Deal Flow Report:
Investment Opportunities
ISSUE 17

For more information, contact us
FunderCircle@refed.org
Investment Opportunities

As a member of the Food Waste Funder Circle, you will receive this monthly Deal Flow Report, which provides an overview of companies in the food waste sector that are currently seeking investment capital (including equity, debt, guarantees, and PRIs). **This month's report includes 45 for-profit companies, 5 nonprofit organizations, and a total of USD $97M in funding opportunities** (this information comes from self-reported data from solution providers who filled out our funding survey). The report also includes 4 new deals since our last report, which are highlighted in green in the summary table.

There is a companion deal flow report with nonprofit and for-profit companies seeking philanthropic funding, which you can find in the FWFC monthly email. You may see overlap between the two reports, as for-profits and nonprofits may be seeking a variety of funding types.

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 ([FunderCircle@refed.org](mailto:FunderCircle@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](https://www.refed.org). We've indicated which action areas each company addresses in the table of contents using the following icons:

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

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

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<tr>
<th>Page</th>
<th>ReFED Action Area</th>
<th>Organization</th>
<th>Org Type</th>
<th>Annual Revenue (USD)</th>
<th>Ask Amount (USD)</th>
<th>Capital Type</th>
<th>Equity Round in Raise (if applicable)</th>
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</thead>
<tbody>
<tr>
<td>6</td>
<td>Optimize the Harvest</td>
<td>FarmMatch</td>
<td>For-profit</td>
<td>$7,500,000</td>
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<td>Optimize the Harvest</td>
<td>Miyonga Fresh Greens</td>
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<td>Refine Product Management</td>
<td>GoodToEat</td>
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<td>Kigui</td>
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<td>11.</td>
<td>Maximize Product Utilization</td>
<td>Beer Crisps</td>
<td>For-profit</td>
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<td>Maximize Product Utilization</td>
<td>Bygg Foods</td>
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<td>CIRELY</td>
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<td>12.</td>
<td>Maximize Product Utilization</td>
<td>Circular Food Co.</td>
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<td>$950,000</td>
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<td>Maximize Product Utilization</td>
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<td>Maximize Product Utilization</td>
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<td>FloVision Solutions</td>
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<td>14.</td>
<td>Maximize Product Utilization</td>
<td>GoodSport Nutrition</td>
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<td>Maximize Product Utilization</td>
<td>Matriark Foods</td>
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<td>Maximize Product Utilization</td>
<td>NETZBO SBC</td>
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<td>16.</td>
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<td>Pulp Pantry</td>
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<td>$1,800,000</td>
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<td>Maximize Product Utilization</td>
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<td>Maximize Product Utilization</td>
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<td>Maximize Product Utilization</td>
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<td>Maximize Product Utilization</td>
<td>Willa’s Organic Oat Milk</td>
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<td>Wize Tea</td>
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<td>Reshape Consumer Environments</td>
<td>2P1, LLC dba Stay Fresh Packaging</td>
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<td>Strengthen Food Rescue</td>
<td>4MyCity Inc.</td>
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<td>Senior and Subordinated Debt, PRIs, Grants, Guarantees / letters of credit</td>
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<td>Knead Tech</td>
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<td>Strengthen Food</td>
<td>Miracle Food Network</td>
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<td>PRIs, Grants, Guarantees / letters of credit</td>
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<td>Chapul Farms</td>
<td>For-profit</td>
<td>$552,000</td>
<td>$10,000,000</td>
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<td>Recycle Anything</td>
<td>Compost Nashville</td>
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<td>Recycle Anything</td>
<td>Curbside Compost</td>
<td>For-profit</td>
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<td>Food Recycling Solutions</td>
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<td>Green Bucket Compost</td>
<td>For-profit</td>
<td>$363,000</td>
<td>$750,000</td>
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<td>Harvest Nano</td>
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<td>Loop Closing</td>
<td>For-profit</td>
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<td>PolyoseBio</td>
<td>For-profit</td>
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<td>Sinba</td>
<td>For-profit</td>
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<td>Solana Center for Environmental Innovation</td>
<td>Nonprofit</td>
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<td>$42,000</td>
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<td>Vivaria Ecologics LLC</td>
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<td>$300,000</td>
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<td>Recycle Anything Remaining</td>
<td>Wompost, LLC</td>
<td>For-profit</td>
<td>$425,000</td>
<td>$215,000</td>
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</table>
FarmMatch is an online marketplace that drives business to farmers so they can sell their food, instead of it rotting in their field.

Financial and Fundraising Details

**Current Annual Revenue:** USD $7,500,000

**Ask Amount:** USD $3,000,000

**Equity Round in Raise (if applicable):** Seed

**Use of Funds:** 80% into new hires / 20% into marketing

**Capital Type:** Equity, SAFE

**Expected Impact of Funding:** With funding, they can ramp sales up to $50,000,000 per year which will mean that all that food is converted into cash instead of it rotting in the farmers field.

Miyonga Fresh Greens grows and processes horticultural products for the export market. The product line includes: fresh produce, fruit powder, dried fruit. Miyonga empowers smallholder farmers in reducing post-harvest waste and losses while providing wholesome products that meet international standards. Additionally, it uses innovative agro-processing technology to add value to horticultural products for export and local consumption. Miyonga's innovation aims to decrease food waste which will in turn increase the revenue for smallholders. It also ensures an all year round operation addressing the challenges caused by the seasonality of fruits while creating employment in rural Kenya.

Financial and Fundraising Details

**Current Annual Revenue:** USD $523,139

**Ask Amount:** USD $1,000,000

**Equity Round in Raise (if applicable):** Series A

**Use of Funds:** For this fiscal year—2023— they have orders for and can fulfill 15 containers worth over $1 million in revenue. While their existing farmer network could supply this larger amount of fruit, they are constrained by their processing capacity. Funds would facilitate investment in factory equipment. The breakdown is as below, purchase of additional dryers and construction cost at $579,773. Purchase a truck for fruits collection - $16,781, Lease -$3,524, Increased OPEX to prepare organization for scale - $284,922 and $65,000 as working capital.

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

**Expected Impact of Funding:** 900 jobs created, and 7200 additional farmers livelihoods improved. Currently Miyonga's impact is: 30% reduction in food waste. 9,600 lives improved in FY2022 with better education, nutrition, and access to health services. 25% increase in farmer's recurring annual income. 40% women report greater empowerment & respect in family and community.
NILUS is a technology company that aims to alleviate hunger by lowering the cost of healthy food and groceries for low-income people, leveraging the power of disintermediation, food rescue and community group buying.

**Financial and Fundraising Details**

- **Current Annual Revenue**: USD $3,250,000
- **Org Type**: For-profit
- **Ask Amount**: USD $5,000,000
- **Timeline**: June 2023
- **Equity Round in Raise (if applicable)**: Series A
- **Product Stage**: Currently selling

**Use of Funds**: Achieve profitability and expand across Latin America, specifically in Peru, Colombia and Brazil

**Capital Type**: Equity, Convertible debt, Senior and subordinated debt, Grants

**Expected Impact of Funding**: By the end of 2025, Nilus will serve 487,000 people on a monthly basis saving them 25% of their disposable income in grocery spend; save the environment 442,000 tons of CO2 equivalents and the wastage of 37,243,000 cubic meters of water thanks to the food it will rescue before it is wasted.

FRESHX is an early-stage SaaS startup building an AI-driven transaction platform for the Fresh Produce industry. FreshX combines an online marketplace with real-time market data and AI-powered analytics, allowing produce buyers & sellers to connect more easily, transact more efficiently, and make data-driven decisions, resulting in lower food miles, less waste, and higher profits. Target buyers include national, regional, and local retailers, wholesalers, and foodservice companies. Target sellers include independent farms, integrated grower-shippers, and CEA companies. A beta version will launch in April 2023 and FreshX has already pre-signed up buyers and sellers for the launch.

**Financial and Fundraising Details**

- **Current Annual Revenue**: USD $0
- **Org Type**: For-profit
- **Ask Amount**: USD $1,000,000
- **Timeline**: December 2023
- **Equity Round in Raise (if applicable)**: Pre-seed
- **Product Stage**: Ready to launch

**Use of Funds**: Customer acquisition: $500k (sales team compensation, marketing, travel, etc.); Product development: $400k (engineer & developer compensation, contractor fees); Operations: $100k (hosting services, cloud computing, subscriptions, legal & regulatory)

**Capital Type**: Equity, Convertible debt, Grants, SAFE

**Expected Impact of Funding**: Estimated waste reduction of 15-20% through faster transactions and more accurate forecasting (based on prior work in the industry)
IoT Logistics, LLC provides emerging technology solutions and project management for public, private and nonprofit entities. Their focus areas are EdTech, Blockchain, Supply Chain, AgTech, Aerospace, Environment, Strategic & Crisis Communications, Interdisciplinary Collaboration, Technology Transfer & Commercialization. IoT has licensed a NASA technology for vertical farming that uses little to no water/ electricity to establish a network of food hubs that can provide necessary fruits and vegetables in food desert communities.

Financial and Fundraising Details

Current Annual Revenue: USD $35,000
Org Type: For-profit

Ask Amount: USD $1,000,000
Timeline: April 2023

Equity Round in Raise (if applicable): Pre-seed
Product Stage: Ready to launch

Use of Funds: They aim to hire and deploy mini-teams (pods) in five areas in the US that are designated food insecure or food deserts. These pods will be tasked with implementing the fresh fruit and vegetable hubs in their communities. Simultaneously, they are developing and launching an app that allows participants to click & collect (modeled after the Too Good To Go app). This allows for credit to be added to accounts where need is demonstrated.

Capital Type: Equity, Grants

Expected Impact of Funding: Their desired impact is to eliminate food waste due to supply chain gaps and inefficiencies. After studying the fruit and veg landscape for 3 years, they concluded that the optimal supply chain is no supply chain. Impact: 100% efficiency and reduction in food waste.

Ojodu, Lagos, Nigeria ● Founded: 2019 ● Time on Report: Just Added
Contact: Oluwashola Andrey Jesuseitan, Founder/ Chief Responsibility Officer, solojesuseitan@yahoo.com

Petdavela Foods is a company that works with farming communities and reduces food waste by introducing solar refrigerators to preserve the value of harvests and help their farmers to earn more. They also provide value-add processing facilities to convert vegetables into ketchup, paste and mixes for sale in supermarkets and through cooperatives.

Financial and Fundraising Details

Current Annual Revenue: USD $50,000
Org Type: For-profit

Ask Amount: USD $2,000,000
Timeline: April/ May 2023

Equity Round in Raise (if applicable): Seed
Product Stage: Currently selling

Use of Funds: Farms/extension services: $500,000; Solar Refrigerators: $500,000; Machines, factory space and sales & marketing services: $500,000; Social programs (schools, hospital and solar energy for the farming communities): $500,000.

Capital Type: Equity, Convertible debt, Venture debt, Senior and subordinated debt, Grants, Guarantees / letters of credit

Expected Impact of Funding: They expect to expand their farmers extension/cooperative to over 500,000 small holder farmers (65% women), provide social welfare programs for 50,000 households in year 1, 100,000 by year 2 and 200,000 by year 4, extend their farming operations, empower 50,000 women and youths as retail partners for their produce & products, and connect homes in the farming communities to their off grid solar to power their homes and businesses.
**San Jose, CA**  ●  Founded: 2022  ●  Time on Report: 3 Months

**Contact:** Amrutha Ragavan, Founder, amrutha@good2eat.us

**GoodToEat** is a digital marketplace for excess food where restaurants, grocery stores, cafeterias and bakeries can sell their food that would otherwise be landfilled.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD $0
- **Org Type:** For-profit
- **Ask Amount:** USD $250,000
- **Timeline:** October 2023
- **Equity Round in Raise (if applicable):** Pre-seed
- **Product Stage:** Prototype
- **Use of Funds:** Funds will be used to acquire customers and build platform
- **Capital Type:** Convertible debt, Grants
- **Expected Impact of Funding:** Every sale on GoodToEat is a rescued meal. Hence, GoodToEat will help reduce overall edible food that is wasted.

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**Mexico and Argentina**  ●  Founded: 2021  ●  Time on Report: 1 Month

**Contact:** Mauricio Kremer, CEO, mou@kigui.mx

**Kigüi** reduces food waste in stores, which represents an opportunity of $43 B throughout LATAM. Encouraging consumers to buy products that are about to expire, with considerable savings. Taking into account that all the food that is thrown away in LATAM would be enough to feed 21 M people.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD $14,000
- **Org Type:** For-profit
- **Ask Amount:** USD $500,000
- **Timeline:** July 2023
- **Equity Round in Raise (if applicable):** Pre-seed
- **Product Stage:** Currently selling
- **Use of Funds:** Growth in México; Develop technology, similar to Waze, to help people find products; New vertical B2C SaaS, for consumer insights; Reach $100 K MRR
- **Capital Type:** Equity, SAFE Note
- **Expected Impact of Funding:** Expected impact in the next 12 months: 1.000 Tn food-waste, 3.000.000 Tn reduction foodprint CO2, 2.120.000 M3 reduction foodprint water, 30% community food savings
**Metafoodx** is a seed-stage Silicon Valley startup that helps foodservice businesses to prevent food waste and optimize production planning through an AI-powered SaaS solution. The leadership team shares the passion to help foodservice businesses and has great insights into food production challenges and AI amenability to solving the challenges. They remove the data gap between back-kitchen production and true consumption through an industry-first real-time consumption tracking. They deliver customer values by providing planning tools with actionable insights and by helping staff with automatic alerts and reminders. They intend to bring customers 10X ROI in cost saving from reducing food waste, lowering COGS, and increasing efficiencies. Today, they already have 1 signed LOI, 3 active POCs, and a pipeline of over 100 vetted contacts in university & corporate dining services.

**Financial and Fundraising Details**

- **Current Annual Revenue**: USD 0.01M
- **Org Type**: For-profit
- **Ask Amount**: USD 3M
- **Timeline**: December 2023
- **Maturity Stage**: Pre-seed / Seed Stage
- **Product Stage**: Ready to launch
- **Use of Funds**: Official launch, 3 light-house customers in University and Corp dining, and $600K ARR within 10 months
- **Capital Type**: Convertible debt, Grants / Donations

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**Orbisk** has developed the world's first fully automated food waste monitor. They outfit foodservice providers' waste bins with a scale and a smart camera. The camera runs an AI image recognition algorithm that recognises ingredients from images, and it registers what food is wasted and why. By means of action-oriented dashboarding, they enable their clients to find and optimize the inefficiencies in their food providing processes, annually saving an estimated over 10,000 lbs of food waste for an average sized restaurant, worth $25,000 - $75,000.

**Financial and Fundraising Details**

- **Current Annual Revenue**: USD 2M
- **Org Type**: For-profit
- **Ask Amount**: USD 8M
- **Timeline**: December 2023
- **Maturity Stage**: Series A
- **Product Stage**: Currently selling
- **Use of Funds**: Funding will support scaling from 200 restaurants at present to 5,000 by 2025 and will contribute to scaling efforts such as growing their sales & marketing efforts, scaling their logistics network, increasing brand awareness and becoming a thought leader in the space.
- **Capital Type**: Equity, Venture debt, Senior and subordinated debt, Grants

**Expected Impact of Funding**: This funding will allow them to scale up to 5,000 locations in 2025, saving 50 million lbs of food waste annually, growing to 200 million lbs of food waste saved per year in 2027.
Beer Crisps revolutionizes the world of beer and spent grain. They don't just upcycle, they create commercially viable, modern and of course delicious snack products. Not only is the product better than the rest, their strategy and partnerships are also. They actually partner with the brewery that the grains originated from, and brand the crisps under their existing, iconic brands. This is why the clients are quickly engaged and know exactly what the product is and where it comes from.

Financial and Fundraising Details

<table>
<thead>
<tr>
<th>Current Annual Revenue: USD $260,000</th>
<th>Org Type: For-profit</th>
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<tbody>
<tr>
<td>Ask Amount: USD $1,500,000</td>
<td>Timeline: July 2023</td>
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<tr>
<td>Equity Round in Raise (if applicable): Pre-seed</td>
<td>Product Stage: Ready to launch</td>
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Use of Funds: Majority of funding is capital equipment as they plan to build their own production line. They also plan to cover ingredient stock holding, packaging material, designs, civil/mechanical/electrical work

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

Expected Impact of Funding: Their impact is more than just food waste. Not only will they be diverting thousands of pounds of spent grain into great tasting snacks, but due to their unique process they do not use any water during production. Reduce, Re-use, Re-water!

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Bygg Foods is launching an environmentally friendly-plant based milk in 2023. Bygg's main ingredient is upcycled barley, and Bygg is better for the planet, without asking consumers to sacrifice on price, flavor, or functionality.

Financial and Fundraising Details

<table>
<thead>
<tr>
<th>Current Annual Revenue: USD $0</th>
<th>Org Type: For-profit</th>
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<tbody>
<tr>
<td>Ask Amount: USD $1,500,000</td>
<td>Timeline: June 2023</td>
</tr>
<tr>
<td>Equity Round in Raise (if applicable): Seed</td>
<td>Product Stage: Prototype</td>
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Use of Funds: Finalize R & D and launch 3 SKUs

Capital Type: Convertible debt

Expected Impact of Funding: Each 32 oz container takes 3 lbs. of spent grain out of landfill or from animal feed.
**CIRCLY** creates certified upcycling natural cosmetics made from used materials (facial care, body care and lip care).

**CIRCLY**

- **Country:** Germany
- **Founded:** 2019
- **Time on Report:** 1 Month
- **Contact:** Oliver Kremer, Co-Founder, okremer@foodignity.eu

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD $60,000
- **Org Type:** For-profit
- **Ask Amount:** USD $100,000
- **Timeline:** June 2023
- **Equity Round in Raise (if applicable):** Seed
- **Product Stage:** Currently selling
- **Use of Funds:** New Products and Marketing Staff
- **Capital Type:** Equity, Convertible debt, Venture debt

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**Circular Food Co** gives food brands the opportunity to achieve their sustainability targets by using upcycled food ingredients.

**Circular Food Co**

- **Location:** Tullamore, Offaly, Ireland
- **Founded:** 2020
- **Time on Report:** 2 Months
- **Contact:** Ruairi Dooley, Co-Founder, ruairi@biasol.ie

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD $70,000
- **Org Type:** For-profit
- **Ask Amount:** USD $950,000
- **Timeline:** June 2023
- **Equity Round in Raise (if applicable):** Seed
- **Product Stage:** Currently selling
- **Use of Funds:** Grow the team (Food Technologist, Sales) 65%, R&D / IP 25%, Marketing (Trade shows) 10%. The key commercial milestone is to reach 100k MRR by year 3
- **Capital Type:** Equity, Convertible debt, Venture debt
Clever Fruit Production upcycles fruit waste to develop fermented natural health ingredients. These are powders that can be used in functional foods or dietary supplements and as such provide a health benefit to consumers beyond basic nutrition. They have a targeted plan of gaining a long-term, guaranteed supply to the world's best fruit, often called superfruit. They plan to biotransform too-ugly-for-the-store fruit. They use a proprietary multi-fermentation technology to supercharge the goodness in fruit, increasing the fruit's potency. They have targeted ten superfruit, each of which is recognized by global health regulators for their 'historic' health benefits. Clever plans to lead the way, producing technology, thought leadership documentation and licensing to spread its value proposition. This year it is sponsoring a study, funded by a national government, to study the impact of fermentation on the sustainability and ecology of their key fruit industries.

Financial and Fundraising Details

**Current Annual Revenue:** USD $200,000  
**Org Type:** For-profit

**Ask Amount:** USD $1,500,000  
**Timeline:** May 2023

**Equity Round in Raise (if applicable):** Pre-seed  
**Product Stage:** Currently selling

**Use of Funds:** Key to 2023 is new consumer product launches. They are an ingredient developer who licenses its technology to receive licensing fees and royalties. When they enter a Joint Venture Agreement (or similar structure), they also have the opportunity to earn direct consumer revenue and profit margin. They are negotiating their third license agreement with a consumer beverage company and expect a fourth to begin in March. In 2023, their OKRs included the 1. Development plans for production facilities, 2. Use of 3 superfruit to create 3 Branded Ingredients 3. Sign 4 license agreements with consumer product manufacturers, 4. With at least 4 consumer product launches, and 5. Start development of their 1st specific health claim for their branded ingredient leveraging the world's #1 superfruit – North America's wild blueberry. 6. Secure $1.5m in new financing, continue over 50% non-dilutive. 7. 2 White Papers of Food Waste (farm loss)

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

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EggTech Ltd. has developed a patented process and utilizes an existing wastestream from a particular type of food processing operation in order to offset their 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, including nutraceuticals/natural health, pharmaceuticals, food fortification, cosmetics and personal care. The material is an upcycled, eco-friendly, and sustainable alternative to the traditional mined resource material that is being used across these sectors currently.

Financial and Fundraising Details

**Current Annual Revenue:** USD $0  
**Org Type:** For-profit

**Ask Amount:** USD $5,000,000  
**Timeline:** July 2023

**Equity Round in Raise (if applicable):** Seed  
**Product Stage:** Ready to launch

**Use of Funds:** Capital equipment to outfit the first EggTech commercial production facility. Also included in the use of funds is engineering, installation, general overhead, and lead-up to commencement of commercial production.

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

**Expected Impact of Funding:** The technology would alter the landscape of the poultry and egg industry and the calcium nutritional marketplace, and provide a solution that is scalable and viable for global liquid-egg processing operations.
**FloVision Solutions** increases food yield, quality control, and staff accountability for food processors by integrating compact sensors that automatically measure food performance, defects, process errors, and lost yield while providing real-time feedback. Food processing is very complex. In a typical protein processing plant, 5,000 animals are processed a day. Each has 40-50 different cuts of meat, and EVERYTHING is unique because the product is biological. Almost every step is still manual - a human with a knife. FloVision's platform of sensors, machine learning models, and software analytics are scalable across the food industry, starting with beef and pork, with a vision to expand across poultry, high value produce, and food service. FloVision Solutions has $440k ARR currently being installed across 3 continents. Signed revenue for 2023 is already 3x last year, and on target to reach $1M ARR in December 2023.

**Financial and Fundraising Details**

- **Current Annual Revenue**: USD $440,000  
  **Org Type**: For-profit

- **Ask Amount**: USD $2,000,000  
  **Timeline**: May 2023

- **Equity Round in Raise (if applicable)**: Seed  
  **Product Stage**: Currently selling

**Use of Funds**: Predominant use of funds is to increase FloVision's engineering bandwidth to work on multiple features and products in parallel. As they approach $1M ARR, they will formalize the sales and marketing process with increased staff.

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

**Expected Impact of Funding**: FloVision targets 400,000kg CO2eq reduction from yield efficiencies in 2023. FloVision targets a 1% reduction in GHGs by optimizing the food chain in the long term.

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**GoodSport**

**GoodSport Nutrition** is a first-of-its-kind, Upcycled Certified™ sports drink made with ingredients from natural sources with 3x the electrolytes and 33% less sugar than traditional sports drinks that's backed by science to provide rapid and long-lasting hydration by harnessing the electrolytes and carbohydrates found in milk. Milk is a naturally rich source of the essential electrolytes and carbs needed for optimal hydration. Ultrafiltration lets us extract milk's electrolytes, carbs and B vitamins and removes its protein to create a clear, refreshing liquid. Dairy companies ultrafilter milk to capture its protein for use in products like protein powders. When they do, they leave behind the clear liquid they use to make GoodSport. By rescuing and upcycling this nutrient-rich part of the milk called milk permeate, they reduce the environmental impact of its disposal, prevent millions of tons from going to waste and improve the value of the food system.

**Financial and Fundraising Details**

- **Current Annual Revenue**: USD $1,000,000  
  **Org Type**: For-profit

- **Ask Amount**: USD $5,000,000  
  **Timeline**: May 2023

- **Equity Round in Raise (if applicable)**: Series A  
  **Product Stage**: Currently selling

**Use of Funds**: They recently launched in over 1,000 Walmart stores. They are raising capital to support their growth and expanding retailer partnership opportunities. Funding will be used to support sales and marketing with a focus on in-store activations and sampling. They expect the outcome to grow their store count and revenue.

**Capital Type**: Equity, Grants

**Expected Impact of Funding**: Millions of tons of milk permeate are generated daily. Sports drinks are a $10B+ industry with a household penetration of 54%. If GoodSport were to take just a small share of the category, they would make a huge impact on food waste. They expect to upcycle 1.6 million pounds annually as soon as 2024.
Matriark Foods upcycles farm-surplus and fresh-cut remnants into healthy products for foodservice and retail. They have created a supply chain from large fresh-cut facilities, aggregators, and farmers with all the traceability and food safety requirements to be able to manufacture at a large commercial scale into Tetra ReCart as well as Scholle bags and drums. Their pipeline includes Foodbuy (the largest GPO in North America) that services Compass Group and 80,000 additional members (from restaurants to foodbanks).

Financial and Fundraising Details

- **Current Annual Revenue**: USD 0.5M
- **Ask Amount**: USD 1.5M
- **Maturity Stage**: Growth Stage
- **Org Type**: For-profit
- **Timeline**: March 2023
- **Product Stage**: Currently selling

**Use of Funds**: To get to 2M in revenue in 2023 and 5M in revenue by 2024 they need: Inventory/Production costs - $600K; Working capital - $500K; Operations and staff - $275K; Product development - $75K; Marketing and branding - $50K

**Capital Type**: Equity, Convertible debt

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NETZRO is a state-of-art food upcycling platform that helps power the safe capture and conversion of industrial food and beverage byproducts into new sustainable upcycled food ingredients at scale. The platform includes proprietary equipment, knowledge and connections in the upcycled food industry for the sale of upcycled ingredients. As an upcycled platform company, NETZRO is creating a new environmental and economic standard for reducing global food waste and has built an ecosystem of farmers, producers, distributors, retailers, restaurants, consumers and regulators, all working together to pioneer a circular food economy. Working with large and small-scale food producers across the country, NETZRO has created proprietary equipment that reduces wasted food and includes patent pending food technology process to recover food byproducts into nutritious, versatile upcycled functional ingredients that are good for the planet, for consumers and animals.

Financial and Fundraising Details

- **Current Annual Revenue**: USD $250,000
- **Ask Amount**: USD $1,250,000
- **Equity Round in Raise (if applicable)**: Seed
- **Org Type**: For-profit
- **Timeline**: August 2023
- **Product Stage**: Ready to launch

**Use of Funds**: Design build engineering for next generation equipment; Separation equipment development; Supplies for storage; Wycliff Facility Food Safety Upgrade; Product/Market development; Calcium++ Cert Product/Market development; Software Development; Legal Fees: IP (data model) & Licensing; General Operating costs

**Capital Type**: Convertible debt

**Expected Impact of Funding**: Eggshell waste recovered from one egg producer equals 121 million pounds per year of upcycled calcium and collagen which diverts eggshell waste from being inappropriately land applied.
Pulp Pantry creates value by transforming low-cost, produce-centric upcycled inputs into premium-priced, high-margin foods at scale. Their flagship product is a line of real veggie chips made from organic produce with meaningful nutrition.

Financial and Fundraising Details

- **Current Annual Revenue**: USD $1,000,000
- **Ask Amount**: USD $1,800,000
- **Equity Round in Raise (if applicable)**: Seed
- **Org Type**: For-profit
- **Timeline**: May 2023
- **Product Stage**: Currently selling

**Use of Funds**: Seeking $1.8MM in growth capital to complete core team, support omnichannel growth and fund marketing to support in-place demand and a growing retail pipeline

**Capital Type**: Equity, Convertible debt, Grants, Guarantees / letters of credit

**Expected Impact of Funding**: Their products have achieved 50% upcycled content, and they’ve upcycled over 100,000 tons of produce in the past 3 years with their line of Pulp Chips.

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Revival Cacao has been engaged in the harvest, fermentation and export of fine flavor cacao from Mexico for over 5 years. Hand-in-hand with smallholder farmers and co-ops. 80% of the cacao fruit (the fruit pulp and the cacao husk mainly) is invariably discarded all over the world, as only the cacao bean, 20% or less of the total weight, is valued to make chocolate. This problem motivated them to team up with a Mexican businesswoman and food technologist to set up Mexico’s first cacao fruit pulp processing plant in Tabasco. Their aim is to upcycle the whole fruit and turn it into almost 20 B2B and B2C food products, grouped in 3 product families matching the 3 parts of the fruit: pulp, husk and cacao bean. Among the products they find gluten-free cacao husk flour, frozen pulp, concentrated cacao juice syrup, freeze-dried pulp, fine flavor cacao beans and chocolate, cacao fruit wine or fruit leather snacks among others. They own and operate a fully equipped plant in Tabasco.

Financial and Fundraising Details

- **Current Annual Revenue**: USD $150,000
- **Ask Amount**: USD $300,000
- **Equity Round in Raise (if applicable)**: Seed
- **Org Type**: For-profit
- **Timeline**: May 2023
- **Product Stage**: Currently selling

**Use of Funds**: Their current investment amounts to at least USD 1.3 million (25 million Mexican Pesos) worth of machinery, equipment, land and buildings and not including intangibles such as patents that they own. They would use the financing for: Capital expenditure and Working capital.

**Capital Type**: Equity, Convertible debt

**Expected Impact of Funding**: By processing 3.5 million cacao fruit pods during one year, over 170 smallholder families would benefit. 50 tons of fruit pulp would be processed into several B2B (ingredients) and B2C food products. 120 tons of cocoa beans would be processed into chocolate. 180 tons of dried fruit husk would be turned into nutrient-rich compost.
SAVRpak leverages physics and the principles of thermodynamics to combat condensation, keeping food fresher, longer. They stop waste before it happens.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD $1,000,000
- **Org Type:** For-profit
- **Ask Amount:** USD $5,000,000
- **Timeline:** May 2023
- **Equity Round in Raise (if applicable):** Series A
- **Product Stage:** Currently selling

**Use of Funds:** They will leverage funding to support manufacturing in Mexico, further product development, and support their Retail business including Costco and other retailer launches.

**Capital Type:** Equity

**Expected Impact of Funding:** For berries alone, they expect to save $200M annually, equating to 72 million pounds.

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SCO2 leverages award-winning, patented, extraction technology to upcycle food and ag waste into high value oils, essences, flavors, etc. for use in food, cosmetic and pharmaceutical applications. Their mission is to build a robust, sustainable supply chain anchored by three major impact goals: 1. Capture lost value in food and ag waste and divert it from landfills; 2. Help growers and processors build a new, long-term revenue opportunity; 3. Leverage the buying power of industry players to purchase sustainably sourced products at scale and directly reduce the environmental impact. SCO2 is a seed stage company poised to ramp up operations. They have experienced leadership, the right technology, patents, test results, strategy, business model and their first customer ($500k in revenue).

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD $500,000
- **Org Type:** For-profit
- **Ask Amount:** USD $2,500,000
- **Timeline:** June 2023
- **Equity Round in Raise (if applicable):** Seed
- **Product Stage:** Ready to launch

**Use of Funds:** 1. Accelerate mapping the feedstock value chain, 2. Engage formulators / chemical engineers, 3. Advanced feedstock testing, 4. Sales Development, 5. Key hires

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

**Expected Impact of Funding:** SCO2 Extraction Tech can scale to industrial size, processing 70 tons of material per hour which is unlike any other supercritical CO2 extraction capability. This means SCO2 can divert millions of tons of food waste from landfills and reduce transportation and handling impact.
Upcycled Foods, Inc. powers the B2B upcycled food economy and has emerged as a leading ingredient tech venture. They utilize a patented food upcycling technology to valorize nutritious but overlooked materials like “spent” brewers’ grains, creating nutrient-dense, low footprint ingredients that large consumer food brands are eager to innovate around.

**Financial and Fundraising Details**

- **Current Annual Revenue:** N/A
- **Ask Amount:** USD $2,000,000
- **Equity Round in Raise (if applicable):** Seed
- **Use of Funds:** Monetizing extensive B2B pipeline, optimize and expand production capacity (incorporating additional waste streams, gluten-free ingredients, other R&D), integrating milling to optimize COGS, select key hires.
- **Capital Type:** Convertible debt
- **Expected Impact of Funding:** Annual U.S. impact potential includes 1.87M tons of food waste diversion, 4.85 metric tons CO2e emissions reduction, 446B gallons of water saving, 2.83k new jobs

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**WAJU Water** is the world’s first beverage to harness the pure water found naturally in real fruit and transform that into a sparkling beverage. By 2025, over two-thirds of the global population will face severe water shortages. Needless to say, no water should be wasted. Their refreshingly positive environmental impact comes from their proprietary method of sourcing water. Through strategic partnerships with some of the country's largest fruit suppliers, they save and upcycle the water offstream from pressed fruit that they amass when concentrating juice.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD $125,000
- **Ask Amount:** USD $875,000
- **Equity Round in Raise (if applicable):** Seed
- **Use of Funds:** They will primarily use the investment funds to support new store growth as they selectively expand from 400 to 1,200 stores within the following 12 months. The result will be higher velocities, bolstering their sales story and helping increase demand from other major retailers as they look to grow their presence and accessibility to a larger audience. Additionally, they will invest in operational efficiency from production to delivery to store, ensuring that they are optimized to deliver their beverages effectively and consistently throughout the country.
- **Capital Type:** Equity, Convertible debt, Venture debt, Grants
- **Expected Impact of Funding:** Their water has the potential to make a monumental impact by contributing to a sustainable ecosystem. Already, WAJU has upcycled over 40,000 liters of water that would have otherwise been discarded. By upcycling this sustainable and replenishable source, the WAJU brand alone will save upwards of 80 million liters of water per year.
**Willa's Organic Oat Milk** is on a mission to create plant based milk that tastes as good as it is for people and the planet. Willa's is the only oat milk to use the whole entire oat. It is well documented other oat milks discard 20-30% of the oat material, typically into landfills. They filter out the healthiest parts of the oat! Willa's use of the whole oat means nothing good is wasted. It gives Willa's a smooth taste, makes it lower in sugar, and maintains the benefits of oats (protein & prebiotic fiber).

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD $1,000,000
- **Org Type:** For-profit
- **Ask Amount:** USD $1,500,000
- **Timeline:** April 2023
- **Equity Round in Raise (if applicable):** Seed
- **Product Stage:** Currently selling

**Use of Funds:** $1.5M to accelerate growth and 12 - 18 month runway. MARKETING: $300k to drive accelerated retail growth and velocities, leverage focused advocate communities, PR and targeted influencer outreach. grow Willa's Amazon and DTC subscription busines SALES AND HIRES: $500K - Expanded hours for contractors and key hires.

**Capital Type:** Equity, Convertible debt, Venture debt, Senior and subordinated debt, Grants

**Expected Impact of Funding:** Plant based milk makes up 30% of the plant based category and is the fastest growing segment within the plant based category. Plant based milk is double the size of plant based meat and growing faster. With most plant milks involving significant food waste, and with 20-30% of the oat material typically being wasted in the processing of oat milk, Willa's has an enormous opportunity to lead the category on a new, truly sustainable path.

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**Wize Tea** uses modern tea techniques to enhance the taste and unlock the true health potential of coffee leaf tea. After discovering the health benefits behind arabica coffee leaves the co-founders of Wize realized their use wasn't common and that they were mostly overlooked and wasted in most parts of the world. In the economical cycle of a coffee farm, the farmers would actually only harvest the coffee beans for roughly 3 months of the year, and not have any other source of income once this season would be over. They realized the coffee leaves could be used as a way to offset this seasonality, and create additional revenue for coffee farmers.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD $500,000
- **Org Type:** For-profit
- **Ask Amount:** USD $250,000
- **Timeline:** April 2023
- **Equity Round in Raise (if applicable):** Seed
- **Product Stage:** Currently selling

**Use of Funds:** Funding will allow them to keep the momentum around their newly launched Sparkling Iced Tea. It will be directed towards working capital for their Spring 2023 production run. It’s also dedicated to growing their sales and marketing presence, with hiring brand ambassadors and brand reps to check on accounts in all their key markets.

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

**Expected Impact of Funding:** They are looking to reduce coffee farm waste by 30,000 kg of coffee leaves, while being able to generate 32,000 work hours over 100+ jobs on their co-founder's farm in Nicaragua. This will help generate $90,000 in direct revenue for the farmers, while helping to reduce the seasonal migration during the off-season.
2P1 LLC dba Stay Fresh Packaging potentially eliminates in-home food waste for perishable products such as milk, bread, produce, meat/poultry/seafood. Through the use of patented, multi-compartment containers, the in-home freshness life is doubled which ensures the entire contents can be consumed without waste.

Financial and Fundraising Details

Current Annual Revenue: USD $0
Ask Amount: USD $4,700,000
Equity Round in Raise (if applicable): Seed

Use of Funds: Their goal is to secure test commitments from 1 or 2 major food retailers. The initial $500k would be spent to 1) produce a "professional" presentation, 2) retain a PR firm to develop and distribute content within the Food Industry to reach C-Suite individuals, and 3) legal fees to develop and negotiate licensing agreements and test agreements. Successful test results will allow us to expand nationally with retailers who tested and to expand to other retailers. Spending plans for the additional $4.2M are presented in the Business Plan and accompanying Excel spreadsheets.

Capital Type: Equity, Convertible debt

Michigan State University's research aims to determine to what extent packaging features could reduce HFW. Packaging features that have the potential to prevent HFW include, but not limited to, being easy to open, pour, empty, serve, dose, read, store as well as being resealable, tamper-proof, apportion-control, transparent, size-wise suitable for the household, and rigid. According to the ReFED’s 2016 report, the top 3 solutions for preventing food waste in businesses and homes are standardized date labeling on packages, consumer education campaigns, and packaging adjustments. Packaging adjustments are the focus of their project. The study will provide relevant insights and recommendations, which, in turn, lay out a foundation for educating consumers (in terms of selecting appropriate food packaging), as well as policy makers (in terms of packaging adjustments) that will eventually lead to the prevention of the HFW.

Financial and Fundraising Details

Current Annual Budget: USD $50,000
Ask Amount: USD $50,000

Use of Funds Description: Launching their experiments in local communities ($25,000: approximately). Supporting a PhD student for one year ($50,000: approximately). In total: $75,000. The study will provide relevant insights and recommendations, which lay out a foundation for educating consumers (in terms of selecting appropriate food packaging), as well as policy makers (in terms of packaging adjustments) that will eventually lead to the prevention of the HFW.

Capital Type: Grants, Guarantees / letters of credit

Expected Impact of Funding: The study will provide relevant insights and recommendations for educating consumers and policy makers.
**Silos**

Silos is on a mission to eliminate food waste in the home with its smart appliance and food-safe containers. With its patented simple vacuum technology, Silos extends the shelf life of food (up to 5x), effectively reducing the amount of food that spoils. The device also seals and tags food using a built-in voice interface, and the accompanying mobile app allows consumers to track their inventory, receive notifications before food goes bad, and gain insights on how to optimize food storage. Silos offers a seamless solution to a major global problem—reducing the amount of food waste generated in households. By creating this industry-first dataset, Silo will have detailed data on what consumers store, how much of each item they have, and when those items will expire or run out. This information builds a truly smart kitchen and is a game-changing dataset for suppliers.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD $0
- **Org Type:** For-profit
- **Ask Amount:** USD $2,500,000
- **Timeline:** April 2023
- **Equity Round in Raise (if applicable):** Series A
- **Product Stage:** Ready to launch
- **Use of Funds:** The funds will be used to bring the product to market, including manufacturing and distribution efforts. This will allow the company to start selling products, validate the product-market fit, and develop and improve new and existing features. Funding will also help the company expand its reach and to continue developing the technology
- **Capital Type:** Equity, Convertible debt, Venture debt, Grants
- **Expected Impact of Funding:** Silos will help save an average of 4 lbs per week, reducing waste by 20%-50% per household.

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**4MyCity Inc.**

4MyCity Inc’s focus is on the Importance of environmental sustainability, primarily the sustainable management of food in relation to reducing organic waste. Their programs limit the harmful effects caused by organic waste on the environment while improving food security for families within their communities.

**Financial and Fundraising Details**

- **Current Annual Budget:** USD $1,714,399
- **Org Type:** Nonprofit
- **Ask Amount:** USD $2,000,000
- **Timeline:** December 2023
- **Use of Funds:** This additional funding helps to continue their work and expand operations.
- **Capital Type:** Senior and Subordinated Debt, PRIs, Grants, Guarantees / letters of credit
- **Expected Impact of Funding:** With this additional funding, they will be able to process up to 20,000 pounds of food waste daily, to convert over 5.2 Million pounds of food waste into a usable soil in 1 year.
Foodshare's goal is to fight food waste and hunger through an easy-to-use mobile app that lets people share food and other items for free. Their app is available on both the App Store and Google Play, and it's designed to be user-friendly and straightforward. Users can share items by posting a photo, description, location, and availability. They also have a unique "World's Foodbanks" section that provides information on organizations working to address food insecurity worldwide, as well as a "Street Fridges" section for public refrigerators where people can donate and take food. They've already launched their app and website, and they're currently on Product Hunt and Climate Action Slack communities to increase visibility and get feedback from users.

**Financial and Fundraising Details**

- **Current Annual Budget:** USD $100,000
- **Org Type:** Nonprofit
- **Ask Amount:** USD $150,000
- **Timeline:** July 2023
- **Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capacity building

**Use of Funds Description:** A portion of the grant funding will be allocated towards incentivizing the team, which may include bonuses for meeting performance goals or professional development opportunities. Additionally, they plan to invest in equipment and resources to increase their efficiency, such as purchasing new software or upgrading their technology infrastructure. They are exploring potential growth opportunities, including relocating to the US to tap into a larger market and valuable resources.

**Capital Type:** Senior and Subordinated Debt, PRIs, Grants, Guarantees / letters of credit

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**knead**

Knead Tech is a software company that enables simple food recovery through an app to meet the global challenge of food waste.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD $0
- **Org Type:** For-profit
- **Ask Amount:** USD $500,000
- **Timeline:** July 2023
- **Equity Round in Raise (if applicable):** Pre-seed
- **Product Stage:** Ready to launch
- **Use of Funds:** Sales, marketing, white label development, business growth.
- **Capital Type:** Equity, Convertible debt, Venture debt, Grants
Miracle Food Network connects thousands of people each week to surplus, recovered, repurposed food through a large volunteer pool. Their decentralized approach working from food hubs and through their collaborators allows them to operate anywhere where they find the core essentials to sustainably function. They currently impact 4 counties in Western Washington, Northern Los Angeles, and soon in Ohio. MFN is piloting food distribution on 3 college campuses. It is also creating technology solutions to connect more people to food sources in real time, including AI predictions of where & how much food should be staged to meet distribution point loads.

**Financial and Fundraising Details**

- **Current Annual Budget**: USD $300,000
- **Org Type**: Nonprofit
- **Ask Amount**: USD $500,000
- **Timeline**: June 2023
- **Use of Funds**: Use of funds will be dedicated to hiring high-level skilled professionals to manage and deliver the MFNconnect prototype. This program will demonstrate the ability to connect people to surplus food in real time.
- **Capital Type**: PRIs, Grants, Guarantees / letters of credit
- **Expected Impact of Funding**: The impact on food waste reduction from MFNconnect programming will allow massive amounts of time-sensitive perishable food to connect with hungry people before the food is no longer fit for human consumption.

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Replate's mission is to reduce food waste and mitigate climate change across the globe. They are a food rescue solution that operates at the intersection of technology and impact. Replate was founded in 2016 by Maen Mahfoud, CEO, whose vision as a Syrian immigrant was to solve food waste and food insecurity through a tech-enabled social enterprise focused on generating systems-level impact. They operate with the belief in harnessing technology and partnerships to better serve communities. Replate prevents food waste and improves food insecurity through an innovative online product and food rescue partnerships designed to address system constraints. The core focus is inspired by the potential to generate scaled impact through influencing businesses to take action for the intersectional benefit to climate and communities. Replate differs from other approaches in that they leverage a fee-based model for the capability to invest in scaling solutions through collaborations and tech tools.

**Financial and Fundraising Details**

- **Current Annual Budget**: USD $2,300,000
- **Org Type**: Nonprofit
- **Ask Amount**: USD $1,000,000
- **Timeline**: December 2023
- **Use of Funds**: Project- or Program-specific purposes, General operations/ unrestricted, Capacity building
- **Use of Funds Description**: Replate is fundraising $1 million to create food systems change by influencing corporate practices in order to more easily and impactfully reduce food waste while mitigating food insecurity. Activities include educating businesses, supporting community-based food recovery for reduced food waste and improved access to quality food, forming operational partnerships for increased capacity and scaled impact, and improving their data collection process to easily replicate impact measurement with a variety of partners. This funding will be allocated as follows: business education and outreach (25%), food rescue services (25%), technology development (25%), operational partnerships (15%), and G&A (10%).
- **Capital Type**: Senior and Subordinated Debt, PRIs, Grants, Guarantees / letters of credit
**Another Earth** is Earth Mart plans to build a financially stable circular market for food production, distribution, and the conversion of compostable waste to fertilizer for urban farms; completing the transformation back to food production. Earth Mart plans to convene locals by allowing the closest neighboring farms and gardeners to connect with one another to share ideas, markets, and providing an onramp to grower’s success. By supplying readily available compost, Earth Mart hopes to convert fallow backyards to productive gardens just as Uber has done with personal vehicles.

Financial and Fundraising Details

- **Current Annual Revenue:** USD $0
- **Ask Amount:** USD $1,200,000
- **Equity Round in Raise (if applicable):** Seed
- **Use of Funds:** Lease of land and initial capital expenditures
- **Capital Type:** Equity, Convertible debt, Venture debt, Senior and subordinated debt, PRIs, Grants, Guarantees / letters of credit

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**Chapul Farms** is an insect agriculture project development company that designs, builds, and operates modular insect farms that turn organic waste into high-value animal feed and fertilizer products. The company’s > $1B project pipeline has the potential to divert > 1M tons/year of organics waste from landfill, which may save over 150 tons/year GHG, produce enough frass to rehabilitate over 1M acres/year, and produce 100,000 tons/year of insect protein/fat.

Financial and Fundraising Details

- **Current Annual Revenue:** USD $552,000
- **Ask Amount:** USD $10,000,000
- **Equity Round in Raise (if applicable):** Series A
- **Use of Funds:** Chapul Farms is initiating a $10M Series A Reg D 506(c) fundraising round to accelerate the staged development of its > $1B project pipeline, break ground on its first commercial facility, invest in new research and development opportunities, and sales and marketing growth within the multi-$B opportunity of insect agriculture. A Regulation D 506(c) allows for private companies like Chapul Farms to advertise private placements to raise money from accredited investors (net worth over $1M or annual income over $200k) instead of waiting for traditional sources of capital [Commercial Project Investment & Development - 20%] [Team Development - 35%] [Sales & Marketing - 10%] [Research & Development - 9%] [Technical Training & Trials - 10%] [Chapul Innovation Facility Capex - 5%] [Working Capital - 8%] [Transaction Expenses - 3%]
- **Capital Type:** Equity, Grants

**Expected Impact of Funding:** Chapul Farms closes the loop on food production by re-integrating insects and their ecosystem services. A single insect facility processing organic waste has the potential to save 7M metric tons of GHGs each year. For comparison, that’s more than 70k homes converting to solar, or, a single facility has the potential to divert more CO2e in one year than all Tesla electric vehicles sold in 2020. Eventually, their total project pipeline has the potential to divert 150M metric tons of GHG per year.
Compost Nashville aims to reduce food waste to landfill via their residential and commercial collection programs.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD $1,135,000
- **Org Type:** For-profit
- **Ask Amount:** USD $500,000
- **Timeline:** December 2023
- **Equity Round in Raise (if applicable):** N/A
- **Product Stage:** Currently selling

**Use of Funds:** They will open a processing facility to allow us to control the product and process from start to finish. They can create a sellable product from the material they collect as opposed to their current situation where they pay to tip their material and then pay again to buy back finished compost.

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

**Expected Impact of Funding:** Increased composting facility capacity in the city of Nashville, TN.

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California Safe Soil (CSS) upcycles grocery produce and meat before it becomes waste to create highly valuable fertilizer and pet food products. CSS utilizes its patented technology of enzymatic digestion and proprietary processes while reducing GHG emissions. CSS’s suite of fertilizer products provides healthier soil and a greater crop yield for organic and conventional agriculture. CSS’s technology and processes also make a highly valuable pet food ingredient. The $100B+ global pet food market is facing supply chain and pricing pressures. CSS has developed 4 pet food products that are higher performing with greater nutritional value at competitive pricing. CSS is working with a top pet food manufacturer to bring products to market by Q2 2023.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD $3,695,693
- **Org Type:** For-profit
- **Ask Amount:** USD $10,000,000
- **Timeline:** June 2023
- **Equity Round in Raise (if applicable):** Series A
- **Product Stage:** Currently selling

**Use of Funds:** Funds will be used to immediately expand capacity in the current plant, bolster marketing and sales in line with current commercial partnership opportunities in both the fertilizer market which demand is expected to more than double next year as well as pet ingredients.

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

**Expected Impact of Funding:** For every ton of food waste that CSS recovers, CSS reduces GHG 1.3X. Today, CSS upcycles 5,000 tons per year. With additional investment CSS will reduce 30,000 tons of food per year in food waste by upcycling that food and converting to valuable fertilizer and pet ingredients.
Curbside Compost recovers food scraps and delivers living soil. They built the company to restore the nutrient and carbon cycle to CT and NY soil. When composted, the abundant nutrients and organic matter in food scraps are captured and applied to land where they help build and conserve healthy soils. They collect from homes, schools, offices, healthcare, markets, cafes, restaurants, and events in an effort to compost all food remains, including dairy, meat, fish and bones.

**Financial and Fundraising Details**

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<tr>
<th>Current Annual Revenue: USD $1,000,000</th>
<th>Org Type: For-profit</th>
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<tbody>
<tr>
<td>Ask Amount: USD $1,000,000</td>
<td>Timeline: December 2023</td>
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<tr>
<td>Equity Round in Raise (if applicable): Seed</td>
<td>Product Stage: Currently selling</td>
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**Use of Funds:** Use of funds will be for truck equipment and truck terminal. They plan to divert 5000 tons of food waste per year from disposal with these funds.

**Capital Type:** Equity, Convertible debt, Venture debt, Senior and subordinated debt, PRIs, Grants

**Expected Impact of Funding:** With additional funding, they can recycle up to 10,000 tons per year.

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Food Recycling Solutions collects food scraps from commercial locations to divert from the landfill and then create compost for area gardeners and farmers for a closed-loop solution.

**Financial and Fundraising Details**

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<th>Current Annual Revenue: USD $250,000</th>
<th>Org Type: For-profit</th>
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<tbody>
<tr>
<td>Ask Amount: USD $5,000</td>
<td>Timeline: December 2023</td>
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<tr>
<td>Equity Round in Raise (if applicable): N/A</td>
<td>Product Stage: Currently selling</td>
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**Use of Funds:** Additional equipment – they need another organics truck to expand their collections route.

**Capital Type:** PRIs, Grants, Guarantees / letters of credit

**Expected Impact of Funding:** With an additional organics truck, they can divert an additional 1200 Tons of food scraps from the landfill each year.
**Financial and Fundraising Details**

**Green Bucket Compost** works with commercial and municipal food waste generators to create diversion programs and provide hauling services with the goal of eliminating non-edible food waste from the waste stream. Their goal is to expand the transport and processing infrastructure needed to adequately address the nation’s food waste problem.

**Current Annual Revenue:** USD $363,000  
**Org Type:** For-profit

**Ask Amount:** USD $750,000  
**Timeline:** September 2023

**Equity Round in Raise (if applicable):** Seed  
**Product Stage:** Currently selling

**Use of Funds:** Funds would be used for fleet expansion, increased headcount, and an organics only transfer station to support local anaerobic digestion facilities and increase disposal options for municipalized curbside collection programs

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

**Expected Impact of Funding:** This funding would increase the company's in-house hauling capacity and service area coverage helping to achieve price parity with MSW, making organics recycling economically viable for more generators.

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**Harvest Nano** develops proprietary technologies, equipment and processes for converting food waste (Dairy farms, cider mills) to nanocellulose compositions (NCCs) in order to meet a growing shortage and demand for cost-effective bioplastic alternatives. Farmers will benefit from a new revenue-generating process for disposing of agricultural waste, thus reducing environmental damage and economic reliance on petroleum-based plastic products. They are specifically targeting the dairy farms' agricultural waste and wastewater biosolids that are the most severe environmental challenge facing the planet today. Recycling those wastes back for human use will positively impact the environment dramatically. Dairy farms will be able to market themselves as more "green" to their clients.

**Current Annual Revenue:** USD $0  
**Org Type:** For-profit

**Ask Amount:** USD $250,000  
**Timeline:** April 2023

**Equity Round in Raise (if applicable):** Seed  
**Product Stage:** Prototype

**Use of Funds:** 38% materials, equipment and supplies (e.g., Fabrication, design, chemicals, analytic sensors, filters, enzymes) for extracting nanocellulose from food waste; 11% indirect costs (e.g., office/lab space rental, utilities); 16% nanocellulose sample testing for quality and with compounders (clients) (e.g., Zeta potential, dynamic light scattering, tensile strength); 35% personnel costs (e.g., engineering and product manager, operations research analyst, mechanical engineer, environmental technician, chemist)

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

**Expected Impact of Funding:** Food waste will be converted to valuable, profitable products that will benefit human and earth health.
**Loop Closing** deploys and supports a network of commercially available food scrap composting machines engineered for on-site use. They plan, finance, and install the right-sized composting machines and train and oversee operations. Using market-back pricing, clients pay what they currently spend to haul away food waste and are enabled to live their values and meet government mandates. In the long run, this saves clients money so they can keep their share of the $11 billion currently spent hauling away food scraps while providing the needed composting capacity that centralized systems alone have not been able to provide; remediating smells, spills, and pests; reversing climate change; generating skilled green jobs; and dismantling structural inequities for regenerating soils, communities, and the environment.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD $31,000
- **Org Type:** For-profit
- **Ask Amount:** USD $450,000
- **Timeline:** October 2023
- **Equity Round in Raise (if applicable):** Pre-seed
- **Product Stage:** Ready to launch
- **Use of Funds:** Loop Closing seeks working capital for sales and then operations staff to implement their Go-To-Market strategy, to become revenue-supported. The working capital would first enable a sales hire to interface with their target audience of prospective clients to onboard 40 clients under contract.
- **Capital Type:** Equity, Convertible debt, Venture debt, Grants

**Expected Impact of Funding:** Placing just one car or sofa-size composting machine at a commercial food waste generator on each Washington, DC block would provide enough capacity to compost all of DC’s 166,000 tons of food scraps one and a half times. The savings from eliminating the current cost to haul away this food waste would cover both the capital cost of the machines with a 4 year payback period and 200 new jobs at an $85,000 annual salary supporting operations.

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**PolyoseBio** is revolutionizing food waste upcycling by designing a novel process that pairs insect pre-processing with precision fermentation using engineered microbes. This pairing allows them to manufacture extremely high-value chemicals like sugar polymers. This leads to much higher profitability than other food waste processing options which enables larger scale. The pairing of insects and precision fermentation requires that they engineer entirely novel microbial strains that can consume the carbon source from the insect-based growth medium and convert it into target sugar polymers. This novel approach requires state of the art synthetic biology tools and methods and will produce a portfolio of microbial strains which will form the basis of their IP and competitive advantage.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD $0
- **Org Type:** For-profit
- **Ask Amount:** USD $300,000
- **Timeline:** June 2023
- **Equity Round in Raise (if applicable):** Pre-seed

**Use of Funds:** With this funding they plan to develop a microbial strain that can efficiently grow on crushed and dried insects as the sole carbon and nitrogen source without the need for additional growth supplements and to further engineer their microbe to convert the carbon source from the insect to a target sugar polymer. All of the $300k will be used for salaries, lab space, equipment, and consumables.

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

**Expected Impact of Funding:** For every ton of sugar polymer they produce they process about 600 tons of food waste. Their 2030 goal is to be at an annual run rate of 1,000 tons of sugar polymer.
**sinba** turns food waste into nutritious, low carbon animal feed at an industrial scale.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD $750,000
- **Org Type:** For-profit
- **Ask Amount:** USD $1,500,000
- **Timeline:** December 2023
- **Equity Round in Raise (if applicable):** Seed
- **Product Stage:** Currently selling

**Use of Funds:** With this funding they will open their second food waste to animal feed conversion facility in Lima, Peru. The installed capacity of this plant will be 100 tons per day of input.

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

**Expected Impact of Funding:** They expect each of their facilities to recycle 16,000 metric tons of organic waste per year, an estimated CO2 emissions reduction of 20,000 tons CO2 eq.

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**Solana Center** is widely recognized for delivering lasting novel environmental solutions. Regarding Food Waste Recycling, they showcase the feasibility of region-wide closed loop capability through partnerships between government, food-sellers, and agricultural producers. All their food recycling initiatives quantify financial and GHG impacts. Examples of models designed for widespread replication include: demonstration use of bokashi for compost pre-processing resulting in common use of bokashi as a solution for retarding food waste putrefaction; on-farm composting of restaurant food scrap producing cheaper and richer natural soil amendment resulting in county ordinance to permit farm-to-business-to-farm pathways for food waste; and creation of the first mid-scale composting demonstration center and training curriculum resulting in over 100 practitioners with skills to manage composting systems larger than residential and smaller than commercial.

**Financial and Fundraising Details**

- **Org Type:** Nonprofit
- **Ask Amount:** USD $250,000
- **Timeline:** August 2023

**Use of Funds:** Using impact-first funding, Solana Center will establish composting on closed landfill sites using AD digestate. Today, AD facilities incur the costs of transporting and disposing of digestate. Meanwhile, closed landfills are often inaccessible valuable land. The potential benefits of composting digestate and land-applying it on closed landfills will be financially evaluated, including: (1) cost savings to AD operators, (2) GHG avoided and sequestered, and (3) regained access to community assets.

**Capital Type:** Grants, Non-recourse project debt

**Expected Impact of Funding:** The San Diego County based AD operator can process 180,000 tons of organic waste feedstock per year. Today, 100 tons of digestate is generated daily from the facility. A long-term sustainable and productive use for all that digestate from food waste will alleviate the bottleneck on accepting food waste. Without closing the loop, they are not solving the food waste recycling problem. The impact and implications will have qualifiable value proportional to the amount of AD processing across the US.
**Tommy’s Compost Service** provides an outlet for food waste for donation, animal feed, and composting for both residences and businesses.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD $32,400
- **Org Type:** For-profit
- **Ask Amount:** USD $42,000
- **Timeline:** April 2023
- **Equity Round in Raise (if applicable):** N/A
- **Product Stage:** Currently selling

**Use of Funds:** The purchase of a new truck with a dump body, which allows them to triple capacity without having to hire any staff or increase any overhead costs.

**Capital Type:** Grants, Guarantees / letters of credit

**Expected Impact of Funding:** Currently, they are able to haul up to 6 1/2 tons per week. With this new equipment, they will be able to handle at least 18 tons per week.

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**Vivaria Ecologics’** mission is to reimagine food systems and how they approach food waste to create a more efficient, equitable and cleaner future. Recapture waste, revitalize the soil, renew the world. Vivaria Ecologics President and Founder, an urban planner by training, worked in food and agriculture for years at the intersection of planning, food systems and agricultural policy regionally and internationally. With a desire to establish a business focused on climate change mitigation in the food systems space, she developed the concept for a commercial scale food scraps composting facility. This pilot facility will be the first Class C Recycling Center (NJ Department of Environmental Protection designation) permitted to accept food waste in the state since the enactment of the Food Waste Recycling and Food Waste to Energy Production Law (P.L. 2020 c.24). This groundbreaking project will pave the way for the development of composting infrastructure in New Jersey.

**Financial and Fundraising Details**

- **Current Annual Revenue:** USD $0
- **Org Type:** For-profit
- **Ask Amount:** USD $300,000
- **Timeline:** June 2023
- **Equity Round in Raise (if applicable):** Pre-seed
- **Product Stage:** N/A

**Use of Funds:** They are seeking funding to cover ongoing costs for professionals and site development and equipment costs until the pilot site is operational and generating cash flow.

**Capital Type:** Grants, Guarantees / letters of credit, Low interest loans

**Expected Impact of Funding:** At full capacity, the Vivaria Ecologics Blau Road Farm Composting Facility will be diverting approximately 17,124 tons/year of food wastes from landfilling.
Wompost, LLC is a compostable waste hauler. Their vision is to provide compost collection to every single person in Colorado who wants it.

**Financial and Fundraising Details**

**Current Annual Revenue:** USD $425,000

**Org Type:** For-profit

**Ask Amount:** USD $215,000

**Timeline:** December 2023

**Equity Round in Raise (if applicable):** N/A

**Product Stage:** Currently selling

**Use of Funds:** Refinance an expensive loan for a small trash truck, and purchase an electric pickup to reduce emissions.

**Capital Type:** Venture debt, Senior and subordinated debt, Grants, Promissory Note (debt)

**Expected Impact of Funding:** Funding will allow them to grow their compostable waste collection from approximately 50 tons per month to 80 tons per month. The electric truck will reduce emissions and employee exposure to diesel fumes.
## Appendix A: ReFED’s Key Action Area Framework

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

### Unmodeled Solutions
- Gleaning
- Partial Order Acceptance
- Field Cooling Units
- In-Field Sanitation Monitoring
- Innovative Grower Contracts
- Labor Matching
- Smaller Harvest Lots
- Improved Communication for Planting Schedules
- Sanitation Practices & Monitoring
- Optimized Harvesting Schedules
- On-Farm I Near-Farm Processing
- Local Food Systems
- Clear Product Ownership

### Best Practices
- Buyer Spec Expansion
- Gleaning
- Imperfect & Surplus Produce Channels
- Partial Order Acceptance
- Field Cooling Units
- In-Field Sanitation Monitoring
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- Labor Matching
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