Donations



Boston, MA • Founded: 2010 • Time on Report: 3 Months  
**Contact:** Erin Keohane, Sr. Director of Development [erin@lovinspoonfulsinc.org](mailto:erin@lovinspoonfulsinc.org)

[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



Ferndale, WA • Founded: 2015 • Time on Report: 3 Months  
**Contact:** Doug Robertson, President, [drobertson@miraclefoodnetwork.org](mailto:drobertson@miraclefoodnetwork.org)

[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

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Red Bank, NJ • Founded: 2009 • Time on Report: 3 Months  
**Contact:** Adam Lowy, Executive Director, [adam@moveforhunger.org](mailto:adam@moveforhunger.org)

[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



Van Nuys, CA • Founded: 1978 • Time on Report: 2 Months  
**Contact:** Jenna Hauss, President & CEO, [jhauss@onegeneration.org](mailto:jhauss@onegeneration.org)

[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

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Sydney, Australia • Founded: 2004 • Time on Report: Just Added  
**Contact:** Tim Prosser, Innovation Lead, [tim.prosser@ozharvest.org](mailto:tim.prosser@ozharvest.org)

[OzHarvest](#) was founded by Ronni Kahn AO in 2004 after noticing the huge volume of food going to waste and has quickly grown to become Australia's leading food rescue organization.

#### Financial and Fundraising Details

**Current Annual Budget:** USD 20M

**Org Type:** Nonprofit

**Ask Amount:** USD 20M

**Timeline:** December 2022

**Use of Funds:** Education Programs/Community Development & Outreach

**Capital Type:** Grants / Donations



Oakland, CA • Founded: 2016 • Time on Report: 1 Month  
**Contact:** Mimi Bestwick, Grants Manager, [mimi@replate.org](mailto:mimi@replate.org)

[Replate](#) leverages technology to reduce food waste and improve access to nutritious food by redistributing surplus food to community organizations. Replate matches and delivers surplus food from businesses with communities experiencing food insecurity. Replate is fundraising to build a white-label software package to empower businesses, cities, CBOs, and other food rescue organizations (FROs) with our sophisticated food rescue technology. The full-suite software package will provide unique donor and nonprofit dashboards with brandable interfaces, including features such as food matching algorithm, impact metrics and insights, dispatch and fleet management technology, as well as built-in invoicing features and more. These tools will promote system-wide efficiencies in the food rescue space for the wide range of stakeholders engaged in food recovery; resulting in enhanced operational management of food donations, on-demand impact metrics and insights, as well as reporting capabilities. Replate is also developing a mechanism to report nutritional content of donated food, including macro-balance and micro-nutrient profiles for insights into health impacts.

Financial and Fundraising Details

**Current Annual Budget:** USD 2.6M

**Org Type:** Nonprofit

**Ask Amount:** USD 1.2M

**Timeline:** October 2022

**Use of Funds:** Building the software package and nutrition reporting

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



New York City, NY • Founded: 2017 • Time on Report: Just Added  
**Contact:** Yalda Nikoomanesh, Executive Director, Institutional Giving, [yaldan@rethinkfood.org](mailto:yaldan@rethinkfood.org)

Rethink Food started by transforming excess food from restaurants, corporate kitchens, and grocery stores into meals for communities facing food insecurity. In 2020, Rethink launched Rethink Certified (RTC), which partners with restaurants to prepare meals for communities facing food insecurity. In exchange, they provided grants to support food, operating, and staffing costs. They now operate in San Francisco, Chicago, Nashville, Washington D.C and Miami. Rethink also operates a commissary kitchen in Manhattan, which converts donated and excess food items from restaurants, hospitality institutions, food suppliers and grocery stores into nutrient-dense meals to deliver to CBOs at no cost. In 2021, Rethink diverted nearly 500,000 lbs of excess and/or donated food from landfills. Since its inception, Rethink has provided nearly 7 million meals to communities facing food insecurity and invested nearly \$30 million to support small businesses.

Financial and Fundraising Details

**Current Annual Budget:** USD 19M

**Org Type:** Nonprofit

**Ask Amount:** USD 1.3M

**Timeline:** December 2022

**Use of Funds:** Expand network, increase capacity, pilot and test a "Rethink Certified Campus" model, pilot a new service model with sustainability focused commercial waste companies, and expand and "green" their trucking operations

**Capital Type:** Grants / Donations



## SEASHARE

Bainbridge Island, WA • Founded: 1994 • Time on Report: 3 Months  
**Contact:** Fiona Robinson, Development Director, [fiona@seashare.org](mailto: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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Minneapolis, MN • Founded: 2020 • Time on Report: 3 Months  
**Contact:** Robin Manthie, Managing Director, [Rmanthie@2harvest.org](mailto: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



Philadelphia, PA • Founded: 2018 • Time on Report: 1 Month  
**Contact:** *Evan Ehlers, Founder/Executive Director, [evan@sharingexcess.com](mailto:evan@sharingexcess.com)*

[Sharing Excess](#) partners with grocery stores, restaurants, wholesalers, and farmers to deliver surplus food to a network of nonprofits, food banks, and community organizations to alleviate local food insecurity. Sharing Excess originally started as a movement of college students at Drexel University addressing food insecurity on campus and in the surrounding community of West Philadelphia. Over the next few years, Sharing Excess moved outside of universities and began rescuing and delivering food from small and large food providers of the greater Philadelphia area. Currently, SE is a network of over 185 grocers, restaurants, farmers, and wholesalers - contributing over 100,000 lbs of food to Philadelphia communities every week. Since 2018, Sharing Excess has rescued nearly 7 million pounds of food, with a projected 5.7 million pounds in the coming year alone.

#### Financial and Fundraising Details

**Current Annual Budget:** USD 0.67M

**Org Type:** Nonprofit

**Ask Amount:** USD 1M

**Timeline:** August 2022

**Use of Funds:** Scale their model to New York, Boston, Austin, Denver, and San Diego markets. Their goal is to establish self sustaining "Phase 1" networks that are each able to rescue and deliver one million pounds of food annually. They will need to provide each city with food rescue vehicles, training, equipment (electronic scales), storage space, personnel (including drivers and coordinators), supplies & merchandise, and technology maintenance. They estimate the starting cost for each city at \$250,000.

**Capital Type:** Grants / Donations



Irvine, CA • Founded: 1989 • Time on Report: 2 Months  
**Contact:** *Lauren Ruiz, Director of Grants & Corporate Relations, [lruiz@sco-oc.org](mailto:lruiz@sco-oc.org)*

[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



Charlotte, NC • Founded: 2017 • Time on Report: 1 Month  
**Contact:** Alisha Street, Founder, [alisha@thebulbgallery.org](mailto:alisha@thebulbgallery.org)

[The Bulb Mobile Markets](#) emerged in 2016 as a barrier-free food assistance resource, meaning referrals, IDs and the ability to pay are not required to access fresh and nutritious fruits and vegetables in food insecure neighborhoods. Initially The Bulb largely relied on donated and “rescued” grocery store items to supply its two weekly markets. But through strong partnerships with community organizations, farmers, volunteers and sponsors, the organization has grown to host 12 weekly markets stocked with seasonal produce purchased from local farms, as well as staples such as eggs, milk and bread. Additionally, recipes featuring market offerings, nutrition information and cooking demos within COVID safe protocols are offered. Under a “take what you need, give what you can” donation-based philosophy, making fresh, high-quality produce available to all regardless of income, zip code, age, etc. is at the heart of The Bulb’s mission. The Bulb is now supplementing market offerings with items grown by farmers through a farm mentor program the organization launched in early 2020. As demand continues to rise, The Bulb is actively working toward a more sustainable funding approach in order to continue operating as a barrier-free food assistance resource.

Financial and Fundraising Details

**Current Annual Budget:** N/A

**Org Type:** Nonprofit

**Ask Amount:** USD 0.03M

**Timeline:** March 2022

**Use of Funds:** Transportation, covering the cost of storage space, and supporting their existing mobile markets with extra local food purchases, labor, and supplies.

**Capital Type:** Grants / Donations



Los Angeles, CA • Founded: 2020 • Time on Report: 3 Months  
**Contact:** Emma Worth, Director of Development, [emma.worth@farmlinkproject.org](mailto:emma.worth@farmlinkproject.org)

[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



Berkeley, CA • Time on Report: 3 Months

**Contact:** Erin Meyer, Program Coordinator, [emeyer4@ucmerced.edu](mailto:emeyer4@ucmerced.edu)

[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

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Phoenix, AZ • Founded: 1990 • Time on Report: 2 Months

**Contact:** Hillary Bryant, Interim Director, [hillary@wastenotaz.org](mailto:hillary@wastenotaz.org)

[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

**Org Type:** Nonprofit

**Ask Amount:** USD 1M

**Timeline:** June 30 2022

**Use of Funds:** Supporting ongoing operations

**Capital Type:** Grants / Donations



Portland OR • Founded: 2015 • Time on Report: 1 Month

**Contact:** Susie Snortum, CEO, [susie@wastenotfoodtaxi.org](mailto:susie@wastenotfoodtaxi.org)

[Waste Not Food Taxi](#) is a network of volunteer drivers picking up commercial food and diverting it from landfills to people in need. They partner with local waste management departments, businesses, and hunger-relief organizations.

#### Financial and Fundraising Details

**Current Annual Budget:** USD 0.123M

**Org Type:** Nonprofit

**Ask Amount:** USD 0.1M

**Timeline:** June 2022

**Use of Funds:** Staff costs for expanding services

**Capital Type:** Grants / Donations



Fairfax County, VA • Founded: 2020 • Time on Report: 2 Months

**Contact:** Nick Shaw, Founder / Head of Operations, [nick@apex-organix.com](mailto:nick@apex-organix.com)

[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

**Org Type:** For-profit

**Ask Amount:** 0.025M

**Timeline:** December 2022

**Maturity Stage:** Pre-seed / Seed Stage

**Product Stage:** Currently Selling

**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



McClellan, CA • Founded: 2012 • Time on Report: 2 Months  
**Contact:** Dan Morash, CEO, [dan.morash@calsafesoil.com](mailto:dan.morash@calsafesoil.com)

[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

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Charlotte, NC • Founded: 2020 • Time on Report: 1 Month  
**Contact:** Eric Westerduin, Founder & CEO, [eric@calvincraft.com](mailto:eric@calvincraft.com)

[Calvin's Craft](#) manufactures eco-friendly dog products from upcycled ingredients. Our first product is a dog treat made from spent grain (a waste byproduct from breweries) that is packaged in recyclable aluminum cans (no plastic!) and sold at breweries and beer/wine/liquor stores nationwide. We plan to develop a full line of eco-friendly dog products (food, treats, toys) made from other upcycled waste streams.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD 0.6M

**Org Type:** For-profit

**Ask Amount:** USD 0.65M

**Timeline:** May 2022

**Maturity Stage:** Pre-seed / Seed Stage

**Product Stage:** Currently Selling

**Use of Funds:** Purchase manufacturing assets (machinery) that will increase their production capacity and allow them to accept larger purchase orders from national chains & big box retailers. Hire additional team members for sales, marketing, customer service, and production functions. Fund new product development (food, chews, etc.).

**Capital Type:** Equity, Convertible debt, Venture debt



Atlanta, GA • Time on Report: 1 Month  
**Contact:** *Natasha Dyer, Community Programs Manager, [ndyer@atlantaga.gov](mailto:ndyer@atlantaga.gov)*

[The City of Atlanta](#) (Department of City Planning, Office of Housing and Community Development) is piloting the expansion of their Restaurant to Community Compost Project. They're creating a Small Businesses Services Team that will help new businesses with their licensing and permitting process, focusing exclusively on food businesses. As part of their "new business process roadmaps and checklists," information on the following will be provided to the food businesses: How to purchase surplus produce from the EPA farm surplus program and local urban AgLanta producers; How to recover/donate edible surplus food; and How to commercially compost. Finished compost goes back into the City of Atlanta's local urban agriculture program, AgLanta, to produce more healthy food. Compost can also be sold creating more revenue.

#### Financial and Fundraising Details

**Current Annual Budget:** N/A

**Org Type:** Municipal Government

**Ask Amount:** USD 0.025M

**Timeline:** Q2 2022

**Use of Funds:** In-vessel composter for the food scraps program, solarization of the new in-vessel, contractor labor, and materials and supplies.

**Capital Type:** Grants / Donations



Ridgefield, CT • Founded: 2015 • Time on Report: 3 Months  
**Contact:** *Nick Skeadas, Founder, [nick@curbcompost.org](mailto:nick@curbcompost.org)*

[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



Toronto, Ontario, Canada • Founded: 2019 • Time on Report: 2 Month  
**Contact:** Lucy Cullen, Founder & CEO, [lucy@earthpup.co](mailto:lucy@earthpup.co)

[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

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Food Recycling Solutions

Rogers/Bentonville, AR • Founded: 2019 • Time on Report: Just Added  
**Contact:** Richard Ims, Founder, [richard@foodrecyclingsolutionsllc.com](mailto:richard@foodrecyclingsolutionsllc.com)

[Food Recycling Solutions](#) diverts food waste from the landfill to create all-natural compost and fertilizers and a more responsible environment. Food Recycling Solutions and the proposed expansion company called the Food Waste Processing Hub are upcycling companies with zero-waste solutions for restaurants, schools, grocery stores, hospitals and apartment/office buildings. Partners include Fortune 500 companies attempting to reach ESG sustainability goals. They are working to close the loop by creating a circular economy with companies back-buying finished compost from food waste collection.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD 1.8M

**Org Type:** For-profit

**Ask Amount:** USD 1.1M

**Timeline:** July 2022

**Maturity Stage:** Pre-seed / Seed Stage

**Product Stage:** Prototype

**Use of Funds:** Major initial expense of \$650,000 will go to aerobic digesters, which turn food waste into a usable and marketable fertilizer in 24 hours.

**Capital Type:** Venture debt, PRIs, Grants / Donations





Hamilton, NJ • Founded: 2013 • Time on Report: 2 Months  
**Contact:** Nicholas Smith-Sebasto, Founder, [dr.nick@forsolutionsllc.com](mailto:dr.nick@forsolutionsllc.com)

[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

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Kansas City, MO • Founded: 2018 • Time on Report: 2 Months  
**Contact:** Kristan Chamberlain, Executive Director, [kristan@kccancompost.com](mailto:kristan@kccancompost.com)

[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



Cork, Ireland • Founded: 2021 • Time on Report: Just Added

**Contact:** Elsa O'Riain, [elsa@mygug.eu](mailto:elsa@mygug.eu)

[MyGug](#) develops micro scale anaerobic digesters designed for the mass market. MyGug is a Food Waste treatment system that fully integrates into a household/small food business settings. It will operate in all weathers and climates from -20 deg C to +40 deg C and will provide a clean fossil fuel free solution to disposing of food waste.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD 0.2M

**Org Type:** For-profit

**Ask Amount:** USD 0.6M

**Timeline:** June/July 2022

**Maturity Stage:** Early Stage

**Product Stage:** Currently Selling

**Use of Funds:** Production setup, marketing and sales growth.

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

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Dallas-Fort Worth, TX • Founded: 2018 • Time on Report: 2 Months

**Contact:** Lauren McMinn Clarke, Founder & CEO, [lauren@turncompost.com](mailto:lauren@turncompost.com)

[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

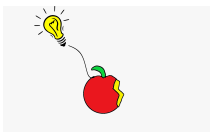
**Timeline:** Q1-Q2 2022

**Maturity Stage:** Growth Stage

**Product Stage:** Currently Selling

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

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



New York, NY • Founded: 2019 • Time on Report: 3 Months  
**Contact:** Alex Atrachji, Founder, alex.atrachji@gmail.com

[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



Aurora, CO • Founded: 2018 • Time on Report: 3 Months  
**Contact:** Carolyn Pace, Founder, carolyn@wompostcoop.com

[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



Cambridge, MA • Founded: 2010 • Time on Report: 3 Months  
**Contact:** Kyra Sanborn, Advancement Officer, [ksanborn@law.harvard.edu](mailto:ksanborn@law.harvard.edu)

[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

<b>Action Areas</b>   <b>OPTIMIZE THE HARVEST</b> Avoid over-production, then harvest as much as possible. For wild caught products, source only what is needed.   <b>ENHANCE PRODUCT DISTRIBUTION</b> Leverage technology to create smart systems that help efficiently move products to maximize freshness and selling time.   <b>REFINE PRODUCT MANAGEMENT</b> Align purchases with sales as closely as possible and find secondary outlets for surplus. Build out systems and processes for optimal on-site handling.   <b>MAXIMIZE PRODUCT UTILIZATION</b> Design facilities, operations, and menus to use as much of each product as possible. Upcycle surplus and byproducts into food products.   <b>RESHAPE CONSUMER ENVIRONMENTS</b> Drive consumers towards better food management and less waste by creating shopping, cooking, and eating environments that promote those behaviors. Shift culture to place more value on food and reduce waste.   <b>STRENGTHEN FOOD RESCUE</b> Further the rescue of high-quality, nutritious food by increasing capacity, addressing bottlenecks, and improving communication flow.   <b>RECYCLE ANYTHING REMAINING</b> Find the highest and best use for any remaining food or food scraps in order to capture nutrients, energy, or other residual value.	 <b>OPTIMIZE THE HARVEST</b>	 <b>ENHANCE PRODUCT DISTRIBUTION</b>	 <b>REFINE PRODUCT MANAGEMENT</b>	 <b>MAXIMIZE PRODUCT UTILIZATION</b>	 <b>RESHAPE CONSUMER ENVIRONMENTS</b>	 <b>STRENGTHEN FOOD RESCUE</b>	 <b>RECYCLE ANYTHING REMAINING</b>
	Buyer Spec Expansion	Decreased Transit Time	Assisted Distressed Sales	Active & Intelligent Packaging	Meal Kits	Donation Coordination & Matching	Centralized Anaerobic Digestion
	Gleaning	First Expired First Out	Decreased Minimum Order Quantity	Manufacturing Byproduct Utilization (Upcycling)	Buffet Signage	Donation Education	Community Composting
	Imperfect & Surplus Produce Channels	Intelligent Routing	Dynamic Pricing	Manufacturing Line Optimization	Consumer Education Campaigns	Donation Storage Handling & Capacity	Centralized Composting
	Partial Order Acceptance	Temperature Monitoring (Pallet Transport)	Enhanced Demand Planning	Edible Coatings	K-12 Lunch Improvements	Donation Transportation	Co-digestion at Wastewater Treatment Plants
	Field Cooling Units	Reduced Warehouse Handling	Increased Delivery Frequency	Improved Recipe Planning	Package Design	Donation Value-Added Processing	Home Composting
	In-Field Sanitation Monitoring	Advanced Shipment Notifications	Markdown Alert Applications	In-House Repurposing	Portion Sizes	Blast Chilling to Enable Donations	Livestock Feed
<b>Modeled Solutions</b>	Innovative Grower Contracts	Early Spoilage Detection (Hyperspectral Imaging)	Minimized On-Hand Inventory	Precision Food Safety	Small Plates	Donation Reverse Logistics	Waste-Derived Agricultural Inputs
	Labor Matching	Inventory Traceability	Temperature Monitoring (Foodservice)	Discount Meal Plates	Standardized Date Labels	High-Frequency Reliable Pickups	Insect Farming
	Smaller Harvest Lots	Modified Atmosphere Packaging System	Waste Tracking (Foodservice)	Employee Meals	K-12 Education Campaigns	Established Relationships with Businesses	Rendering
	Improved Communication for Planting Schedules	Vibration & Drops Tracking	Low Waste Event Contracts	Larger Quantities for Take Home	Trayless	Culling SOPs	Waste-Derived Processed Animal Feed
	Sanitation Practices & Monitoring	Optimized Truck Packing, Loading & Unloading (e.g., Cross-Docking)	Direct to Consumer Channels	Small and Versatile Menus	Home Shelf-life Extension Technologies		Waste-Derived Bioplastics
	Optimized Harvesting Schedules	Enforcing Cold Chain SOPs	Online Marketplace Platform	Sous-Vide Cooking	Smart Home Devices		Waste-Derived Biomaterials
	On-Farm / Near-Farm Processing	Regular Maintenance on Refrigerated Trucks	Online, Advanced Grocery Sales		Waste Conscious Promotions		Enabling Technologies (e.g. depackaging and pre-treatment)
<b>Unmodeled Solutions</b>	Local Food Systems	Cross-Docking	Precision Event Attendance		Frozen Value-Added Processing of Fresh Produce		Separation & Measurement
	Clear Product Ownership		Repackaging Partially Damaged Products		Customizable Menus/Options		Relationships with Waste Haulers
			Retail Automated Order Fulfillment		To-Go Offerings		Waste Audits by Waste Haulers
			SKU Rationalization		Free Items Offered Upon Request (e.g., bread, chips)		
			Markdowns		Storytelling (e.g. product impact, source, upcycled ingredient components)		
			Optimal Storage				
			Reduced Displays				
<b>Best Practices</b>			Optimized Walk-In Layouts				