



**Food Waste**  
Funder Circle

Deal Flow Report:  
*Philanthropic Funding Opportunities*  
ISSUE 20



For more information, contact us

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### Philanthropic Funding Opportunities

As a member of the [Food Waste Funder Circle](#), you will receive this monthly Deal Flow Report, which provides an overview of organizations in the food waste sector that are currently seeking grant funding, including for-profit companies. **This month's report includes 46 for-profit companies, 75 nonprofit organizations, and a total of USD \$146M in funding opportunities** (this information comes from self-reported data from solution providers who filled out our funding survey). The report also includes 3 new deals since our last report, which are **highlighted in green** in the summary table.

There is a companion deal flow report with companies seeking investment capital, 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://refed.org).
- 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 Budget (USD)	Ask Amount (USD)	Capital Type
13.	 Optimize the Harvest	<a href="#">America's Grow-a-Row</a>	Nonprofit	\$2,584,973	\$100,000	Grants, Corporate donations
13.	 Optimize the Harvest	<a href="#">Family Agriculture Resource Mangt Services (F.A.R.M.S.)</a>	Nonprofit	\$500,000	\$250,000	Grants
14.	 Optimize the Harvest	<a href="#">Lisa K. Johnson Consulting</a>	For-profit	N/A	\$100,000	Grants
14.	 Optimize the Harvest	<a href="#">Marion Institute</a>	Nonprofit	\$1,185,149	\$352,409	Grants
15.	 Optimize the Harvest	<a href="#">Miyonga Fresh Greens</a>	For-profit	N/A	\$1,000,000	Equity, Venture debt, Grants
15.	 Optimize the Harvest	<a href="#">Nilus</a>	For-profit	N/A	\$1,500,000	Equity, Convertible debt, Senior and subordinated debt, Grants
16.	 Optimize the Harvest	<a href="#">Reunity Resources</a>	Nonprofit	\$65,000	\$1,700,000	Grants
16.	 Optimize the Harvest	<a href="#">Seal the Seasons</a>	For-profit	N/A	\$2,000,000	Equity, PRIs
17.	 Optimize the Harvest	<a href="#">Society of St. Andrew</a>	Nonprofit	\$4,089,098	\$9,000,000	Grants
17.	 Optimize the Harvest	<a href="#">UpRoot Colorado</a>	Nonprofit	\$300,000	\$355,000	Grants












Page	ReFED Action Area	Organization	Org Type	Annual Budget (USD)	Ask Amount (USD)	Capital Type
18.	 Optimize the Harvest	<a href="#">Yellow Farmhouse Education Center Inc.</a>	Nonprofit	\$352,500	\$20,000	Grants
18.	 Enhance Product Distribution	<a href="#">FreshX, Inc.</a>	For-profit	N/A	\$1,000,000	Equity, Convertible debt, Grants, SAFE
19.	 Enhance Product Distribution	<a href="#">IoT Logistics, LLC</a>	For-profit	N/A	\$1,000,000	Equity, Grants
19.	 Refine Product Management	<a href="#">Petdavella Foods [Nigeria Limited]</a>	For-profit	N/A	\$2,000,000	Equity, Convertible debt, Venture debt, Senior and subordinated debt, Grants, Guarantees / letters of credit
20.	 Refine Product Management	<a href="#">Flashfood</a> <i>*Catalytic Grant Fund Runner Up*</i>	For-profit	N/A	\$250,000	Grants
20.	 Refine Product Management	<a href="#">GoodToEat</a>	For-profit	N/A	\$250,000	Convertible debt, Grants
21.	 Refine Product Management	<a href="#">Metafoodx</a>	For-profit	N/A	\$3,000,000	Convertible debt, Grants
21.	 Refine Product Management	<a href="#">Orbisk</a>	For-profit	N/A	\$8,000,000	Equity, Venture debt, Senior and subordinated debt, Grants
22.	 Maximize Product Utilization	<a href="#">Beer Crisps</a>	For-profit	N/A	\$1,500,000	Equity, Convertible debt, Venture debt, Grants
22.	 Maximize Product Utilization	<a href="#">Clever Fruit Products Inc.</a>	For-profit	N/A	\$1,500,000	Equity, Convertible debt, PRIs, Grants
23.	 Maximize Product Utilization	<a href="#">EggTech Ltd.</a>	For-profit	N/A	\$5,000,000	Equity, Convertible debt, Venture debt, Grants












Page	ReFED Action Area	Organization	Org Type	Annual Budget (USD)	Ask Amount (USD)	Capital Type
23.	 Maximize Product Utilization	<a href="#">FloVision Solutions</a>	For-profit	N/A	\$2,000,000	Equity, Convertible debt, Grants
24.	 Maximize Product Utilization	<a href="#">GoodSport Nutrition</a>	For-profit	N/A	\$5,000,000	Equity, Grants
24.	 Maximize Product Utilization	<a href="#">Matriark Foods</a>	For-profit	N/A	\$195,000	Equity, Grants
25.	 Maximize Product Utilization	<a href="#">Mighty Cricket</a>	For-profit	N/A	\$500,000	Equity, Convertible debt, Grants
25.	 Maximize Product Utilization	<a href="#">Mixtape FoodCo</a>	For-profit	N/A	\$500,000	Equity, Convertible debt, Venture debt, PRIs, Grants
26.	 Maximize Product Utilization	<a href="#">WAJU Water</a>	For-profit	N/A	\$875,000	Equity, Convertible debt, Venture debt, Grants
26.	 Reshape Consumer Environments	<a href="#">2P1, LLC dba Stay Fresh Packaging</a>	For-profit	\$0	\$4,700,000	Equity, Convertible debt, Grants
27.	 Reshape Consumer Environments	<a href="#">Appetite for Change</a> <i>*Catalytic Grant Fund Runner Up*</i>	Nonprofit	N/A	\$100,000	Grants
27.	 Reshape Consumer Environments	<a href="#">Californians Against Waste Foundation</a> <i>*Catalytic Grant Fund Runner Up*</i>	Nonprofit	N/A	\$75,000	Grants
28.	 Reshape Consumer Environments	<a href="#">Center for EcoTechnology, Inc.</a>	Nonprofit	\$11,568,536	\$2,500,000	Grants
28.	 Reshape Consumer Environments	<a href="#">Compostology Corp.</a>	Nonprofit	\$10,000	\$59,549	Grants, PRIs











Page	ReFED Action Area	Organization	Org Type	Annual Budget (USD)	Ask Amount (USD)	Capital Type
29.	 Reshape Consumer Environments	<a href="#">CurWaste LLC</a>	For-profit	N/A	\$250,000	Equity, Convertible debt, Grants
29.	 Reshape Consumer Environments	<a href="#">Enactus</a>	Nonprofit	\$5,750,000	\$275,000	Grants
30.	 Reshape Consumer Environments	<a href="#">Food Synergy Movie (Gaia Productions, Inc)</a>	For-profit	N/A	\$10,000	Grants
30.	 Reshape Consumer Environments	<a href="#">Galley Solutions</a> <i>*Catalytic Grant Fund Runner Up*</i>	For-profit	N/A	\$100,000	Grants
31.	 Reshape Consumer Environments	<a href="#">ICLEIUSA</a>	Nonprofit	\$1,645,000	\$10,000	PRIs, Grants
31.	 Reshape Consumer Environments	<a href="#">KitchIntentional</a> <i>*Catalytic Grant Fund Runner Up*</i>	For-profit	N/A	\$242,000	Grants
32.	 Reshape Consumer Environments	<a href="#">Kitsain</a>	For-profit	N/A	\$20,000	Grants
32.	 Reshape Consumer Environments	<a href="#">Michigan State University</a>	Nonprofit	N/A	\$50,000	Grants, Guarantees / letters of credit
33.	 Reshape Consumer Environments	<a href="#">Partnership for a Healthier America</a> <i>*Catalytic Grant Fund Runner Up*</i>	Nonprofit	N/A	\$500,000	Grants
33.	 Reshape Consumer Environments	<a href="#">Portion Balance Coalition (Georgetown University McDonough School of Business)</a> <i>*Catalytic Grant Fund Runner Up*</i>	Nonprofit	N/A	\$200,000	Grants
34.	 Reshape Consumer Environments	<a href="#">Ryp Labs</a> <i>*Catalytic Grant Fund Runner Up*</i>	For-profit	N/A	\$980,000	Grants












Page	ReFED Action Area	Organization	Org Type	Annual Budget (USD)	Ask Amount (USD)	Capital Type
34.	 Reshape Consumer Environments	<a href="#">Senator George Mitchell Center for Sustainability Solutions</a> <i>*Catalytic Grant Fund Runner Up*</i>	For-profit	N/A	\$185,745	Grants
35.	 Reshape Consumer Environments	<a href="#">Siel Environmental Services Limited</a>	For-profit	N/A	\$70,000	Grants
35.	 Reshape Consumer Environments	<a href="#">Stanford University</a> <i>*Catalytic Grant Fund Runner Up*</i>	Nonprofit	N/A	\$183,300	Grants
36.	 Reshape Consumer Environments	<a href="#">The Consumption Literacy Project</a> <i>*Catalytic Grant Fund Runner Up*</i>	Nonprofit	N/A	\$250,000	Grants
36.	 Reshape Consumer Environments	<a href="#">The Urban Food Loop Project</a>	Nonprofit	\$70,000	\$150,000	Grants
37.	 Reshape Consumer Environments	<a href="#">Urban School Food Alliance</a>	Nonprofit	\$2,028,000	\$675,000	Grants
37.	 Reshape Consumer Environments	<a href="#">Wedon'twaste, Inc.</a> <i>*Catalytic Grant Fund Runner Up*</i>	Nonprofit	N/A	\$180,000	Grants
38.	 Reshape Consumer Environments	<a href="#">World Resources Institute</a> <i>*Catalytic Grant Fund Runner Up*</i>	Nonprofit	N/A	\$250,000	Grants
38.	 Strengthen Food Rescue	<a href="#">360 Eats</a>	Nonprofit	\$157,000	\$115,000	Grants
39.	 Strengthen Food Rescue	<a href="#">412 Food Rescue</a>	Nonprofit	\$3,900,000	\$3,260,000	Grants












Page	ReFED Action Area	Organization	Org Type	Annual Budget (USD)	Ask Amount (USD)	Capital Type
39.	 Strengthen Food Rescue	<a href="#">4MyCity</a> <i>*Catalytic Grant Fund Runner Up*</i>	Nonprofit	N/A	\$2,000,000	Senior and Subordinated Debt, PRIs, Grants, Guarantees / letters of credit
40.	 Strengthen Food Rescue	<a href="#">530 Food Rescue</a>	Nonprofit	N/A	\$150,000	PRIs, Grants
40.	 Strengthen Food Rescue	<a href="#">After the Harvest</a>	Nonprofit	\$775,000	\$500,000	Grants
41.	 Strengthen Food Rescue	<a href="#">Arizona Food Bank Network</a>	Nonprofit	\$12,398,001	\$3,520,000	Grants
41.	 Strengthen Food Rescue	<a href="#">Basic Needs Inc. of South Washington County</a>	Nonprofit	\$444,000	\$50,000	Grants
42.	 Strengthen Food Rescue	<a href="#">BERIN</a>	Nonprofit	\$600,000	\$100,000	Grants
42.	 Strengthen Food Rescue	<a href="#">Boulder Food Rescue</a>	Nonprofit	\$850,000	\$30,000	Grants
43.	 Strengthen Food Rescue	<a href="#">Denver Food Rescue</a>	Nonprofit	\$1,000,000	\$60,000	Grants
43.	 Strengthen Food Rescue	<a href="#">Do Goodr</a>	Nonprofit	\$1,000,000	\$500,000	Grants
44.	 Strengthen Food Rescue	<a href="#">Epic Cure Inc</a>	Nonprofit	\$300,000	\$2,000,000	Grants
44.	 Strengthen Food Rescue	<a href="#">Equation Collaborative (dba +BOX)</a>	Nonprofit	\$998,103	\$175,000	PRIs, Grants





Page	ReFED Action Area	Organization	Org Type	Annual Budget (USD)	Ask Amount (USD)	Capital Type
45.	 Strengthen Food Rescue	<a href="#">Epic Cure Inc</a>	Nonprofit	\$300,000	\$2,000,000	Grants
45.	 Strengthen Food Rescue	<a href="#">Equation Collaborative (dba +BOX)</a>	Nonprofit	\$998,103	\$175,000	PRIs, Grants
46.	 Strengthen Food Rescue	<a href="#">ExtraFood</a>	Nonprofit	N/A	\$1,945,000	PRIs, Grants
46.	 Strengthen Food Rescue	<a href="#">Farm Discovery at Live Earth</a>	Nonprofit	\$634,000	\$200,000	Grants
47.	 Strengthen Food Rescue	<a href="#">Farm to Pantry</a>	Nonprofit	\$320,000	\$2,300	Grants
47.	 Strengthen Food Rescue	<a href="#">Food Connection</a>	Nonprofit	\$1,183,525	\$383,525	Grants
48.	 Strengthen Food Rescue	<a href="#">Food For Free</a> <i>*Catalytic Grant Fund Runner Up*</i>	Nonprofit	N/A	\$40,000	Grants
48.	 Strengthen Food Rescue	<a href="#">Food Forward</a>	Nonprofit	\$6,700,000	\$4,400,000	Grants
49.	 Strengthen Food Rescue	<a href="#">Food Rescue Alliance</a>	Nonprofit	\$327,000	\$177,900	Grants
49.	 Strengthen Food Rescue	<a href="#">Food Rescue Inc</a>	Nonprofit	\$82,000	\$53,000	Grants
50.	 Strengthen Food Rescue	<a href="#">Food Stash Foundation</a>	Nonprofit	N/A	\$324,113	PRIs, Grants

Page	ReFED Action Area	Organization	Org Type	Annual Budget (USD)	Ask Amount (USD)	Capital Type
50.	 Strengthen Food Rescue	<a href="#">Foodshare</a>	Nonprofit	N/A	\$150,000	Senior and Subordinated Debt, PRIs, Grants, Guarantees / letters of credit
51.	 Strengthen Food Rescue	<a href="#">Gather</a>	Nonprofit	\$2,500,000	\$1,683,700	Grants
51.	 Strengthen Food Rescue	<a href="#">Grassroots Grocery</a>	Nonprofit	\$1,000,000	\$500,000	Grants
52.	 Strengthen Food Rescue	<a href="#">Health Care Without Harm</a>	Nonprofit	\$16,500,000	\$1,065,000	Grants
52.	 Strengthen Food Rescue	<a href="#">High Desert Second Chance</a>	Nonprofit	\$372,000	\$100,000	Grants
53.	 Strengthen Food Rescue	<a href="#">Knead Tech</a>	For-profit	N/A	\$500,000	Equity, Convertible debt, Venture debt, Grants
53.	 Strengthen Food Rescue	<a href="#">Let's Eat, Inc.</a>	Nonprofit	\$20,000	\$30,000	Grants
54.	 Strengthen Food Rescue	<a href="#">Little John's Restaurant</a>	Nonprofit	\$1,200,000	\$10,000,000	Grants, Guarantees / letters of credit
54.	 Strengthen Food Rescue	<a href="#">Locker Project</a>	Nonprofit	\$576,460	\$50,000	Grants
55.	 Strengthen Food Rescue	<a href="#">Metro Food Rescue</a>	Nonprofit	\$375,000	\$119,299	Grants
55.	 Strengthen Food Rescue	<a href="#">No Time To Waste</a>	Nonprofit	\$83,025	\$43,000	Grants

Page	ReFED Action Area	Organization	Org Type	Annual Budget (USD)	Ask Amount (USD)	Capital Type
56.	 Strengthen Food Rescue	<a href="#">Oakland Communities United for Equity &amp; Justice</a>	Nonprofit	\$150,000	\$50,000	Grants
56.	 Strengthen Food Rescue	<a href="#">Replate</a>	Nonprofit	N/A	\$1,000,000	Senior and Subordinated Debt, PRIs, Grants, Guarantees / letters of credit
58.	 Strengthen Food Rescue	<a href="#">Second Chance Foods</a>	Nonprofit	\$325,000	\$200,000	Grants
57.	 Strengthen Food Rescue	<a href="#">Second Harvest Heartland</a>	Nonprofit	\$70,629,500	\$10,000,000	Grants
57.	 Strengthen Food Rescue	<a href="#">Sharing Excess</a>	Nonprofit	\$1,400,000	\$500,000	Grants
58.	 Strengthen Food Rescue	<a href="#">Super Foundation</a>	Nonprofit	\$50,000	\$5,000	Grants
58.	 Strengthen Food Rescue	<a href="#">The Farmlink Project</a>	Nonprofit	\$7,000,000	\$5,400,000	Grants
59.	 Strengthen Food Rescue	<a href="#">The Food Drive</a>	Nonprofit	\$730,000	\$160,000	Grants
59.	 Strengthen Food Rescue	<a href="#">The Nashville Food Project</a>	Nonprofit	\$3,520,560	\$50,000	Grants
60.	 Strengthen Food Rescue	<a href="#">Union of Community Development Volunteers</a>	Nonprofit	\$500,000	\$250,000	Grants
60.	 Strengthen Food Rescue	<a href="#">United Way of Palm Beach County</a>	Nonprofit	\$810,067	\$900,000	PRIs, Grants

Page	ReFED Action Area	Organization	Org Type	Annual Budget (USD)	Ask Amount (USD)	Capital Type
61.	 Strengthen Food Rescue	<a href="#">Waste Not Food Taxi</a>	Nonprofit	\$100,000	\$80,000	Grants
61.	 Strengthen Food Rescue	<a href="#">White Pony Express</a>	Nonprofit	\$2,664,776	\$2,664,776	Grants
62.	 Strengthen Food Rescue	<a href="#">Zambia Food Bank</a>	Nonprofit	\$50,000	\$35,000	Grants
62.	 Recycle Anything Remaining	<a href="#">Another Earth</a>	For-profit	N/A	\$1,200,000	Equity, Convertible debt, Venture debt, Senior and subordinated debt, PRIs, Grants, Guarantees / letters of credit
63.	 Recycle Anything Remaining	<a href="#">Biii.inc</a>	Nonprofit	\$150,000	\$300,000	Grants
63.	 Recycle Anything Remaining	<a href="#">Chapul Farms</a>	For-profit	N/A	\$10,000,000	Equity, Grants
64.	 Recycle Anything Remaining	<a href="#">Compost Nashville</a>	For-profit	N/A	\$500,000	Equity, Venture debt, Grants
64.	 Recycle Anything Remaining	<a href="#">Curbside Compost</a>	For-profit	N/A	\$1,000,000	Equity, Convertible debt, Venture debt, Senior and subordinated debt, PRIs, Grants
65.	 Recycle Anything Remaining	<a href="#">Curbside Compost Cooperative</a>	For-profit	N/A	\$350,000	Grants
65.	 Recycle Anything Remaining	<a href="#">Fantasia Outlet</a>	For-profit	\$250,000	\$500,000	Grants
66.	 Recycle Anything Remaining	<a href="#">Food Recycling Solutions</a>	For-profit	N/A	\$5,000	PRIs, Grants, Guarantees / letters of credit

Page	ReFED Action Area	Organization	Org Type	Annual Budget (USD)	Ask Amount (USD)	Capital Type
66.	 Recycle Anything Remaining	<a href="#">Goterra</a>	For-profit	N/A	\$15,000,000	Equity, Venture debt, Senior and subordinated debt, Grants, Guarantees / letters of credit
67.	 Recycle Anything Remaining	<a href="#">Green Box Compost</a>	For-profit	N/A	\$65,000	Grants
67.	 Recycle Anything Remaining	<a href="#">Green Bucket Compost</a>	For-profit	N/A	\$750,000	Equity, Convertible debt, Grants
68.	 Recycle Anything Remaining	<a href="#">Green City Force</a>	Nonprofit	\$7,071,563	\$574,546	Grants
68.	 Recycle Anything Remaining	<a href="#">growingSOUL — Sustainable Opportunities for Universal Learning</a>	Nonprofit	\$250,000	\$180,000	Grants
69.	 Recycle Anything Remaining	<a href="#">KC Can Compost</a>	Nonprofit	N/A	\$241,907	PRIs, Grants
69.	 Recycle Anything Remaining	<a href="#">Loop Closing</a>	For-profit	N/A	\$450,000	Equity, Convertible debt, Venture debt, Grants
70.	 Recycle Anything Remaining	<a href="#">O-Town Compost Inc.</a>	For-profit	N/A	\$120,000	Grants
70.	 Recycle Anything Remaining	<a href="#">OnSite Waste Solutions</a>	For-profit	N/A	\$250,000	Grants
71.	 Recycle Anything Remaining	<a href="#">Plant Chicago</a>	Nonprofit	\$544,000	\$200,000	Grants
71.	 Recycle Anything Remaining	<a href="#">sinba</a>	For-profit	N/A	\$1,500,000	Equity, Convertible debt, Grants

<u>Page</u>	<u>ReFED Action Area</u>	<u>Organization</u>	<u>Org Type</u>	<u>Annual Budget (USD)</u>	<u>Ask Amount (USD)</u>	<u>Capital Type</u>
72.	 Recycle Anything Remaining	<a href="#">Solana Center for Environmental Innovation</a>	Nonprofit	\$1,079,900	\$250,000	Grants, Non-recourse project debt
72.	 Recycle Anything Remaining	<a href="#">Tommy's Compost Service</a>	For-profit	N/A	\$42,000	Grants, Guarantees / letters of credit
73.	 Recycle Anything Remaining	<a href="#">Vivaria Ecologics LLC</a>	For-profit	N/A	\$100,000-\$200,000	Grants
73.	 Recycle Anything Remaining	<a href="#">Wompost, LLC</a>	For-profit	N/A	\$215,000	Venture debt, Senior and subordinated debt, Grants, Promissory Note (debt)
74.	General	<a href="#">Drexel Food Lab</a>	Nonprofit	\$1,000,000	\$500,000	Grants



Pittstown, NJ • Founded: 2008 • Time on Report: 4 Months  
**Contact:** Heather Mulvey, Director of Development and Communications,  
heather@americasgrowarow.org

[America's Grow-a-Row](#) is a not-for-profit organization based in NJ that grows and gleans fruits and vegetables that are then donated to hunger relief agencies throughout NJ and beyond. They also educate people of all ages about the hunger crisis, nutrition and healthy eating, and agriculture. Gleaning activities: AGAR coordinates volunteer gleaning – or rescue – activities with partner farms. Retail U-Pick farms allow volunteers to glean on their properties, helping remove excess produce that would otherwise go to waste in the field. Similarly, AGAR coordinates volunteer gleaning at local grocery stores and volunteers deliver the produce to food pantries year-round.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$2,584,973

**Org Type:** Nonprofit

**Ask Amount:** USD \$100,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capital improvements

**Use of Funds Description:** AGAR will serve an estimated 100,000 people in 2023. Program goals include: · Donate 2.6 million pounds – 10.4 million servings – of fresh produce to those in need · Distribute 425,000 pounds of produce through local partners and Free Farm Markets · Engage and educate community volunteers at 10,000 volunteer visits · Educate 3,000 children and adults · Host 1,000 children from underserved communities at Grow-a-Row Kids Farm Days. These activities support the following anticipated long-term outcomes: · Increased access to fresh, nutritious fruits and vegetables for individuals and families struggling with food insecurity and related health issues · Increased knowledge among clients about the importance of consuming fresh produce for healthy living · Heightened volunteer participation in the effort to improve food security and provide fresh produce to those in need · Increased knowledge and awareness about the hunger crisis among volunteers.

**Capital Type:** Grants



Charlotte, NC • Founded: 2013 • Time on Report: 5 Months  
**Contact:** Jillian Hishaw, Founding Director, info@30000acres.org

[Family Agriculture Resource Management Services \(F.A.R.M.S.\)](#) reduces food waste on farms through purchase and donation efforts. They have purchased and donated over 2 million pounds in over five countries over the past 10 years they have been in operation.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$500,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$250,000

**Timeline:** September 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted

**Use of Funds Description:** Will save one million pounds of produce from on the farm waste and feed people.

**Capital Type:** Grants



Raleigh, NC • Founded: 2019 • Time on Report: 4 Months  
**Contact:** Lisa Johnson, Independent Consultant, lisakjohnson4@gmail.com

[Lisa K. Johnson Consulting](#) helps identify, measure, and reduce food loss in agricultural operations.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$120,000

**Org Type:** For-profit

**Ask Amount:** USD \$100,000

**Timeline:** December 2023

**Use of Funds:** Mechanized gleaning to reduce food loss and recover more fresh produce for food banks. The goal of this proof-of-concept project is to mechanize the process of gleaning fresh produce for food rescue purposes, using existing harvesting equipment. Gleaning can be defined as the act of harvesting the leftover crop, usually for charitable purposes. In North Carolina, postharvest research has shown that on average, an amount equivalent to 42% of marketed crops are left in fields, a massive opportunity for social impact. High quality, safe, fresh foods are unharvested, often because it's not economically sustainable for the grower to continue to harvest. This unutilized resource is estimated at 360,000,000 pounds of sweetpotato. The effort to recover food is inefficient, relying on unskilled volunteers to harvest fields. The outcome of this project is a dramatic increase in the efficiency of the second harvest.

**Capital Type:** Grants

**Expected Impact of Funding:** The expected outcome of this project is a reduction of 5 million pounds of food loss from farms, and the same sized increase in the available fresh produce for food banks.

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Marion, MA • Founded: 1994 • Time on Report: 6 Months  
**Contact:** Christy Mach Dube, Director of Engagement, cmachdube@marioninstitute.org

[Marion Institute](#)'s mission is to advance proven solutions that improve health. Over the span of just three years the SFPC has emerged as the region's backbone entity to eliminate food insecurity, reduce food waste, and improve policies and systems that strengthen their local food system. The SFPC seeks funding to launch a Southeastern Massachusetts Gleaning Program (GP). The GP aims primarily to (a) increase access to fresh, culturally relevant, nutrient rich foods for low-income individuals, and (b) reduce food waste primarily at the agricultural production, processing, and distribution levels.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$1,185,149

**Org Type:** Nonprofit

**Ask Amount:** USD \$352,409

**Timeline:** September 2023

**Use of Funds:** Project- or Program-specific purposes, Capacity building

**Use of Funds Description:** They project the first year of the Gleaning Program (GP) to cost \$112,027. Funds will be leveraged to raise additional monies to launch and establish a robust, model GP on the South coast of Massachusetts. Expected GP outcomes include (a) recruiting and training a cohort of committed Gleaning volunteers, (b) reducing food waste at the agricultural production and distribution level, and (c) increasing servings of fresh, culturally relevant, nutrient rich foods for low-income individuals while helping to populate the region's farm-to-food-relief program.

**Capital Type:** Grants

**Expected Impact of Funding:** In year one they estimate the ability to recover 30,000+ pounds of produce. They plan to double that in year two, with exponential growth in year three.



Nairobi • Founded: 2015 • Time on Report: 6 Months  
**Contact:** Yvonne Otieno, Chief Executive Officer, [yvonne@miyongafreshgreens.co.ke](mailto:yvonne@miyongafreshgreens.co.ke)

[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 increase revenue for smallholders.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** July 2024

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

**Product Stage:** Currently selling

**Use of Funds:** Funds would facilitate investment in factory equipment to expand capacity. 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 7,200 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.



Buenos Aires, Argentina • Founded: 2018 • Time on Report: 5 Months  
**Contact:** Ady Beitler, Co-Founder & CEO, [ady@nilus.co](mailto:ady@nilus.co)

[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 \$1,500,000

**Timeline:** September 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.

While [Reunity Resources](#) has been a regional leader in the food waste recycling industry since 2014 with the inception of their commercial composting program, they are now seeking to expand their efforts in the realm of prevention by stopping food waste from occurring in the first place in a niche market that they identify as having high probability of dramatic positive change: on-farm food waste.

Financial and Fundraising Details

**Current Annual budget:** USD \$1,700,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$65,000

**Timeline:** September 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capacity building

**Use of Funds Description:** This funding will set into action a shovel-ready program, "Saving Seconds," through which they are capturing all the food currently being produced in the area and preserving it for winter/future use, and building capacity in farming and food preservation in future generations to increase harvests, increase farmers' economic stability, and increase the percentage of harvests that can effectively feed the people of NM year-round. This funding will make these visions realities through initial equipment investments and staffing costs for year one.

**Capital Type:** Grants

**Expected Impact of Funding:** ReFED's food waste study shows that 21% percent of food waste happens on the farm. By providing easy access to a small-scale certified processing facility, small farmers in the region could capture both the food in their fields and a diversified revenue stream from the lightly processed items.



Everyone agrees local produce tastes best. [Seal the Seasons](#) makes locally grown produce available 365 days a year by freezing it and selling it in your grocery store's frozen fruit and vegetable aisle. By partnering with over 100 family farms and 6000 grocery stores nationwide, they are supporting family farms, reducing GHGs, and eliminating post harvest food waste at the farm level.

Financial and Fundraising Details

**Current Annual Revenue:** USD \$10,000,000

**Org Type:** For-profit

**Ask Amount:** USD \$2,000,000

**Timeline:** August 2023

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

**Product Stage:** Currently selling

**Use of Funds:** Seal the Seasons is pursuing a profitable growth strategy. Funds will be used to accelerate growth of their profitable business lines: local fruit and smoothie kits. \$500K will go to new distribution and sales. \$500K will go to new product development for 2024 and 2025. \$1,000,000 will go to working capital.

**Capital Type:** Equity, PRIs

**Expected Impact of Funding:** Additional funding can make a big impact on food waste reduction because funding beyond \$2M will fund additional product innovation. Product innovation in new categories like dried fruit snacks or smoothie kits opens a big opportunity to use lower grade produce in value-add applications. Their farmers are asking for help to find an outlet for lower grade product.



Big Island, VA • Founded: 1984 • Time on Report: 6 Months  
**Contact:** Lynette Johnson, Executive Director, [lynette@endhunger.org](mailto:lynette@endhunger.org)

[Society of St. Andrew](#) focuses on reducing farm-level food waste by gleaning produce remaining after commercial harvest and giving that food to nearby agencies serving people at risk for hunger. They work with farmers in the way that is easiest for them, whether that's gleaning, packing house pickups of culls and grade outs, or transporting and arranging distribution of whole loads (@42K lbs each) of produce.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$4,089,098

**Org Type:** Nonprofit

**Ask Amount:** USD \$9,000,000

**Timeline:** June 2025

**Use of Funds:** Capacity building

**Use of Funds Description:** They are currently in a \$9 million capital campaign, with two aims. \$3 million of the \$9 will be for short-term program expansion into new states. This will provide ramp-down funding for up to six years as these new state produce recovery operations become self-sustaining. The other \$6 million is for the endowment, providing for long-term growth and stability (both infrastructure and expansion).

**Capital Type:** Grants

**Expected Impact of Funding:** They currently recover 20-30 million pounds of fresh produce annually. These fundraising endeavors will scale their work up 40% within six years and double it within 10 years.



Carbondale, CO • Founded: 2017 • Time on Report: 2 Months  
**Contact:** Rita Mary Hennigan, Co-director, [rita@uprootcolorado.org](mailto:rita@uprootcolorado.org)

[UpRoot Colorado](#) is a 501(c)(3) nonprofit organization serving the Colorado food system and working to increase food equity throughout the state. They collaborate with smallholder and family farms, local hunger-relief agencies, and engage community volunteers to orchestrate the harvest and redistribution of surplus food from farms and orchards that otherwise would remain unharvested and unsold. Through their gleaning initiative, they aim to increase the nutrition security of Colorado residents while also reinstalling cultural food wisdom: an awareness of, and appreciation for, the true value of food—a life-sustaining resource—and for those whose vocation it is to bring it to our tables.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$300,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$355,000

**Timeline:** January 2024

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capacity building, pickup trucks

**Use of Funds Description:** Incorporate infrastructure (e.g., organizational vehicles like pick-up trucks and solar-powered mobile cold storage trailers) to support their efforts. Finish building their first CRM database. Expand into three additional counties. Increase staff capacity by expanding their Gleaning & Food-Systems Coordinators hours to full-time during the harvest season and by increasing the number of staff positions. Introduce a basic benefits package to staff.

**Capital Type:** Grants

**Expected Impact of Funding:** They have harvested and redistributed ~2.5 million servings of surplus, nutrient-dense food since 2017. Additional funding would increase their organizational capacity helping them to expand beyond the 13 Colorado counties where they now work (they estimate that more than 500 million pounds of food remains unharvested and unsold on Colorado farms annually).



Stonington, CT • Founded: 2017 • Time on Report: 6 Months  
**Contact:** Laura Jackson, Director of Outreach, [ljackson@yellowfarmhouse.org](mailto:ljackson@yellowfarmhouse.org)

[Yellow Farmhouse Education Center](#) is a nonprofit organization on Stone Acres Farm in Stonington, CT. Their mission is to connect people to each other and to where their food comes from through culinary and farm-based education. This takes the form of K-12 field trips, teacher professional development, summer internships, adult workshops, and children's cooking classes and summer programs. For several years, they have gleaned excess produce from area farms and donated it to human service and hunger relief organizations. They are seeking funding to establish a Youth Gleaning Network, staffed by high school volunteers, who earn service hours by gleaning, washing, and delivering produce during the summer season.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$352,500

**Org Type:** Nonprofit

**Ask Amount:** USD \$20,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes

**Use of Funds Description:** Funds would be used to support staff time to recruit and train youth volunteers and facilitate gleaning efforts. Funds would be used to purchase supplies to support the Youth Gleaning Network.

**Capital Type:** Grants

**Expected Impact of Funding:** There is an abundance of high-quality local produce that is left in the fields due to an overabundance of supply, aesthetic imperfections, or a lack of farm labor. Based on past years' efforts, they expect that with a cohort of 5 youth volunteers in Summer 2023 they can glean at least 3,000 pounds of local produce for donation.



New York, NY • Founded: 2020 • Time on Report: 5 Months  
**Contact:** Adrish Majumdar, Co-founder & CEO, [adrish@freshx.io](mailto:adrish@freshx.io)

[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.

#### 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)



Orlando, FL • Founded: 2018 • Time on Report: 5 Months

**Contact:** Paige Donner, Owner, [paigedonner@gmail.com](mailto:paigedonner@gmail.com)

[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 reduces, minimizes and even eradicates food waste in the supply chain. They have 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 veg 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:** December 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 community. 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, thus allowing for a cashless experience for a percentage of participants in food deserts who can benefit from fresh fruit & veg assistance.

**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: 3 Months

**Contact:** Oluwashola Andrey Jesuseitan, Founder/ Chief Responsibility Officer, [solajesuseitan@yahoo.com](mailto:solajesuseitan@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:** December 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.



**\*REFED CATALYTIC GRANT FUND RUNNER UP\***

Toronto, Canada • Founded: 2016 • Time on Report: 2 Months  
**Contact:** Louise Castonguay, Content and Community Manager, [louise@flashfood.com](mailto:louise@flashfood.com)

[Flashfood](#) is a solution for grocery retailers that offers a mobile application connecting consumers with discounted food nearing its best-by date in retail settings and is expanding their payment method to include SNAP EBT. Flashfood generates incremental revenue for retailers while reducing the amount of perfectly good food reaching landfills, solving a \$37 billion issue burdening their operations for decades, while connecting consumers with much-needed discounts on healthy food. As Flashfood expands its footprint across the U.S., they are adding features to make the app more accessible to potential shoppers. In 2023, Flashfood is seeking to offer SNAP EBT as a payment method through its mobile app.

Financial and Fundraising Details

**Ask Amount:** USD \$250,000

**Org Type:** For-profit

**Use of Funds:** The funding would be leveraged to more closely target SNAP EBT shoppers, which would not otherwise have been possible considering their goal to broaden efforts now that they are expanding to a larger footprint of stores across the country.

**Capital Type:** Grants

**Expected Impact of Funding:** This funding would support their marketing budget by allowing them to more closely target SNAP EBT shoppers, which would not otherwise be possible.



San Jose, CA • Founded: 2022 • Time on Report: 4 Months  
**Contact:** Amrutha Ragavan, Founder, [amrutha@good2eat.us](mailto: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.



San Jose, CA • Founded: 2021 • Time on Report: 6 Months  
**Contact:** Fengmin Gong, CEO and Co-Founder, [fengmin.gong@metafoodx.com](mailto:fengmin.gong@metafoodx.com)

[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



Utrecht, The Netherlands • Founded: 2019 • Time on Report: 3 Months  
**Contact:** Olaf van der Veen, CEO, [olaf@orbisk.com](mailto:olaf@orbisk.com)

[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.



Athens, Georgia • Founded: 2018 • Time on Report: 5 Months  
**Contact:** Christo Worst, Managing Director, [christo@beercrisps.com](mailto:christo@beercrisps.com)

[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

**Current Annual Revenue:** USD \$260,000

**Org Type:** For-profit

**Ask Amount:** USD \$1,500,000

**Timeline:** July 2023

**Equity Round in Raise (if applicable):** Pre-seed

**Product Stage:** Ready to launch

**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!



Halifax, Nova Scotia, Canada • Founded: 2017 • Time on Report: 4 Months  
**Contact:** Sean Sears, Founder & CEO, [sean@cleverfruitproducts.com](mailto:sean@cleverfruitproducts.com)

[Clever Fruit Production](#) upcycles fruit waste to develop fermented natural health ingredients, licensing their technology to receive licensing fees and royalties. 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. 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:** December 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 negotiating their third license agreement with a consumer beverage company and expect a fourth to begin in March. In 2023, OKRs include 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



Toronto, Ontario, Canada • Founded: 2015 • Time on Report: 6 Months  
**Contact:** Mark Toman, Founder, [mtoman@theshellproject.com](mailto:mtoman@theshellproject.com)

[EggTech Ltd.](#) has developed a patented process and utilizes an existing wastestream from a particular type of food processing operation 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, 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.



South Bend, IN • Founded: 2020 • Time on Report: 4 Months  
**Contact:** Rian Mc Donnell, CEO, [rian@flovisionsolutions.com](mailto:rian@flovisionsolutions.com)

[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:** July 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 GHG's by optimizing the food chain in the long term.



Evanston, IL • Founded: 2021 • Time on Report: 5 Months  
**Contact:** Michelle McBride, Founder & CEO, [michelle@goodsport.com](mailto:michelle@goodsport.com)

[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.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$1,000,000

**Org Type:** For-profit

**Ask Amount:** USD \$5,000,000

**Timeline:** August 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.

**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.



New York, NY • Founded: 2018 • Time on Report: 6 Months  
**Contact:** Anna Hammond, CEO, [ahammond@matriarkfoods.com](mailto:ahammond@matriarkfoods.com)

[Matriark Foods](#) upcycles farm-surplus and fresh-cut remnants into healthy products for foodservice and retail. There is a bottleneck in the food system that prohibits the ability to transform and distribute surplus farm vegetables and freshcut remnants into shelf-stable, nutritious foodservice and retail food products, resulting in waste, environmental degradation, and a dearth of healthy processed vegetables for institutional markets and those most in need. Matriark Foods proposes an infrastructure design solution to transformative and large-scale customer adoption of upcycled products that addresses on-farm food loss, particularly from small and mid-scale underrepresented farmers.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD 0.5M

**Org Type:** For-profit

**Ask Amount:** USD \$195,000

**Timeline:** July 2023

**Maturity Stage:** Growth Stage

**Product Stage:** Currently selling

**Use of Funds:** They are seeking funding to support their next step in the development of a systems solution to on-farm fresh produce loss & waste by designing a regional upcycled processing facility. Working with the nonprofit architecture firm, MASS Design Group, and other partners, they will build a replicable, open-sourced infrastructure solution to engage consumers in diverting waste through their purchasing.

**Capital Type:** Equity, Grants

**Expected Impact of Funding:** Impact projections for each of the next 2 years include: 375,000 - 800,000Lbs of waste diverted from landfills; 970,000 - 2M Lbs of reduction in greenhouse gas emissions; 45M - 96M Gallons of water saved



St. Louis, MO • Founded: 2018 • Time on Report: 1 Month

**Contact:** Sarah Schlafly, CEO, [sarah@mightycricket.com](mailto:sarah@mightycricket.com)

[Mighty Cricket](#) upcycles food waste using insect agriculture, producing sustainable protein.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$50,000

**Org Type:** For-profit

**Ask Amount:** USD \$500,000

**Timeline:** November 2023

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

**Product Stage:** Currently selling

**Use of Funds:** They are using the funds to further develop their IP on their farm: AI and genomic sequencing. The expected outcome is superior flavor profile and farming efficiency to be competitive in the \$72B global protein ingredient market. They have also secured a \$130k grant from the USDA for R&D on the cricket feed, utilizing waste from Panera, Whole Foods, Starbucks, and other food providers.

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



Pittsburgh, PA • Founded: 2021 • Time on Report: 1 Month

**Contact:** Yousuf Ahmed, President, [yousuf@mixtapefoodco.com](mailto:yousuf@mixtapefoodco.com)

[Mixtape FoodCo](#) makes luxury junk food specializing in upcycled ingredients. Mixtape focuses on making chef-driven, nostalgic, delicious-first snack foods - riffs on poptarts, lil debbies, oreos, cheetos, and cocoa puffs, to name a few. They believe the path to mass-market adoption of upcycled food is in making delicious snacks with no rules.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$50,000

**Org Type:** For-profit

**Ask Amount:** USD \$500,000

**Timeline:** November 2023

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

**Product Stage:** Ready to launch

**Use of Funds:** Hiring a team to execute on the framework Mixtape established with their friends and family raise: guerilla social media marketing campaigns, b2b2c sales, and scaling d2c, shelf-stable, ready to eat snacks with their co-packer. This team will allow them to scale their wholesale bakery line and achieve both d2c and brick/mortar grocery penetration.. They also plan to buy out some friends-and-family shareholders to refresh the cap table.

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

**Expected Impact:** Their wholesale bakery line is targeting 10,000 units/month in sales by the end of 2023. The bakery line uses a minimum of 20% in upcycled ingredients (vs standard of 10%). This equates to ~176 lbs of upcycled flours (oatmilk and brewer's grain) per month. ReFED estimates this to save ~54,000gal of water, 1200lbs of co2, and 352lbs of nutrition. Their grocery product's impact metrics are estimated to be higher, as they are targeting close to 50% in upcycled inputs.



White Plains, NY • Founded: 2021 • Time on Report: 5 Months  
**Contact:** Chris Oates, CEO, [chris@drinkwaju.com](mailto:chris@drinkwaju.com)

[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

**Org Type:** For-profit

**Ask Amount:** USD \$875,000

**Timeline:** October 2023

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

**Product Stage:** Currently selling

**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 13 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 80+ million liters of water per year.



San Francisco, CA • Founded: 2017 • Time on Report: 4 Months  
**Contact:** Gerry Gersovitz, Founder & CEO, [gerryg@stayfreshpackaging.com](mailto:gerryg@stayfreshpackaging.com)

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

**Org Type:** For-profit

**Ask Amount:** USD \$4,700,000

**Timeline:** September 2023

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

**Product Stage:** Ready to launch

**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, Grants



**\*REFED CATALYTIC GRANT FUND RUNNER UP\***

Minneapolis, MN • Founded: 2012 • Time on Report: 2 Months  
**Contact:** *Shaine Picard, shaine@afcmn.org*

[Appetite For Change](#) is growing their Community Cooks Meal Boxes, a meal delivery program designed to meet the needs of food-insecure families in North Minneapolis by providing a culturally appropriate, dignified food experience, highlighting fresh, local produce, including recipe cards, educational information and cooking support that guides families through simple preparations and food skill development, to help them avoid waste.

Financial and Fundraising Details

**Ask Amount:** \$100,000

**Org Type:** Nonprofit

**Use of Funds Description:** used for Community Cooks Meal Boxes program staffing, meal box packaging supplies and urban agriculture programming supplies related to sourcing produce, and a new 5-6 week educational program on household food waste composting and other home food waste prevention methods (90-minutes per session).

**Capital Type:** Grants

**Expected Impact of Funding:** Scaling the Community Cooks Meal Box delivery program to increase the number of families served weekly from 400 to up to 800 over two years, for example (2024-2025), has the potential to prevent up to 38% of food waste per person daily. At roughly a pound of food wasted per person per day, doubling households enrolled in AFC's meal delivery program, for example, will result in a savings of 5,320 pounds weekly by 2025.



**\*REFED CATALYTIC GRANT FUND RUNNER UP\***

Sacramento, CA • Founded: 1984 • Time on Report: 3 Months  
**Contact:** *Nick Lapis, Director of Advocacy, nicklapis@cawrecycles.org*

[Californians Against Waste Foundation](#) was founded as the research and education arm of the grassroots advocacy group, Californians Against Waste. Together they develop, promote and implement public policies aimed at reducing the overconsumption and waste of our planet's natural resources. CAWF and CAW are recognized as the nation's leader in the development and advancement of policies that embrace a producer responsibility approach to eliminate waste and pollution at its source. They are currently seeking funding to enact uniform expiration date labels in California and to conduct research on the implementation rates of existing industry commitments, in order to enable consumer education and action.

Financial and Fundraising Details

**Ask Amount:** USD \$75,000

**Org Type:** Nonprofit

**Use of Funds Description:** Most of the grant will be allocated to staff time to conduct coalition development and engagement, policymaker education, and facilitation of stakeholder negotiations.

**Capital Type:** Grant

**Expected Impact of Funding:** In ReFED's 2016 report, A Roadmap to Reduce U.S. Food Waste by 20%, this was identified as the single most cost-effective strategy for reducing consumer food waste, and much subsequent research has supported this assessment. A key milestone and metric would be the introduction and passage of legislation requiring uniform date labels and prohibiting consumer-visible sell-by dates.



Dalton, MA • Founded: 1976 • Time on Report: 4 Months  
**Contact:** Lorenzo Macaluso, Chief Growth Officer, [Lorenzo.macaluso@cetonline.org](mailto:Lorenzo.macaluso@cetonline.org)

[Center for EcoTechnology, Inc.](#) (CET) is a non-profit that helps people and businesses transition to a carbon-free future. CET is a pioneer in the rapidly evolving wasted food prevention and diversion movement, with 20+ years of experience engaging stakeholders, mapping food waste marketplaces, providing technical assistance, developing and disseminating guidance documents, and training local government and industry. They are actively working in fifteen states spanning the east and west coasts, have fielded queries from almost 50 states, and are continuously expanding the geographic breadth and depth of their wasted food work. Since 2013, CET has helped divert over 150,000 tons of wasted food from the trash, facilitated the donation of over 21,000,000 meals, and mitigated 170,000 tons of CO2 emissions.

**Financial and Fundraising Details**

**Current Annual budget:** USD \$11,568,536

**Org Type:** Nonprofit

**Ask Amount:** USD \$2,500,000

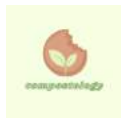
**Timeline:** October 2023

**Use of Funds:** Project- or Program-specific purposes, Capacity building

**Use of Funds Description:** CET will offer a train-the-trainer experience in a few cities, unlocking exponential impact for participants and proving one of CET's service models. States and cities want to implement TA. Similar organizations or local governments would shadow CET as they work with local businesses to implement achievable, affordable, and convenient solutions. Together with local stakeholders, they get to know local solutions providers across the EPA Food Recovery Hierarchy, and their market niches and ideal customer types. They account for the location and size of the business, the type or amount of wasted food to be diverted, and associated costs. They then facilitate long-lasting connections.

**Capital Type:** Grants

**Expected Impact of Funding:** This project will prevent, rescue, and recycle 58,500+ tons of wasted food annually, leading to 30,000+ tons of CO2 emissions mitigated.



Clarksburg, MD • Founded: 2021 • Time on Report: Just Added

**Contact:** Advika Agarwal, Co-president, [advika.agarw@gmail.com](mailto:advika.agarw@gmail.com)

[Compostology Corp.](#) is a youth nonprofit launching composting and food waste recovery programs in schools and working toward related legislation. They co-founded the Coalition to Re-Imagine School Waste, which runs programs in over 26 schools, received a \$48k WWF Food Waste Warriors grant, and won the 2023 EPA President's Environmental Youth Award. After introducing and advocating to pass/fund a Maryland grant program for school food waste action, they guide others in re-imagining their process in their counties/states, while continuing fundraising and advocacy. They are ready to leverage their experience, resources, and contacts to support anyone interested in school food waste action, in order to impact food waste prevention in schools, homes, and legislation through K-12 and consumer education as well as direct diversion through recovery and recycling to reduce what's sent to landfills and incinerators.

**Financial and Fundraising Details**

**Current Annual budget:** USD \$10,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$59,549

**Timeline:** January 2024

**Use of Funds:** Project- or Program-specific purposes

**Use of Funds Description:** To finance their school composting and food recovery programs, funds will cover monthly fees from contractors to haul food waste from schools to composting facilities, the cost of bins, scales, share carts, and compostable bags, and miscellaneous costs like printing and volunteer transportation. They have received interest from over 15 schools across 7 states in the past 6 months, which fundraising will support.

**Capital Type:** Grants, PRIs

**Expected Impact of Funding:** Over ~4 months, they diverted 85,360 lbs of food waste through compost/recovery programs at 8 schools. With funds to sustain these programs for nine months this school year, they expect to divert ~200,000 lbs. Teachers and students report educational/behavior changes due to the hands-on, daily education in and out of the classroom established by these programs. With funds to start programs outside MD, they expect new legislation mandating or funding school food waste action, and they are in contact with lawmakers.



Menlo Park, CA • Founded: 2023 • Time on Report: Just Added  
**Contact:** Prateeksha Uday Chandraghatgi, Founder, [prateeksha@cutwaste.co](mailto:prateeksha@cutwaste.co)

[CutWaste](#) helps households reduce food waste at home, save money, and heal the planet. The CutWaste app provides expiry reminders for food in your pantry, as well as custom shopping lists based on your consumption, so as to enable food being consumed before it spoils, and allow for more mindful grocery shopping.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$0

**Org Type:** For-profit

**Ask Amount:** USD \$250,000

**Timeline:** December 2023

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

**Product Stage:** Currently selling

**Use of Funds:** Obtain an additional developer; acquire initial customers to establish product market fit and baselines of customer acquisition cost and lifetime value

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

**Expected Impact of Funding:** Nearly half of the food waste (\$230B) happens in homes. CutWaste aims to use AI and technology to create scalable tools for consumers to better manage and plan their food at home. Given the near zero marginal cost of this solution, once developed and validated, it can be theoretically scaled infinitely to all homes in the world. However, funding is required to reach homes, and fine tune the offering.



Springfield, MO • Founded: 1975 • Time on Report: 4 Months  
**Contact:** Kathryn Atchley, Manager, Foundation Relations, [katchley@enactus.org](mailto:katchley@enactus.org)

[Enactus](#) is a network of leaders committed to using business as a catalyst for positive social and environmental impact. Each year, Enactus educates 37,470 students on over 2,000 campuses, across 33 countries, including the United States. These NextGen leaders create hundreds of social enterprises that tackle the world's biggest issues such as the food waste crisis. For example, the Enactus team at University of Missouri-Kansas City launched FeedKC to address food waste and food insecurity simultaneously by connecting food businesses and soup kitchens through a convenient app. Enactus also recently implemented a global food loss and waste competition called 1 Race 2 End Waste. Enactus is seeking partners and collaborators who are interested in supporting young changemakers who are leveraging business as a powerful force for good and generating measurable impact on food systems, climate, and communities.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$5,750,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$275,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes

**Use of Funds Description:** Enactus Programmatic Partnerships enable partners to support Enactus student programs that further one or more of the 17 United Nations Sustainable Development Goals across multiple markets or solely in the United States.

**Capital Type:** Grant

Vancouver, BC, Canada • Founded: 2018 • Time on Report: 4 Months  
**Contact:** Vivian Davidson-Castro, CEO, founder/filmmaker, vivian@foodsynergymovie.ca

[Food Synergy Movie \(Gaia Productions, Inc\)](#) is first of its kind feature documentary on food loss/waste prevention; the challenges and opportunities at each of the seven stages of the food supply chain are addressed and food heroes in each are identified with the hope of inspiring people to make concrete actions to make food loss/waste a thing of the past.

Financial and Fundraising Details

**Current Annual Revenue:** USD \$12,000

**Org Type:** For-profit

**Ask Amount:** USD \$10,000

**Timeline:** December 2023

**Use of Funds:** 50% of the funds will be used to unroll their detailed and ambitious marketing and distribution strategy. They want to reach audiences around the world to empower them to help address the #1 solution to climate change: fighting food loss/waste. 30% of the funds will be used for film festivals where outreach, impact and reputation will be enhanced and the last 20% will be used for marketing/print/sales including DVDs, flyers, childrens/educational material for schools and universities to use as learning tools

**Capital Type:** Grants

**Expected Impact of Funding:** If the lessons and tips mentioned in the documentary are heeded, more than 30% of food loss/waste can be avoided in the next decade ; if their audiences are at home, reduce food waste that would account for up to 20% of resource use reduction of the food that is wasted globally at home.



**\*REFED CATALYTIC GRANT FUND RUNNER UP\***

San Diego, CA • Founded: 2017 • Time on Report: 3 Months  
**Contact:** Kirsten Van Fossen, Head of Education and Sustainability, kirsten@galleysolutions.co

[Galley Solutions](#) is looking to facilitate direct feedback loops from consumers to foodservice teams to support them in reducing plate waste and overproduction by providing insight into their customers preferences. They are seeking funding to kick off a research project that investigates a completely new area of work facilitating direct feedback loops from consumers to foodservice teams to reduce their plate waste.

Financial and Fundraising Details

**Ask Amount:** USD \$100,000

**Org Type:** For-profit

**Use of Funds:** The funding would primarily support the team's time conducting market research on other consumer-facing food waste prevention approaches/technologies, as well as academic research into effective approaches.

**Capital Type:** Grants

**Expected Impact of Funding:** Impact potential could be measured through the number of students and meals served at the Galley customers participating in this research. Impact could be measured through surveys with foodservice teams and students to qualify and quantify the impact that serving as a research participant had on their views on food waste.



Denver, CO • Founded: 1991 • Time on Report: 3 Months  
**Contact:** Alyssa Wilbur, Program Officer, Circular Development, [alyssa.wilbur@iclei.org](mailto:alyssa.wilbur@iclei.org)

[ICLEI-Local Governments for Sustainability \(ICLEI\)](#) is the first and largest global network of local governments devoted to solving the world's most intractable sustainability challenges. Local Governments are uniquely situated to engage directly with the individuals, businesses and communities that experience the realities of the food system. They can foster collaborative environments, facilitate conversation among actors and use this information to catalyze change on the ground. Providing a unique scope of impact, ICLEI supports local governments in developing high-level circular food roadmaps. The development of a food waste protocol for local governments to baseline, set targets and track progress as they transition towards a more circular food system is unique and catalytic.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$1,645,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$10,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes

**Use of Funds Description:** ICLEI has developed a City Practitioners Handbook for Circular Food Systems that supports local governments in identifying practical circular economy interventions in collaboration with businesses, institutions, community-based organizations, consumers and more. They will leverage three key steps from the handbook to train cities and facilitate the transition to circular food systems.

**Capital Type:** Grants, PRIs

**Expected Impact of Funding:** Key Metrics for cities to track include: Number of cities with data-driven, high-level circular food roadmaps; GHG reduction potential for each city; overall Food Loss and Waste reduction potential for each city; overall Total # of actions directly resulting in food loss and waste reduction.

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## KITCHINTENTIONAL

### **\*REFED CATALYTIC GRANT FUND RUNNER UP\***

Germantown, TN • Founded: 2019 • Time on Report: 3 Months  
**Contact:** Christina Noble, Founder & CEO, [christina@kitchintentional.com](mailto:christina@kitchintentional.com)

[KitchIntentional](#) offers a mobile application -Stash: Meal Planner is a consumer-focused mobile application designed to reduce food waste and decrease grocery spending by matching the food available, with whole meals that can be made with it. The design is based on a holistic meal planning approach that includes inventory and meal plan management, an intuitive shopping list, a customizable recipe keeper and a diverse meal database that all work to streamline the meal planning process and minimize food waste simultaneously.

#### Financial and Fundraising Details

**Ask Amount:** USD \$242,000

**Org Type:** For-profit

**Use of Funds:** Grant funding would allow KitchIntentional to scale marketing for the first time since its release in October 2020. Grant funding would also enable KitchIntentional to pursue the development of additional app features that will enhance app functionality, provide measurable data, and increase exposure.

**Capital Type:** Grants

**Expected Impact of Funding:** When a person is guided through this process by the app, they end up adopting a low waste mentality and food waste reduction is practically inevitable. If each user can reduce their food waste by even half, the average 250 lbs per household could be cut down to 125 lbs of waste per household, a quantity that scales quickly with a growing number of users. \$100,000 has the potential to acquire 8000 new subscribing users. At a 50% reduction in food waste per household, that number of subscribers times 125 lbs of food waste reduced could equal 1,000,000 lbs of food that is used and not wasted.

[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

**Org Type:** Nonprofit

**Ask Amount:** USD \$50,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes

**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.



**\*REFED CATALYTIC GRANT FUND RUNNER UP\***

Washington, D.C. • Founded: 2010 • Time on Report: 3 Months  
**Contact:** Michael Waddle, Senior Director of Programs, mwaddle@ahealthieramerica.org

[Partnership for a Healthier America](#) is the premier national nonprofit working to create lasting, systemic changes that transform the food landscape in pursuit of food and health equity. They are seeking funding to reduce food waste at the household level of its end recipients by enabling user-choice in its Good Food for All (GFA) program through a partnership with Instacart.

Financial and Fundraising Details

**Ask Amount:** USD \$500,000

**Org Type:** Nonprofit

**Use of Funds:** The funds will be used to recruit 500 families to their standard Good Food for All program, and another 500 to GFA-Instacart over the course of one year. Costs include Good Food for All produce boxes and Instacart; Evaluation; Subgrants; Communications; Travel; and PHA Personnel and Indirects.

**Capital Type:** Grants

**Expected Impact of Funding:** Since May 2020, GFA has reached more than 125,000 people across 29 cities, diverting 22 million servings of produce from the landfill. While 69% of respondents stated the produce was high quality, many were challenged by the limitations of a uniform 20-pound produce box. Fifty-five percent of respondents reported incidents of throwing away produce, because it spoiled too quickly (52%), did not like items (39%), or lacked variety (25%). PHA's newest partner in food equity, Instacart, has the potential to upend these trends. As the leading national SNAP-enabled ecommerce grocer, it can empower individual choice, increase culturally relevant food access, and eliminate transportation barriers.



**\*REFED CATALYTIC GRANT FUND RUNNER UP\***

Washington, D.C. • Founded: 1957 • Time on Report: 3 Months  
**Contact:** Hope Freedman, Program Director, [hrf10@georgetown.edu](mailto:hrf10@georgetown.edu)

The [Portion Balance Coalition](#) is a multi-sector collaborative, housed within the Georgetown University McDonough School of Business that creates, fosters and amplifies cross-sector actions for healthier eating by focusing on portion balance, defined as a mix of volume, proportionality, and quality. They are seeking funding to build on research to uncover chefs' opinions, influencing factors and practices regarding restaurant and foodservice portion sizes and to develop the business case for smaller portion offerings in restaurants to reduce post-consumer plate waste.

Financial and Fundraising Details

**Ask Amount:** USD \$200,000

**Org Type:** Nonprofit

**Use of Funds:** Funds would be primarily used to conduct quantitative & qualitative research development and fielding, research analysis, and to develop business cases.

**Capital Type:** Grants

**Expected Impact of Funding:** Funding would enable the PBC (and select PBC collaborators) to synthesize data, build the business case encouraging chefs to offer/promote smaller portions, and present recommendations to regional/national restaurants and industry associations. Impact metrics would include number of regional/local restaurants exposed to the business case who commit to implementing some of the recommendations, pre- and post-survey data of chefs' opinions on portions, and utilization of PBC creative assets.



**\*REFED CATALYTIC GRANT FUND RUNNER UP\***

Seattle, WA • Founded: 2017 • Time on Report: 3 Months  
**Contact:** Moody Soliman, CEO & Co-Founder, [moody.soliman@ryplabs.com](mailto:moody.soliman@ryplabs.com)

[Ryp Labs](#) has developed a natural and safe formulation that can be applied to a variety of surfaces, including stickers, to increase shelf-life of fresh produce. Their food-safe labels (Shelf-Defense), and stickers (StixFresh), have been shown to double the shelf-life of fresh produce, by simply peeling and applying them to loose produce or its packaging. They are seeking funding to develop a consumer-facing application of their natural and safe formulation that can be applied to a variety of surfaces, including stickers, to increase shelf-life of produce.

Financial and Fundraising Details

**Ask Amount:** USD \$980,000

**Org Type:** For-profit

**Use of Funds:** The funds will be used primarily for product development, sales & marketing, and to cover other costs involved in developing the consumer-facing application.

**Capital Type:** Grants

**Expected Impact of Funding:** For every 10,000 Ryp Labs Labels or stickers sold, customers can see an average of \$3,250 added to their bottom line (300% ROI), 2.25 metric tons of food are diverted from landfills and 1.24 metric tons CO2e are prevented, and Ryp Labs will donate 10 meals to food insecure communities.



**\*REFED CATALYTIC GRANT FUND RUNNER UP\***

Orono, ME • Founded: 2007 • Time on Report: 3 Months  
**Contact:** David Hart, Director, david.hart@maine.edu

[The Senator George Mitchell Center for Sustainability Solutions](#) created The Food Rescue MAINE (FRM) program in 2019 to develop and implement triple-bottom-line solutions to end food waste in Maine. They are seeking funding to support their Maine School Cafeteria Food Waste Research Project to significantly reduce school food waste by focusing on the school cafeteria setting.

Financial and Fundraising Details

**Ask Amount:** USD \$185,745

**Org Type:** Nonprofit

**Use of Funds:** The funds will be used to move their pilot from proof-of-concept to a much larger testing venue with higher impact. The funding will increase the number of school sites, improve testing of interventions to ensure successful application, and ultimately heighten their impact in food waste reduction, food waste education, and nutrition gains.

**Capital Type:** Grants

**Expected Impact of Funding:** The metrics they use to measure progress are based on their triple bottom line goals - economic, social, and environmental. Specifically, they measure dollar impact (\$ food waste cost savings, \$ revenue generation, % change), consumer impact (# of consumers reached or participating, % change), and food waste impact (pounds of food waste reduced, recovered, or recycled/diverted), feeding impact (pounds and \$ food waste rescued, # of food rescue volunteers, # of meals provided) and environmental impact (GHG reduction, pounds of compost produced, pounds/tons food waste diverted from landfill) of all their food waste solutions.



Trinidad and Tobago • Founded: 2015 • Time on Report: 3 Months  
**Contact:** Sian Cuffy Young, Founder/ CEO, sielenvironmentaltr@gmail.com

[Siel Environmental](#) is a for profit social enterprise based in Trinidad and Tobago. They are a waste management education and training company specializing in waste education and literacy programmes for children and youth, waste training programmes and consultancy. The impact they are trying to have in the food space is to be an education and training powerhouse in the Caribbean region and to also show how they can turn food waste into another valuable product.

Financial and Fundraising Details

**Current Annual Revenue:** USD \$15,200

**Org Type:** For-profit

**Ask Amount:** USD \$70,000

**Timeline:** December 2023

**Use of Funds:** The funds will be used to launch a food waste education campaign, to set up a collection programme for food waste and to do the research for a prototype product.

**Capital Type:** Grants

**Expected Impact of Funding:** Trinidad and Tobago produced the most food waste in the Caribbean region with over 100,000 tonnes per year. They aim to increase the participation of home/community composting initiatives by 30%.



**\*REFED CATALYTIC GRANT FUND RUNNER UP\***

Palo Alto, CA • Founded: 1925 • Time on Report: 3 Months  
**Contact:** Szu-chi Huang, Associate Professor of Marketing and R. Michael Shanahan Faculty Scholar,  
huangsc@stanford.edu

[Stanford University](#) is seeking funding to support a large-scale research program in collaboration with the Residential & Dining Enterprises Stanford Food Institute team and a pioneering Artificial Intelligence food waste measuring company (Winnow).

Financial and Fundraising Details

**Ask Amount:** USD \$183,300

**Org Type:** Nonprofit

**Use of Funds:** Funds will be used to set up AI waste measuring systems at dining halls on campus and to continuously improve the AI model through the research program, in addition to funding research personnel and messaging materials.

**Capital Type:** Grants

**Expected Impact of Funding:** Residential college students waste over 100 pounds of food per year per student, adding up to 22 million pounds of food waste. Additionally, college campuses represent an invaluable opportunity for education, as many students develop eating habits independently for the first time—habits that will follow them throughout their lives. Identifying evidence-based strategies that reduce student food waste and instilling sustainable habits during this transformative time of their lives holds tremendous potential for enabling consumers to actively reduce food waste—in institutional settings and beyond.



**\*REFED CATALYTIC GRANT FUND RUNNER UP\***

Denver, CO • Founded: 2015 • Time on Report: 3 Months  
**Contact:** Austine Luce, Executive Director, austine@consumptionliteracy.org

[The Consumption Literacy Project](#) is working to reduce food waste within schools, local businesses, and households, build urban food sovereignty, and involve youth in the process. Their solution is the Nearly Zero Project - developing infrastructure and iterative systems for schools to compost food waste on-site or at a nearby community garden, with feedback loops to stop contamination. They provide support to local businesses and households to turn waste into community resources, and provide systems to schools for Nearly Zero food waste goals.

Financial and Fundraising Details

**Ask Amount:** USD \$250,000

**Org Type:** Nonprofit

**Use of Funds:** The funds will be used to expand the Nearly Zero Project®, to more schools, as well as households and businesses in Denver and beyond.

**Capital Type:** Grants

**Expected Impact of Funding:** Composting systems growing from within community spaces are resilient because they immediately address system issues (plastic contamination). Feedback from youth and the community helps to fix the problems of choice upstream (food wasted from lunch trays or from boxes at food pantries because it's not what they prefer to eat). CLP's work is rooted in communities that disproportionately experience systemic inequality and are actively creating positive change for their communities. They employ and train youth on how to collect food waste and compost, using a variety of methods. They are turning waste into resources, storing nutrients and carbon in our soils, and keeping more food waste out of landfills and industrial composting facilities - and they are growing food sovereignty.



Little Rock, AR • Founded: 2015 • Time on Report: 4 Months  
**Contact:** Read Admire, Executive Director, [Compost@theurbanfoodloop.com](mailto:Compost@theurbanfoodloop.com)

[The Urban Food Loop Project](#)'s mission is to reorganize the waste-management paradigm into a "resource management" paradigm by teaching businesses, consumers, and farmers how they can participate in making and/or using compost and compost tea. They envision a world where consumers and food industry businesses in urban areas play active roles in helping to create more sustainable resources for the farmers that grow their food in rural areas.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$70,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$150,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes

**Use of Funds Description:** They are looking to purchase a skid steer for turning their compost piles, a compost tea brew tank, an aerated static pile composting system made of HDPE piping, and a bagging machine to bag finished compost.

**Capital Type:** Grants

**Expected Impact of Funding:** They will be able to create 1,000 cubic yards of compost, which will treat up to 600,000 acres of farm land when the finished compost is brewed into compost tea.



Washington, DC • Founded: 2012 • Time on Report: 6 Months  
**Contact:** Dr. Kathryn T. Wilson, Executive Director, [kwilson@urbanschoolfoodalliance.com](mailto:kwilson@urbanschoolfoodalliance.com)

[Urban School Food Alliance](#) leverages the collective voice of school nutrition leaders around the country to transform school meals. They envision a future where every student in the US has access to no-cost, high-quality, healthy meals. Their 18 member districts represent more than 4.2 million students at 6,200 schools across 12 states, with a collective \$920 million per year in purchasing power for school meals. They strive to keep sustainability at the forefront of decision-making, from increasing local sourcing to expanding use of compostable materials. Addressing food waste in schools is a central focus of current efforts: they seek to innovate and pilot solutions for large, institutional kitchens and cafeterias that reduce and prevent waste, facilitate adoption of food waste standards among member districts, and serve as a model nationwide.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$2,028,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$675,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted

**Use of Funds Description:** The Alliance seeks to pilot two new technologies in 3 member districts: 1. Leanpath offers a suite of tools to help kitchen managers track waste and implement strategies to reduce and prevent it, and to engage cafeteria diners in understanding the impact of their disposed food to foster behavior change. 2. Food Services Sustainability Solutions has developed a machine that repurposes food waste for nutrient-rich mulch or animal feed.

**Capital Type:** Grants

**Expected Impact of Funding:** These pilots will provide an evidence-based road map to reduce food waste in schools.



**\*REFED CATALYTIC GRANT FUND RUNNER UP\***

Denver, CO • Founded: 2009 • Time on Report: 3 Months  
**Contact:** Arlan Preblud, Executive Director, [arlan@wedontwaste.org](mailto:arlan@wedontwaste.org)

[Wedontwaste, Inc.](#) increases food access and protects the planet by rescuing and repurposing food, while educating and advocating to increase food security and decrease food waste. In 2020, We Don't Waste introduced its Kids Don't Waste programming by providing local schools with food-waste education, audits, and recommendations. Children are an important consumer group, as they can not only reduce their own food waste in school cafeterias, but also shift consumer behaviors at home. We Don't Waste seeks funding to expand this program, moving beyond recommendations to actively testing, evaluating, and implementing food waste-reduction strategies.

Financial and Fundraising Details

**Ask Amount:** USD \$180,000

**Org Type:** Nonprofit

**Use of Funds:** Funding will support We Don't Waste moving beyond recommendations to actively testing and implementing food waste-reduction strategies, along with measuring strategy impact. We Don't Waste will partner with Denver Public Schools in five school cafeterias to determine best practices that could be implemented throughout the district and beyond.

**Capital Type:** Grants

**Expected Impact of Funding:** This initiative will result in a dramatic reduction of food waste in schools, starting with the initial partner schools and continuing with other schools in the district, as they identify best practices to overcome barriers to reducing waste. The ultimate goal is to help DPS create district policies that encourage food waste reduction.



**\*REFED CATALYTIC GRANT FUND RUNNER UP\***

Washington, D.C. • Founded: 1982 • Time on Report: 3 Months  
**Contact:** Shabana Charaniya, Fundraising Manager, [shabana.charaniya@wri.org](mailto:shabana.charaniya@wri.org)

[World Resources Institute](#) is a ) is a global research organization that supports turning big ideas into action at the nexus of environment, economic opportunity, and human well-being. They are seeking funding to identify and test scalable behavior change interventions at the consumer-retailer nexus to prevent household food waste.

Financial and Fundraising Details

**Ask Amount:** USD \$250,000

**Org Type:** Nonprofit

**Use of Funds:** The funds will be used to develop 1) a published compendium of behavior change techniques, including a prioritized shortlist of the most feasible and impactful approaches for adoption by global food retailers; 2) one or more publication(s) summarizing the results of field trials quantifying the impact of the interventions tested, including media assets and communications materials, and 3) A stakeholder workshop, presenting their findings to retailers, food waste networks, consumer groups and other platforms (e.g., Champions 12.3, Consumer Goods Forum, Pacific Coast Food Waste Collaborative, Food is Never Waste Coalition) to encourage adoption and scaling of insight.

**Capital Type:** Grants

**Expected Impact of Funding:** They will measure the impact of these deliverables by assessing compendium and publication access and accessibility; stakeholder engagement; additional funding securement; and, ultimately, the rate at which their retail network and partners adopt the interventions identified.



Safety Harbor, FL • Founded: 2020 • Time on Report: 6 Months  
**Contact:** Cameron Macleish, Executive Director, [Cameronm@360eats.org](mailto:Cameronm@360eats.org)

[360 Eats](#) aims to bridge the gaps between food waste and food insecurity in Tampa Bay. Utilizing good ingredients that would have otherwise gone to waste, 360 Eats creates free, nutritious, and gourmet meals that are served directly to the food-insecure. 360 Eats' Sustain-A-Bowl Food Truck ensures the food-insecure are served in an elevated dining experience with the dignity they deserve. Leftover food scraps are donated to local gardeners to create compost and grow more food.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$157,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$115,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capacity building

**Use of Funds Description:** Support the cost of a kitchen space that will drastically increase food storage and cooking capacity.

**Capital Type:** Grants

**Expected Impact of Funding:** With their own kitchen space, 360 Eats could substantially increase the amount of rescued food it is able to store, which would increase the amount of meals they are able to prepare and distribute.



Pittsburgh, PA • Founded: 2015 • Time on Report: 4 Months  
**Contact:** Meg Bernard, Vice President of Development, [meg@412foodrescue.org](mailto:meg@412foodrescue.org)

[412 Food Rescue](#) was founded in 2015 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 25 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 \$3,900,000

**Org Type:** Nonprofit

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

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted

**Use of Funds Description:** 412 Food Rescue is seeking funding to scale its innovative logistics and technology platform, Food Rescue Hero. Grant funds will be used 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 Food Rescue Hero app; develop and manage the Food Rescue Hero technology platform; identify and design new features to ensure that the city sites using the technology are able to effectively and efficiently mobilize volunteers to rescue food and redirect it to populations experiencing food insecurity.

**Capital Type:** Grants



**\*REFED CATALYTIC GRANT FUND RUNNER UP\***

Baltimore, MD • Founded: 2018 • Time on Report: 5 Months  
**Contact:** Christopher Dipnarine, Executive Director, [wecare@4mycity.us](mailto:wecare@4mycity.us)

[4MyCity Inc](#)'s focus is on the importance of environmental sustainability. Primarily the sustainable management of food in relation to reducing organic waste. Their program limits the harmful effects caused by organic waste on their 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.



Butte County, CA • Founded: 2022 • Time on Report: 5 Months  
**Contact:** Sheila McQuaid, Program Manager, [smcquaid@csuchico.edu](mailto:smcquaid@csuchico.edu)

[530 Food Rescue](#) is an edible food recovery organization in Butte County CA. They provide transportation of food donations from food businesses to nonprofits by mobilizing volunteers with their custom app built by Food Rescue Hero.

Financial and Fundraising Details

**Current Annual Budget:** USD \$100,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$150,000

**Timeline:** July 2023

**Use of Funds:** 1st year data 2022: • Food rescued & redistributed: 94,032 pounds • Total Rescues: 597 • Food donors: 42 • Nonprofits/housing orgs: 29 • Active volunteers: 63 2nd year goals 2023: • Food rescued & redistributed: 250,000 pounds • Total Rescues: 1500 • Food donors: 80 • Nonprofits/housing orgs: 60 • Active volunteers: 150

**Capital Type:** PRIs, Grants



Kansas City, MO • Founded: 2014 • Time on Report: 5 Months  
**Contact:** Lisa L Ousley, Past Executive Director - Advisor, [lisa@aftertheharvestkc.org](mailto:lisa@aftertheharvestkc.org)

[After the Harvest](#) reduces food waste, fights food insecurity, improves the nutrition of some 35,000 low-income families, children and seniors each week in the greater Kansas City area. ATH works to get tractor-trailer truckloads of imperfect produce to food banks that distribute widely throughout the region. ATH also works with regional farms and packers to glean produce that would otherwise be wasted and distribute it to agencies.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$775,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$500,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted

**Capital Type: Grants:** Grants



Phoenix, AZ • Founded: 1984 • Time on Report: 6 Months  
**Contact:** Terri Shoemaker, Vice President, External Relations, [terri@azfoodbanks.org](mailto:terri@azfoodbanks.org)

[Arizona Food Bank Network](#) (AzFBN) is taking on expanded operations that hope to end hunger while preventing food waste. Since 1984, AzFBN has worked to support food banks, educate the public and policymakers about food insecurity in Arizona, and innovate with programs geared toward preventing more people from facing poverty and food insecurity. They rescue fresh produce—both on-farm waste and more that would otherwise be headed for the landfill—and support transportation of food, mainly donated fruits and vegetables, through a statewide network of food banks and agency partners. AzFBN is exploring approaches to reducing warehouse waste using technology (dehydrator, digester, etc.) to convert produce past its prime into reusable or even saleable products. Through the No Borders, No Limits Produce Program (NBNL), they are dedicated to addressing food waste and food insecurity in AZ, nationwide, and Mexico.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$12,398,001

**Org Type:** Nonprofit

**Ask Amount:** USD \$3,520,000

**Timeline:** June 2024

**Use of Funds:** Project- or Program-specific purposes, Capacity building, Capital improvements

**Use of Funds Description:** Through an agreement with food banks across the state, AzFBN has assumed an operational role in produce rescue through NBNL which is based in Nogales/Rio Rico, Arizona. Key assets needed include: Waste Management via Scaled Composting and Hauling; Integrated large-scale composting site; Compost operations consultant; Dump Truck; Drivers; Project Management; Travel, Office Equipment, Passenger Vehicle; Building and related expenses.

**Capital Type: Grants:** Grants

**Expected Impact of Funding:** NBNL aims to achieve the following: 500M pounds of edible produce waste rescued in Mexico annually by 2025; Excess rescued produce that Mexican food banks can't use exported to US by 2025; Potential to scale at 2 billion pounds rescued annually by 2030 for Mexican and US hunger relief; Produce sourcing yields zero waste through use of all viable product, scaled composting, and offering waste solutions to businesses and nonprofits.



St Paul Park, MN • Founded: 1997 • Time on Report: 6 Months  
**Contact:** Vickie Snyder, Executive Director, [execdir@basicneedsmn.org](mailto:execdir@basicneedsmn.org)

[Basic Needs Inc. of South Washington County](#) provides a food rescue/recovery program. They are in the early stage of food rescue and are only working with three vendors and averaging 12,000 pounds a month of food.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$444,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$50,000

**Timeline:** August 2023

**Use of Funds:** Capacity building

**Use of Funds Description:** They plan on opening a free grocery market that will be stocked with rescued food from grocery stores, restaurants and other organizations. There will be no eligibility requirements, and it will be open to all.

**Capital Type:** Grants

**Expected Impact of Funding:** They want to expand to other vendors, but can't until they get a facility that can handle the capacity. Their goal is to feed 200 households a day, which is at least double the amount of food they rescue currently.



Upper Darby, PA • Founded: 2008 • Time on Report: 5 Months  
**Contact:** Pierrette C. Downer, Executive Director, [pdowner@bfrin.org](mailto:pdowner@bfrin.org)

[BFRIN](#) helps breast cancer survivors with prosthetics and a newly formed food program that aims to eliminate food insecurity in low-income communities.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$600,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$100,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capacity building, Capital improvements

**Use of Funds Description:** They will serve 325% more families dealing with food insecurity and preserve perishable food items over a longer time period.

**Capital Type:** Grants



Boulder, CO • Founded: 2011 • Time on Report: 2 Months  
**Contact:** Sean Kohler, Development Manager, [sean@boulderfoodrescue.org](mailto:sean@boulderfoodrescue.org)

[Boulder Food Rescue](#) is a just-in-time food rescue redistributing excess produce to food insecure communities. With food, they distribute power and opportunity by relying on leaders within the community to organize the distribution of this produce. These community leaders are provided with any resources and opportunities that they need to improve the redistribution of food. Through this work, they are working to elevate the resource segregation that leads to systemic inequalities. Additionally, they have been working with the Food Rescue Alliance to help create a national network of food rescue organizations that can network together in order to create collective power between smaller organizations.

Financial and Fundraising Details

**Current Annual budget:** USD \$850,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$30,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capacity building

**Use of Funds Description:** Funding would be utilized to expand and maintain their No-cost Grocery Programs as need demands. These programs delivered 490,000 lbs of fresh food last year. Additionally, they have been working with the Food Rescue Alliance (FRA) to transition this network into a co-op. FRA is a national grassroots network of food rescue initiatives working collaboratively to problem solve and address the issues that small food rescues face.

**Capital Type:** Grants

**Expected Impact of Funding:** By increasing the effectiveness of the FRA many food rescue organizations across the nation will be able to more effectively overcome barriers and problems that they face as an organization. Additionally, by increasing capacity, Boulder Food Rescue will be able to increase the quality and consistency of food provided at the No-Cost Grocery Programs. Ensuring that the food that is secured is of higher quality and more culturally appropriate.



Denver, CO • Founded: 2014 • Time on Report: 5 Months  
**Contact:** Berry Kone, Development Manager, [berry@denverfoodrescue.org](mailto:berry@denverfoodrescue.org)

[Denver Food Rescue's](#) (DFR) mission is to reduce food waste and increase health equity with Denver residents. Committed to fighting nutrition insecurity and climate change, DFR rescues nutritious foods and delivers them directly to neighborhoods where they will have the most significant impact. The availability of fresh fruits and vegetables through food rescue programs like theirs promotes a healthier environment, greater economic resilience, and more equitable communities. Over the past year, DFR has distributed over 1.2M pounds of recovered produce to more than 35K people experiencing nutrition insecurity.

Financial and Fundraising Details

**Current Annual budget:** USD \$1,000,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$60,000

**Timeline:** July 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted

**Use of Funds Description:** 1- Expansion of food rescue efforts: With more funding, Denver Food Rescue could potentially expand their food rescue efforts to new locations or increase the frequency of their current food pickups. This would lead to more food being rescued from going to waste and instead being redistributed to people in need.

**Capital Type:** Grants



Atlanta, GA • Founded: 2020 • Time on Report: 5 Months

**Contact:** Patricia Dudley, RFP/Grant Writer, [patricia@goodr.co](mailto:patricia@goodr.co)

[Do Goodr](#) is a sustainable waste management and hunger relief company that leverages technology and logistics to reduce food waste and fight hunger. Do Goodr, a non-profit, is built on the principle that food insecurity is not an issue of scarcity; it's a matter of logistics. Do Goodr offers a variety of Hunger Relief and Food Waste Solutions, which include Surplus Food Recovery, Pop-Up Grocery Markets, and Goodr Grocery Stores. Headquartered in Atlanta, Goodr operates nationwide with clients in industries ranging from food service and hospitality to sports teams, universities, celebrities, government, and more. As of 2022, Do Goodr has served nearly 30 million meals to those in need and redirected 12 million pounds of food and organic material away from landfills.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$1,000,000

**Org Type:** For-profit

**Ask Amount:** USD \$500,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted

**Use of Funds Description:** As of 2022, Do Goodr has served nearly 30 million meals to those in need and redirected 12 million pounds of food and organic material away from landfills.

**Capital Type:** Grants

**Expected Impact of Funding:** This quarter they have \$300,000 in fundraising to continue the impact of food hunger using surplus food recovery from restaurants. Raising more will continue Do Goodr's powerful influence with their Feed More, Waste Less mission.



St. Augustine, FL • Founded: 2018 • Time on Report: 5 Months

**Contact:** Sunny Mulford, Executive Director, [sunny.mulford@epic-cure.org](mailto:sunny.mulford@epic-cure.org)

[Epic Cure](#) is a 100% volunteer organization. With 1 in 6 people in America facing hunger while 30 to 40% of the food supply ends up in landfills, they felt the call to action. Since they opened the doors to their first warehouse a little over 3 ½ years ago, they have rescued and distributed over 13,400,000 pounds of food and provided an average of 66 pounds of food over 204,000 times to families experiencing need or food insecurity.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$300,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$2,000,000

**Timeline:** December 2023

**Use of Funds:** Capacity building

**Use of Funds Description:** The larger capacity will allow them to increase their current food rescue of 500,000 pounds a month to 1,000,000+ pounds a month and increase the number of families served from 2,000 per week to 3,000+ per week.

**Capital Type:** Grants



Carlsbad, CA • Founded: 2020 • Time on Report: 3 Months  
**Contact:** Wesley Burt, Founder / Executive Director, [wesley@equationcollaborative.org](mailto:wesley@equationcollaborative.org)

[Equation Collaborative \(dba +BOX\)](#) delivers solutions to food insecurity that improve nutrition, expand access, and support sustainability. +BOX is designed to minimize barriers to nutritious foods by partnering with local growers, food rescuers, and neighborhood schools to distribute boxes of fresh, healthy, nutrient rich foods on a weekly basis. +BOX, in partnership with Feeding San Diego, ProduceGood, and other partners, is reducing food waste by rescuing and redirecting thousands of pounds of produce a week from the landfill to fill the plates of children and families. By connecting farms, community organizations, and underserved families, +BOX is supporting a more equitable, accessible, and sustainable food system.  
[Financial and Fundraising Details](#)

**Current Annual Budget:** USD \$998,103

**Org Type:** Nonprofit

**Ask Amount:** USD \$175,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, Capacity building, General operations/ unrestricted

**Use of Funds Description:** Additional funding helps expand their capacity to serve more food insecure families in new communities and increase the amount of rescued food they are able to redirect to food insecure families each week.

**Capital Type:** PRIs, Grants

**Expected Impact of Funding:** Every week, the +BOX team sources approximately 6,000 pounds of fruits, vegetables, and whole grains from a network of for- and non-profit suppliers, and then rely on a team of dedicated volunteers to assemble and pack boxes for delivery to ten school distribution partners, where they support close to 500 families per week. During 2022, +BOX provided food insecure children and families with healthy food in 49 of 52 weeks, distributing 23,810 boxes with 281,741 pounds of healthy food, enough for 234,785 meals for families.



Kentfield, CA • Founded: 2013 • Time on Report: 4 Months  
**Contact:** Amber Driscoll, Development Director, [amber@extrafood.org](mailto:amber@extrafood.org)

[ExtraFood's](#) efficient, point-to-point food recovery model ensures that any excess fresh, perishable food donation can be picked-up and redistributed to people in need 7/365. Their staff locate food donations that match its recipient partners' needs; volunteer and staff drivers, dispatched online and by text, pick up and deliver the food. ExtraFood's efficient and effective logistics and technology infrastructure is expanding throughout the Bay Area region where there is a high need for food rescue work and no centralized organization of food donors and food distribution company needs. ExtraFood is also an advocate for change in food policy at the local, state, and federal levels to increase equitable access to nutritious, fresh, affordable food and to end systemic waste.

[Financial and Fundraising Details](#)

**Current Annual Budget:** USD \$1,838,695

**Org Type:** Nonprofit

**Ask Amount:** USD \$1,945,000

**Timeline:** June 2024

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capacity building

**Use of Funds Description:** ExtraFood uses community invested dollars to support the operation of their food rescue program and farm gleaning programs.

**Capital Type:** PRIs, Grants

**Expected Impact of Funding:** ExtraFood is currently diverting over 1,000,000 pounds of fresh, edible food from being thrown into landfills each year, with a goal to double that impact by June 2024. This rescued food supports over 10,000 people each week.



Watsonville, CA • Founded: 2007 • Time on Report: 5 Months  
**Contact:** Breigha Sawyer, Development Officer, [development@farmdiscovery.org](mailto:development@farmdiscovery.org)

[Farm Discovery at Live Earth](#) is driven by a mission to empower youth and families to regenerate health in food farming nature and community. Live Earth Farm is a 150-acre patchwork of working farm, oak and redwood groves, and riparian corridor located in the Pajaro Valley north of Watsonville, indigenous to the Ohlone people. Through produce distribution to local food pantries, Farm Discovery reduces over 50,000 pounds of food waste each year. In addition, they utilize composting to regenerate soil through organic matter while teaching these essential waste-reducing practices to all program participants.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$634,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$200,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes

**Use of Funds Description:** Reducing over 40,000 pounds of waste each year through their produce distribution program.

**Capital Type:** Grants

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Windsor, CA • Founded: 2008 • Time on Report: 6 Months  
**Contact:** Kelly Conrad, Community Outreach & Development Director, [kellynconrad3@gmail.com](mailto:kellynconrad3@gmail.com)

[Farm to Pantry](#)'s mission is to bring together their communities to end food injustice and reverse global warming by rescuing and sharing locally-grown food with those who have been systematically marginalized.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$320,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$2,300

**Timeline:** December 2023

**Use of Funds:** General operations/ unrestricted

**Use of Funds Description:** Funds will be used to invest in staff, staff education/training, rent, vehicle maintenance & care, office supplies, software needs for donor/volunteer management, gleaning supplies, benefits and other overhead. Outcomes will be measured by gleaning productivity and amount of servings, partners and properties utilized and served within the community. Outcomes of the impact on the environment will also be measured and taken into account.

**Capital Type:** Grants

**Expected Impact of Funding:** In 2022, they rescued over 400,000 pounds of produce, resulting in reducing emissions equivalent to taking ~1000 cars off the road for a month.



Asheville, NC • Founded: 2015 • Time on Report: 5 Months  
**Contact:** Marisha MacMorran, Executive Director, [marisha@food-connection.org](mailto:marisha@food-connection.org)

[Food Connection](#) rescues unserved, prepared food from catering companies, universities and conference centers and distributes that food to communities in need.

Financial and Fundraising Details

**Current Annual budget:** USD \$1,183,525

**Org Type:** Nonprofit

**Ask Amount:** USD \$383,525

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capacity building

**Use of Funds Description:** To date, Food Connection has kept 205 tons of food out of the landfill. In 2023, they anticipate rescuing 50 tons of fresh food.

**Capital Type:** Grants



**\*REFED CATALYTIC GRANT FUND RUNNER UP\***

Cambridge, MA • Founded: 1981 • Time on Report: 2 Months  
**Contact:** Marena Burnett, Chief Development Officer, [marena@foodforfree.org](mailto:marena@foodforfree.org)

[Food for Free](#) improves access to healthy food through innovative programming and partnerships that overcome barriers and strengthen the community food system. They are seeking funding to grow their Heats-N-Eats program, which takes prepared food from corporate, university, and hospital dining services in the Boston area and turns it into balanced, single-serving meals that they distribute to food-insecure populations, providing access to nutritious food while reducing waste at the household level.

Financial and Fundraising Details

**Ask Amount:** USD \$40,000

**Org Type:** Nonprofit

**Use of Funds:** The funds will be used to scale up their Heats-N-Eats program..

**Capital Type:** Grants

**Expected Impact of Funding:** They aim to make 35,000 Heat-n-Eats meals in FY23. Further, their goals are to: 1) create a playbook for student-run organizations to scale and address food rescue and access (currently piloted at Tufts & Harvard); 2) increase efficiencies through the purchase/lease of new kitchen equipment; and 3) reduce operational costs and environmental impact of staff shuttling back & forth between the kitchen and packing & distribution center with the purchase of a double door industrial freezer to store more meals Increase support to staff.



Los Angeles, CA • Founded: 2009 • Time on Report: 5 Months  
**Contact:** Jen Cox, Chief Development Officer, [jen@foodforward.org](mailto:jen@foodforward.org)

[Food Forward](#) is an innovative food recovery logistics organization that rescues surplus produce on a large scale from wholesale growers, distributors, and shippers, then distributes it to hundreds of hunger relief programs that provide this fresh produce free of charge to people experiencing food insecurity. Based in Los Angeles, Food Forward also engages thousands of volunteers across multiple counties in California to rescue fruits and vegetables from backyard trees, orchards, and farmers markets, improving community understanding of and access to healthier food. Food Forward has distributed more than 315 million pounds of produce since its founding in 2009.

Financial and Fundraising Details

**Current Annual budget:** USD \$6,700,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$4,400,000

**Timeline:** December 2023

**Use of Funds:** General operations/ unrestricted

**Use of Funds Description:** Funds will help Food Forward accelerate its impact by building new produce industry relationships and logistics infrastructure to recover and distribute 270 million pounds of produce in 2023-2025, nearly equal to the volume of fruits and vegetables distributed in its first 14 years. It costs Food Forward just \$.07 in operational costs to recover and distribute one pound of food; every \$1,000 donated enables Food Forward to rescue 14,000 pounds - or 81,000 servings - of fresh fruits and vegetables, preventing emissions of 12 metric tons of CO2 equivalent.

**Capital Type:** Grants

**Expected Impact of Funding:** The Food Forward 2023 expense budget of \$6.7M is the largest approved in its history, reflecting higher impact goals; approximately 40% of funds needed to raise in 2023 are committed. Food Forward welcomes the opportunity to share how large-scale recovery of fresh produce and food waste reduction align with your mission.



Boulder, CO • Founded: 2012 • Time on Report: 5 Months  
**Contact:** Hayden Dansky, Co-Organizer, [hayden@foodrescuealliance.org](mailto:hayden@foodrescuealliance.org)

[Food Rescue Alliance](#) (FRA) supports the growth of food rescue organizations and initiatives, through members sharing resources, best practices, and innovative approaches toward actualizing common goals and values. As opposed to the traditional food banking approach of one-size-fits-all in every city, each member organization serves their local community in ways that work best for that community, from bicycle-based food distribution, community food hubs, to food distribution programs that happen out of affordable housing sites and pre-schools. The network's members redistribute an average of 20,000,000+ pounds to 600,000+ low-income individuals annually. Moreover, they have access to FRA's shared logistics software, Rootable, enabling them to free up capacity for their staff to more effectively do their work. Rootable will be the first cooperatively owned food rescue software platform, enabling local food rescues to have ownership in their logistical needs & over their own data.

Financial and Fundraising Details

**Current Annual budget:** USD \$327,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$177,900

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes

**Use of Funds Description:** The 13 organizations moving to Rootable move on average 8.3 million pounds of food every year. Transferring organizations to Rootable will free up time for logistics coordinators to focus on relationship building with food donors and recipient communities. This project will support those organizations to better run their programs, and have a long term software solution to meet their needs, which would hopefully allow them to recover more food beyond that.

**Capital Type:** Grants



Noblesville, IN • Founded: 2007 • Time on Report: 6 Months  
**Contact:** John Williamson, President/Executive Director, [jw@foodrescue.net](mailto:jw@foodrescue.net)

[Food Rescue Inc.](#), via K-12 Food Rescue, empowers empowering students to lead the #FoodIsNotTrash movement in their schools. They provide free educational resources, training, mentoring, and an online tracking tool that aggregates data and converts it into hunger relief and environmental impact and personalize the data with a photo embedded into the graphics called the K-12 Food Rescue Story Graphic Log Tool. They also host the nation's only podcast focusing only on school food waste solutions. The K-12 Food Rescue podcast has 50 episodes to date interviewing people involved in solving school food waste solutions, ranging from students, teachers, legislators, food pantry leaders, and school nutrition service directors.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$82,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$53,000

**Timeline:** December 2023

**Use of Funds:** General operations/ unrestricted

**Use of Funds Description:** General operations to support staff salaries

**Capital Type:** Grants



Vancouver, BC, Canada • Founded: 2016 • Time on Report: 5 Months  
**Contact:** Carla Pellegrini, Executive Director, [director@foodstash.ca](mailto:director@foodstash.ca)

[Food Stash Foundation](#) rescues over 80,000 pounds of perishable food a month that would otherwise go to waste due to overstocking, canceled orders, an approaching best before date, or not meeting aesthetic standards (like being an odd shape or size). It is donated to Food Stash by over 20 suppliers across Metro Vancouver and the Lower Mainland, including several large grocery retailers as well as wholesalers and local farms. They deliver most of their rescued food to over 30 charitable community partner organizations across Metro Vancouver. Their community partners collectively serve over 14,000 people a week, and include shelters, transitional and affordable housing programs, youth programs, and others that directly serve individuals and communities in need of reliable healthy food and other social services. They also provide community members with healthy customized food box deliveries, and run a Rescued Food Market.

#### Financial and Fundraising Details

**Current Annual Budget:** USD \$861,227

**Org Type:** Nonprofit

**Ask Amount:** USD \$324,113

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted

**Use of Funds Description:** General operating funds and/or program specific funds, to grow and adapt operations to rescue 100,000 pounds of food monthly, deliver food to over 30 charitable organizations, offer custom food box deliveries to over 100 families affected by food insecurity and chronic health concerns and/or disabilities, and run a low-barrier affordable food market with a focus on produce (healthy vegetables and fruits) and protein-rich items.

**Capital Type:** Grants

**Expected Impact of Funding:** As they continue to build partnerships with retailers, wholesalers, and farms, they feed back data that can be used to inform procurement practices and reduce food waste. By helping more retailers and other surplus food donors to meet their zero-waste targets, more food is kept out of landfill/compost and new best practices are formed.



Mountain View, CA • Founded: 2020 • Time on Report: 4 Months  
**Contact:** Tarlan Isaev, Tarlan Isaev, support@foodshare.club

[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

**Org Type:** For-profit

**Ask Amount:** USD \$150,000

**Timeline:** July 2023

**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



Portsmouth, NH • Founded: 1816 • Time on Report: 6 Months  
**Contact:** Anne Hayes, Executive Director, ahayes@gathernh.org

[Gather](#) has served the Seacoast for over 200 years by distributing nourishing food to people in need and taking a leadership role in building an equitable and sustainable regional food system. Gather redirects food that would go to waste through distributing, repurposing and gleaning. Their Fresh Rescue program takes food that retailers would throw out and distributes it to people in need through their pantry market and mobile markets. Their Cooking 4 Community program turns food that would go to waste into nutritious "to-go" meals. Through their facilitation of NH Gleans, a network of 7 regional agencies that recover fresh produce and distribute it through organizations, they've rescued over 1.1MM lbs. of food since 2015. In addition to facilitating the network, Gather's staff and volunteers glean produce from farms and accept drop offs by local producers.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$2,500,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$500,000

**Timeline:** June 2024

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted

**Use of Funds Description:** Funding will support staff salaries, supplemental food, distribution expenses, and program expenses.

**Capital Type:** Grants

**Expected Impact of Funding:** Gather hopes to continue to rescue at least 1.4MM lbs. of food next year.



New York, NY • Founded: 2020 • Time on Report: 3 Months  
**Contact:** Daniel Zauderer, Founder / Executive Director, [dan@grassrootsgrocery.org](mailto:dan@grassrootsgrocery.org)

Grassroots Grocery leverages the power of volunteerism, technology, and community partnerships to bring access to food into the heart of disadvantaged communities. In their rapid rescue program, volunteer drivers move bulk-rescued produce into the heart of the community, and in the community fridges program, they partner with community leaders to provide them with 24/7 infrastructure to increase food donations. Since September of 2020 they have rescued almost 1,000,000 pounds of produce from the Hunts Point Produce Market, recruited 3000+ volunteers, built a network of 33 hyper-local community-leader-led sites in Harlem and the Bronx, and helped set up 7 community refrigerators. In their Saturday "rapid rescue" program, they distribute an average of 8,000 pounds of food rescued from the Hunts Point Produce Market to an average of 28 hyperlocal locations, where they empower community leaders to reach over 1,000 families in just a few hours.

Financial and Fundraising Details

**Current Annual budget:** USD \$1,000,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$500,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capacity building,

**Use of Funds Description:** They will use funds primarily to grow their team and refine their tech platform, both of which will enable them to thoughtfully scale up.

**Capital Type:** Grants



Washington, D.C. • Founded: 1996 • Time on Report: 5 Months  
**Contact:** Erin Ricci, Senior Director, Philanthropic Partnerships & Strategy, [erikki@hcwh.org](mailto:erikki@hcwh.org)

[Health Care without Harm](#) is a global health and environmental organization mobilizing the health care sector to protect public health; build community resilience, local economies, and equity; and advocate for policy change. In the US, they organize action through their Practice Greenhealth membership network of 1500+ hospitals. The US health care system generates roughly 7 billion pounds of food waste annually. Their 3-year Reducing Food Loss and Waste project will leverage this network and their experience to tackle food waste in the US health system. HCWH will lead a "50by30" pledge campaign, challenging their hospital network to commit to reducing food waste by 50% by 2030. They will also accelerate sector momentum by coordinating a set of demonstration projects with 25 hospitals in California, the Pacific Northwest, and the Northeast, providing information, and technical, material support and evaluation support.

Financial and Fundraising Details

**Current Annual budget:** USD \$16,500,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$1,065,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes

**Use of Funds Description:** In three years, they aim to secure 50by30 commitments from 500 hospitals and engage 25 hospitals in regional demonstrations. Their goal is that all of these hospitals reach a 25% reduction in food waste by year three, which would equate to an average reduction of 360,000 lbs. of food per facility and 90,000 tons in total, and 175,500 metric tons of avoided CO2E emissions. They also expect network members to use their resources without making an explicit commitment, further expanding project impact.

**Capital Type:** Grants



Hesperia, CA • Founded: 2014 • Time on Report: 5 Months  
**Contact:** Christina Keneti Kennedy, President, ckisis@hotmail.com

[High Desert Second Chance](#) hosts the only centralized food bank in the High Desert region of San Bernardino County. With over 90 local feeding agencies and CBOs they work together to create a greater impact through Collaboration, sharing surplus resources and best practices. Their food bank is 100% recyclable. They work with local jurisdictions and counties to implement SB 1383. Everything on their site is 100% recyclable, meaning all items are diverted from going to landfills and instead helps build up their community. They work with local generators to collect edible food and not-edible for human consumption food products. Items not edible for human consumption are recycled out to their farming and composting community who in turn donate goods to the food bank including organic meats, eggs, seedlings, produce and more.

Financial and Fundraising Details

**Current Annual budget:** USD \$372,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$100,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capacity building, Capital improvements

**Use of Funds Description:** In 2022 they rescued and diverted 12 million pounds of food waste destined for landfills and provided local feeding agencies and farming community with food to support families and livestock.

**Capital Type:** Grants



Calgary, Canada • Founded: 2022 • Time on Report: 5 Months  
**Contact:** Lourdes Juan, Founder & CEO, lourdes@kneadtech.com

[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



Baltimore, MD • Founded: 2020 • Time on Report: 6 Months  
**Contact:** Catherine Anne Morneault, President, [Letseatinc20@gmail.com](mailto:Letseatinc20@gmail.com)

[Let's Eat, Inc.](#) rescues food from area markets that would otherwise be thrown away. This food is then distributed to area senior facilities, individual families, and other distributors that reach out to the community. Their organization and partners have reached over 44,000 individuals in the Baltimore metro area.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$20,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$30,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted

**Use of Funds Description:** Primary need: a refrigerated van to deliver food, which will ensure that food is properly refrigerated and kept as fresh as possible during distribution.

**Capital Type:** Grants

**Expected Impact of Funding:** They rescued over 347,000 pounds of food in 2022. They wish to increase that amount by at least 25%.



Fitchburg, WI • Founded: 2018 • Time on Report: 2 Months  
**Contact:** Autumn Giddings, Fundraising and Grants Coordinator, [autumn@littlejohnskitchens.org](mailto:autumn@littlejohnskitchens.org)

Created in the fall of 2018, [Little John's Restaurant](#) (LJR) is the dream of Chef Dave Heide as an answer to two distinct issues, food insecurity and food waste. LJR is focused on turning "Excess into Access" to address these issues. Little John's accepts donations from grocers, farmers, farmers markets, wholesalers, and other sources that would otherwise go unused and in turn uses those ingredients to create healthy and delicious ready to eat meals. There is often confusion about what food waste means, along with the associated stigma and shame of utilizing "food waste" so Little John's is committed to educating consumers, through serving their Evening Meals on Wheels clientele, their Catering contracts, and their Pay What You Want Café patrons the same "Excess to Access" meals.

#### Financial and Fundraising Details

**Current Annual Budget:** USD \$1,200,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$10,000,000

**Timeline:** June 2024

**Use of Funds:** LJR currently rescues approximately 100,000 pounds of unused food per year. With the completion of their Capital Campaign fundraising, LJR will be able to retrofit the building at 5302 Anton Drive in Fitchburg, WI and will be able to increase that number to over a million pounds per year in the first year. Once fully operational, LJR will be able to use fresh, local product to produce over 200,000 meals/ meal components per week and to provide those to local schools, elderly housing, homeless encampments, etc. The expanded storage and processing space at 5302 will also increase the amount of rescue food that is utilized from local farmers, as there will be an ability to dry, dehydrate, ferment, can, and freeze items for future use. Additionally, inedible food waste would then be returned to local farms for feed and compost.

**Capital Type:** Grants

**Expected Impact of Funding:** LJR currently rescues over 300 pounds of unutilized food per week from just one area grocer. These are fresh proteins, produce, and grains that local pantries will not accept as a donation, due to their limited shelf life. With increased processing and production space, LJR will be able to pick up from more stores, over 35 in the local area; LJR aims to go National within 10 years.



South Portland, ME • Founded: 2014 • Time on Report: 2 Months  
**Contact:** Kathryn Sargent, Executive Director, [kathryn@mainelockerproject.org](mailto:kathryn@mainelockerproject.org)

The [Locker Project](#) connects food-insecure children in Maine with nourishing food to improve their learning capacity, health, and future. They take a whole-family approach to child hunger, with programs that aim to be low-barrier, stigma-free and environmentally responsible. To reach 2,500+ families in Greater Portland, they partner with public schools, preschools, Head Start, WIC, Boys & Girls Clubs, faith-based organizations, public health and public housing agencies, and other local organizations that serve families. They currently rescue 4,000 to 5,000 pounds of fresh food from supermarkets and bakeries every week to supplement the produce they can procure from the statewide food bank and from local farms.

Financial and Fundraising Details

**Current Annual budget:** USD\$576,460

**Org Type:** Nonprofit

**Ask Amount:** USD \$50,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capacity building

**Use of Funds Description:** One component of their mission is to ensure that children become familiar with nutrient-dense fruits and vegetables early in life, and rescuing fresh produce supports that effort. They currently have 12 pickups a week at local grocers and 7 pickups at a bakery. This commitment to reducing food waste requires them to maintain more cold storage space and staffing than they would need if they procured produce only from the food bank. They are seeking \$50,000 in food rescue-specific funding for 2023 and subsequent years to cover these extra expenses. With this needed funding, they can continue to expand this aspect of their operation.

**Capital Type:** Grants

**Expected Impact of Funding:** In 2022, they rescued about 175,000 pounds of fresh food. Their goal for 2023 is 200,000 pounds. With adequate funding, they can continue to accept new supermarket pickups as they become available.



West Bloomfield, MI • Founded: 2021 • Time on Report: 6 Months  
**Contact:** Chad Techner, Founder / CEO, [chad@metrofoodrescue.com](mailto:chad@metrofoodrescue.com)

[Metro Food Rescue](#) (MFR) helps nourish food insecure families and individuals throughout the metro Detroit area by rescuing fresh foods and staples that would otherwise be destined for landfills and delivering that food to local food pantries and kitchens. MFR currently provides three truckloads of bread (9,000 units) every week to local food providers. Some non-profits spend thousands of dollars on bread purchased from Gleaners Community Food Bank of SE Michigan at \$2.25 per loaf (the retail cost is approximately \$5.50/loaf). For an agency that regularly purchases 2,000 loaves of bread from Gleaners Community Food Bank, the cost to the organization is \$4,500/wk (\$234,000/yr). MFR procures the free bread directly from bakeries and other outlets and delivers it to the agency at no cost to the non-profit receiving the bread.

Financial and Fundraising Details

**Current Annual budget:** USD \$375,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$119,299

**Timeline:** December 2023

**Use of Funds:** Capacity building

**Use of Funds Description:** MFR's expense to pick up and deliver 2,000 loaves is \$135 (\$7,020/yr). There is no shortage of bread available in Oakland County for pick-up. With added pick-up and distribution hours, MFR can deliver more bread.

**Capital Type:** Grants

**Expected Impact of Funding:** By partnering with more than 50 community food pantries and soup kitchens last year, MFR rescued, repurposed, and redistributed 1.5 million pounds of food that would otherwise have ended up in landfills.



San Jose, CA • Founded: 2012 • Time on Report: 4 Months  
**Contact:** Paul DiMarco, Director, [notime2waste.food@gmail.com](mailto:notime2waste.food@gmail.com)

[No Time to Waste](#) is a 501(c)(3) food recovery organization that recovers surplus food from 25 weekly food donors and delivers these goods to 8 charitable outreach program partners; They feed 250 people per day 7 days a week. In all, they have rescued 117 tons of food; provided 161,000 meals while reducing their carbon footprint by 76 tons & saving 107 million gallons of H2O.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$83,025

**Org Type:** Nonprofit

**Ask Amount:** USD \$43,000

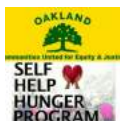
**Timeline:** December 2023

**Use of Funds:** Capacity building

**Use of Funds Description:** Building their capacity through the purchase of a vehicle that will allow them to expand their operations in both quantity of food recovered, but also type of food and overall impact. They project to at least double their impact with a food recovery/delivery vehicle.

**Capital Type:** Grants

**Expected Impact of Funding:** They currently feed 250 people 7 days a week. With proper funding, they project to increase their impact to 460 people per day 7 days a week.



Oakland, CA • Founded: 2008 • Time on Report: 4 Months  
**Contact:** Sofia Tudose, Administrative Associate/Program coordinator, [sofia@ocuej.org](mailto:sofia@ocuej.org)

[Oakland Communities United for Equity & Justice](#)'s main program is Self Help Hunger (SHHP), which diverts over 50 tons of food per year directing the excess to low income communities in North Oakland. They donate through their Produce stand located in a small park. They also train community member in the kitchen, and the result is distributed for free to low income, BIPOC, and homeless population. All ingredients used in the cooking are also rescued from waste.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$150,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$50,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capacity building

**Use of Funds Description:** Their program relies on a framework of solid volunteers. However, this year they plan to make use of a donated van to expand the capabilities of their program in taking on rescued food. They plan to hire a full time program coordinator to pick up and distribute donations throughout Oakland. For their Cooks program, they want to contract with a Chef to train and improve the quality of the meals they offer to their community.

**Capital Type:** Grants

**Expected Impact of Funding:** They estimate the added capacity at an extra 30-40 tons/year.



San Francisco, CA • Founded: 2016 • Time on Report: 3 Months  
**Contact:** Mimi Bestwick, CFO, [mimi@replate.org](mailto:mimi@replate.org)

[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



Carmel, NY • Founded: 2016 • Time on Report: 5 Months  
**Contact:** Dana Hammond, Director of Development, [dana@secondchancefoods.org](mailto:dana@secondchancefoods.org)

[Second Chance Foods](#)'s mission is to elevate the health of people and the planet through food rescue. Their goal is to break the cycle of food waste through innovative solutions while also reducing meal insecurity to those who need help accessing healthy foods.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$325,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$200,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capacity building

**Use of Funds Description:** In order to increase the amount of food rescued (and create more healthy meals for their program recipients) is to increase their SCF staff capacity. They hope to do this in 2023 by increasing the hours for the part time operations assistant so that she can help with the enormous task of volunteer management.

**Capital Type:** Grants

**Expected Impact of Funding:** Second Chance Foods has secured numerous grants from local grant-making foundations as well as corporate and individual support toward their project goals.



Brooklyn Park, MN • Founded: 2001 • Time on Report: 3 Months  
**Contact:** Megan Muske, Chief Development Officer, [mmuske@2harvest.org](mailto:mmuske@2harvest.org)

[Second Harvest Heartland](#) serves 41 Minnesota counties and 18 Wisconsin counties, including the greater Twin Cities metro area. Second Harvest Heartland is a member of Feeding America, a network of 200 food banks nationwide. Working with their network of partners, volunteers, and donors, they rescue, receive and then deliver food in extremely large quantities. Last year, Second Harvest Heartland rescued nearly 40 million pounds of food from retail partners. Their Kitchen Coalition initiative is an important effort in the food rescue space, delivering more than 3 million meals to neighbors facing food insecurity. Not only does it connect those in need of food with freshly prepared meals, it also reduces food waste. On average, forty percent of the ingredients for each meal come from rescued food. Every Kitchen Coalition meal keeps more than 7 ounces of food out of landfill and since its creation, the program has rescued more than 1.6 million pounds of food.

Financial and Fundraising Details

**Current Annual budget:** USD \$70,629,500

**Org Type:** Nonprofit

**Ask Amount:** USD \$10,000,000

**Timeline:** September 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted

**Use of Funds Description:** Funds raised for Kitchen Coalition cover the costs paid to culinary staff at their 18 kitchen partners and can support increasing food rescue abilities by adding tools like refrigerated vans to the program. Fundraising also helps support the expansion of Kitchen Coalition to other areas of the state and beyond.

**Capital Type:** Grants

**Expected Impact of Funding:** Using a target of 40% of each Kitchen Coalition meal being donated / rescued and removed from the waste stream and a conservative estimate of 1.4 million meals prepared annually, at a weight of 18 ounces per meal, 7 ounces of each MCK is donated/rescued. This equates to a current annual total of 612,500 pounds of rescued/reduced waste food due to Kitchen Coalition.



Philadelphia, PA • Founded: 2018 • Time on Report: 6 Months  
**Contact:** Nourhan Ibrahim, Development Director, [nourhan@sharingexcess.com](mailto:nourhan@sharingexcess.com)

[Sharing Excess](#) partners with grocery stores, restaurants, wholesalers, and farmers to rescue and redistribute over 150,000 lbs. of food every week.

Financial and Fundraising Details

**Current Annual budget:** USD \$1,400,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$500,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capital improvements

**Use of Funds Description:** Expanded food rescue operations to cities across the United States, and increasing their capacity to over 15 million meals distributed annually.

**Capital Type:** Grants

**Expected Impact of Funding:** 20,000,000 pounds of food rescued.



Vadnais Heights, MN • Founded: 2020 • Time on Report: 2 Months  
**Contact:** Jesse Grey, Executive Director, [jgrey@super-foundation.org](mailto:jgrey@super-foundation.org)

[Super Foundation](#) provides all kinds of food and supplies to the unhoused, but especially upcycled food.

Financial and Fundraising Details

**Current Annual budget:** USD \$50,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$5,000

**Timeline:** September 2023

**Use of Funds:** Project- or Program-specific purposes

**Use of Funds Description:** 100% of the funds raised will go toward nourishing the unhoused by maximizing the use of upcycled food.

**Capital Type:** Grants

**Expected Impact of Funding:** Additional funding will only expand the great impact of reducing food waste and feeding those that need it most.

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Los Angeles, CA • Founded: 2020 • Time on Report: 6 Months  
**Contact:** Jessica Nadeau, Director of Grants Management, [jessica.nadeau@farmlinkproject.org](mailto:jessica.nadeau@farmlinkproject.org)

[The Farmlink Project](#) connects farms with surplus produce to food banks with an overall goal to reduce carbon emissions, feed people in need, & empower the next generation of changemakers. Their model connects farmers to food relief organizations by identifying surplus produce in real-time, rapidly matching it to food banks, and coordinating logistics and transportation to the final destination.

Financial and Fundraising Details

**Current Annual budget:** USD \$7,000,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$5,400,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capacity building

**Use of Funds Description:** They will hone their transportation methodology and relationship development strategy to create predictable and consistent distribution channels from farms to food deserts across the United States.

**Capital Type:** Grants

**Expected Impact of Funding:** Since their inception, they have rescued over 100 million pounds of food, prevented 17,346 metric tons of CO2 emissions by keeping perfectly good produce out of landfills, and saved 2,032.51 million gallons of water from being wasted, the equivalent to 3,078 olympic swimming pools. In the next 5 years, they aim to scale their services to provide one billion meals worth of fresh and healthy produce to people facing food insecurity.



Melrose, MA • Founded: 2020 • Time on Report: 5 Months

**Contact:** Jana Gimenez, Executive Director and Co-Founder, [fooddrivemelrose@gmail.com](mailto:fooddrivemelrose@gmail.com)

[The Food Drive](#) is a community-driven nonprofit that provides hands-on, hyperlocal solutions to hunger and food waste in communities north of Boston. Simply stated, The Food Drive connects food with people, filling the plate instead of the landfill. Founded in late 2020 in response to the hunger resulting from the pandemic, The Food Drive recovers food that would have been wasted at commercial sources and delivers it at no cost to pantries, low-income housing, and other recipients within a ten-mile radius - driving food from the point of potential waste to the point of need. Their work is unique because they rescue food seven days a week year-round.

Financial and Fundraising Details

**Current Annual budget:** USD \$730,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$160,000

**Timeline:** December 2023

**Use of Funds:** General operations/ unrestricted

**Use of Funds Description:** Funding would enable them to continue filling gaps in food waste reduction. The Food Drive is the only food rescue in their region that recovers food every weekend and every holiday, which diverts thousands of pounds of food previously left for compost or trash. Their strategic plan includes replicating their weekend rescue model. They estimate that 30 Whole Foods stores could be wasting half a ton of food each weekend.

**Capital Type:** Grants



Nashville, TN • Founded: 2011 • Time on Report: 5 Months

**Contact:** Brianna Aka-Bashorun, Development Manager, [Development@thenashvillefoodproject.org](mailto:Development@thenashvillefoodproject.org)

[The Nashville Food Project](#) (TNFP) brings people together to grow, cook and share nourishing food with the goals of cultivating community and alleviating hunger in their city. They embrace a vision of vibrant community food security in which everyone in Nashville has access to the food they want and need through a just and sustainable food system. TNFP's programs and initiatives promote sustainability while increasing social connection and bringing people of diverse backgrounds together. Through their food recovery and food waste prevention efforts, TNFP focuses on developing deep food donation partnerships with local farms, grocers and restaurants to reduce the amount of food that ends up in their landfills while also allowing them to utilize high quality, fresh food in their kitchens. In 2022, TNFP recovered over 213,000 lbs of donated food, valued over \$600,000, and shared 18,190 lbs of excess food with other nonprofit organizations. A total of 32,280 lbs of unusable food was composted.

Financial and Fundraising Details

**Current Annual budget:** USD \$3,520,560

**Org Type:** Nonprofit

**Ask Amount:** USD \$50,000

**Timeline:** December 2023

**Use of Funds:** General operations/ unrestricted

**Use of Funds Description:** The majority of the food TNFP recovers is used in their meals program, through which they share 6,000 meals per week in collaboration with 30+ anti-poverty and community building organizations in their city. Fully three-quarters of each meal served contains donated and/or recovered food. Any food they cannot use is shared directly with a network of their partners needing regular grocery support. Food that is no longer edible is composted and later applied to their gardens to achieve improved soil health.

**Capital Type:** Grants



Kampala City, Uganda • Founded: 2004 • Time on Report: 2 Months

**Contact:** Eddie Mutebi, Executive Director, [ucdvvolunteersug@gmail.com](mailto:ucdvvolunteersug@gmail.com)

[Union of Community Development Volunteers \(UCDV\)](#) is a national indigenous humanitarian/ charitable organization based in Uganda with a special UN Water Conference 2023 accreditation. It was founded in 2004 with a major focus on improving the livelihoods of the less privileged with socioeconomic services such as water, education, health, food security and creating economic security for self-reliance.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$500,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$250,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capacity building, Capital improvements

**Use of Funds Description:** Capacity building and capital improvements regarding food security and general program development for the organization.

**Capital Type:** Grants

**Expected Impact of Funding:** There will be enough food for every household in the targeted project communities, hence improved livelihoods which will reduce the requirement for medical interventions and eventually will lead to economic community development.



West Palm Beach, FL • Founded: 1962 • Time on Report: 1 Month

**Contact:** Kathleen Mason, Director for Hunger Relief, [kathleenmason@unitedwaypbc.org](mailto:kathleenmason@unitedwaypbc.org)

[United Way of Palm Beach County](#) (UWPBC) supports +110 vital programs and initiatives. UWPBC & the leadership at PBC Board of County Commissioners launched the Hunger Relief Initiative (HRI) in 2015 to develop and implement the PBC Hunger Relief Plan. UWPBC led the creation of the plan, in partnership with more than 180 agencies to alleviate hunger in PBC. A component is improving the infrastructure of the hunger relief system in PBC through grant-making that promotes long-term, sustainable improvements. For 4 years, HRI provided the Food Storage Capacity Grant aimed to reduce food waste at charitable organizations through improved cold & dry storage equipment. Awardees experienced increases in their ability to accept donations & recovered food from farmers & major retailers, store more nutritious food for clients, share storage space with other neighboring charitable food providers, & overall saw a decrease in food wasted from spoilage.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$810,067

**Org Type:** Nonprofit

**Ask Amount:** USD \$900,000

**Timeline:** September 2026

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted

**Use of Funds Description:** Funds would be used to support the Hunger Relief Capacity & Infrastructure Grant. Awardees of the capacity building grant prevent and reduce food wasted through improved hunger relief infrastructure. Awardees are better equipped to recover food from farms, large retailers, or other nonprofits, and safely store, transport, and distribute food before it spoils or violates food safety protocols. Improved technology impacts an agency's ability to order, track, and manage food operations. An unexpected outcome on reduced food waste has been through resource sharing in the provider network.

**Capital Type:** Grants, PRIs

**Expected Impact of Funding:** Their current grant supports local 501c3 providers in 3 categories: equipment, IT, and alternative farming with equipment capacity building being the most requested category. Equipment awarded is expected to increase the number of participants receiving food, improved hunger relief operations, increased food stored, increased food distributed, and decreased food waste.



Portland, OR • Founded: 2015 • Time on Report: 6 Months  
**Contact:** Susan Snortum, Chief Financial Officer, [susie@wastenotfoodtaxi.org](mailto:susie@wastenotfoodtaxi.org)

[Waste Not Food Taxi](#) diverts excess commercial food to low-income housing and pop-up pantries.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$100,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$80,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted

**Use of Funds Description:** Staff and equip pop-up pantries at low-income housing and in underserved BIPOC neighborhoods. Each weekly session serves approx. 100 families and costs \$200 for staff, vehicles, and supplies.

**Capital Type:** Grants

**Expected Impact of Funding:** Working with local solid waste management to increase donation of all edible leftovers, prepared foods included. Currently moving six tons per week, they intend to double their volume in 2023.



All of us taking care of all of us

Pleasant Hill, CA • Founded: 2014 • Time on Report: 3 Months  
**Contact:** Eve Birge, Executive Director, [evebirge@whiteponyexpress.org](mailto:evebirge@whiteponyexpress.org)

[White Pony Express \(WPE\)](#) acts as the connecting link between high quality, surplus food from generous in-kind donors and neighbors in need—all picked up and delivered free of charge. They partner with over 80 established charitable organizations who support vulnerable populations in Contra Costa County. They serve over 120,000 people each year by partnering with non-profit agencies who have strong ties to the community. Since their inception, WPE's Food Rescue Program has rescued and delivered more than 20 million pounds of nutritious food—equal to 17 million meals. They have prevented 22,500 tons of CO2 emissions from entering the atmosphere by keeping high quality, surplus food out of landfills.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$2,664,776

**Org Type:** Nonprofit

**Ask Amount:** USD \$2,664,776

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capacity building, Capital improvements

**Use of Funds Description:** Specific project goals include: 1. eliminating food insecurity by reaching all of Contra Costa's food insecure individuals, 2. protecting the environment by eliminating food waste, 3. increasing equitable access to food/basic necessities, 4. addressing social determinants of health by providing nutritious food, 5. increasing learning capacity in schools, and 6. creating community partnerships and opportunities for selfless service.

**Capital Type:** Grants

**Expected Impact of Funding:** They carefully track all rescued and delivered food, which currently averages 12,000 lbs./day. They also measure the amount of food diverted from landfills. WPE prevents 11 million pounds of CO2 gas from entering the atmosphere every year. Since approximately 18% of landfill in California is food waste, WPE is making a significant environmental impact, particularly in reducing the amount of carbon dioxide and methane that is released into the atmosphere.



Lusaka, Zambia • Founded: 2023 • Time on Report: 5 Months  
**Contact:** Enock Mwewa, Founder, [enock.mwewa@zambiafoodbank.org](mailto:enock.mwewa@zambiafoodbank.org)

[Zambia Food Bank](#) works with individuals, businesses, restaurants, farms, charity organizations, private and public institutions not just to help reduce emissions as a result of food waste but to also support people to meet their dietary requirements without making access to good, healthy and nutritious food a luxury. This is done through activities such as food rescue and recovery as well as community food gardens.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$50,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$35,000

**Timeline:** August 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capacity building

**Use of Funds Description:** The expected impact is to support at least 1000 people to meet their nutritional needs by accepting food donations from businesses such as farms and restaurants.

**Capital Type:** Grants

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Las Vegas, NV • Founded: 2022 • Time on Report: 4 Months  
**Contact:** Summer Schnog, Founder, [summer@grow2earths.com](mailto:summer@grow2earths.com)

[Another Earth](#)'s 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

**Org Type:** For-profit

**Ask Amount:** USD \$1,200,000

**Timeline:** July 2023

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

**Product Stage:** Prototype

**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



Fremont, CA • Founded: 2022 • Time on Report: 2 Months

**Contact:** Juan Carlos Murga, CEO, [jcmurga@biii.life](mailto:jcmurga@biii.life)

[Biii.inc's](#) objective is to provide the information, equipment, support to apartment communities and restaurants to compost at the source, and to stop food waste from reaching landfills.

#### Financial and Fundraising Details

**Current Annual Budget:** USD \$150,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$300,000

**Timeline:** October 2023

**Use of Funds:** Project- or Program-specific purposes

**Use of Funds Description:** The funds will be used to provide the technology and capacity building to compost efficiently to teaching institutions, hospitals, apartment communities, and restaurants.

**Capital Type:** Grants

**Expected Impact of Funding:** California alone produces between 5 to 6 million tons of food waste per year. This program (ZERO-M) can reduce the impact by 10% for the first year of implementation. Biii.inc is currently submitting details of the program to the city of Davis and San Jose California to provide access and support for a land to build a compost facility.



McMinnville, OR • Founded: 2020 • Time on Report: 5 Months

**Contact:** Aly Moore, Chief Communications Officer, [aly@chapulfarms.com](mailto:aly@chapulfarms.com)

[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

**Org Type:** For-profit

**Ask Amount:** USD \$10,000,000

**Timeline:** December 2023

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

**Product Stage:** Currently selling

**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.



Nashville, TN • Founded: 2014 • Time on Report: 5 Months  
**Contact:** Matthew Beadlecomb, CEO & Co-Founder, [beadle@compostnashville.org](mailto:beadle@compostnashville.org)

[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.



Ridgefield, CT • Founded: 2015 • Time on Report: 5 Months  
**Contact:** Nick Skeadas, Owner, [nick@curbcompost.org](mailto:nick@curbcompost.org)

[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

**Current Annual Revenue:** USD \$1,000,000

**Org Type:** For-profit

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

**Timeline:** December 2023

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

**Product Stage:** Currently selling

**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.



Northfield, MN • Founded: 2017 • Time on Report: 4 Months

**Contact:** Clifford Martin, martiniscliff@gmail.com

[Curbside Compost Cooperative](#) is a worker owned and controlled cooperative that provides curbside compost collection for residents and institutions in cities in Rice County MN. They are working to expand into running their own local processing site as well.

Financial and Fundraising Details

**Current Annual Revenue:** USD \$142,166

**Org Type:** For-profit

**Ask Amount:** USD \$350,000

**Timeline:** December 2025

**Use of Funds:** These funds will be used to purchase land, build the physical infrastructure of a compost processing site, and upgrade their collection technology to be more environmentally sustainable.

**Capital Type:** Grants

**Expected Impact of Funding:** With this infrastructure they could divert 3,000,000 lbs of food waste from the landfill per year.



Upland, CA • Founded: 2009 • Time on Report: 5 Months

**Contact:** Jun Yang, CEO, jun@enicglobal.com

[Fantasia Outlet, Inc \(DBA ENIC\)](#) uses onsite treatment to reduce the food waste right at the source, up to 90%. They do not use any additives or fresh water to turn the food waste to a useful biomass. It is very important to process at the source and not move around generating Methane Gas and lixiviat. Since it is reduced up to 90%, one can reduce collection time from daily to once a week or every other week. That means they help to reduce CO2 and ease traffic too.

Financial and Fundraising Details

**Current Annual Revenue:** USD \$250,000

**Org Type:** For-profit

**Ask Amount:** USD \$500,000

**Timeline:** July 2023

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

**Product Stage:** Currently Selling

**Use of Funds:** Marketing and R&D

**Capital Type:** Grants



Rogers, AR • Founded: 2019 • Time on Report: 4 Months  
**Contact:** Richard Ims, Founder, [richard@foodrecyclingsolutionsllc.com](mailto:richard@foodrecyclingsolutionsllc.com)

[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

**Current Annual Revenue:** USD \$250,000

**Org Type:** For-profit

**Ask Amount:** USD \$5,000

**Timeline:** December 2023

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

**Product Stage:** Currently selling

**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.



Canberra, Australia • Founded: 2016 • Time on Report: 2 Months  
**Contact:** Olympia Yarger, CEO, [Olympia@goterra.com.au](mailto:Olympia@goterra.com.au)

[Goterra](#) is waste management technology that creates fee for service food waste management with autonomous modular systems.

Financial and Fundraising Details

**Current Annual Revenue:** USD \$900,000

**Org Type:** For-profit

**Ask Amount:** USD \$15,000,000

**Timeline:** December 2023

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

**Product Stage:** Currently selling

**Use of Funds:** Expand SAM and enter new markets; support senior management team to accelerate growth; R&D to progress products currently in development pipeline or prototype phase.

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

**Expected Impact of Funding:** Reduction of over 1,000 CO<sub>2</sub>e kg for every tonne of food waste managed.



Sun Prairie, WI • Founded: 2022 • Time on Report: 1 Month  
**Contact:** Ben E Stanger, CEO/ Co-Founder, [ben@withgreenbox.com](mailto:ben@withgreenbox.com)

[Green Box Compost](#) provides collection and composting of organic waste in Dane County, Wisconsin.

Financial and Fundraising Details

**Current Annual Revenue:** USD \$350,000

**Org Type:** For-profit

**Ask Amount:** USD \$65,000

**Timeline:** August 2023

**Product Stage:** Currently selling

**Use of Funds:** To purchase a mixer/shredder for farm composting operation, which will drastically increase their speed of composting. They are currently seeing incredible growth in the commercial sector but are falling behind on processing capabilities without access to this equipment. This piece of equipment will help them bridge a gap as they work on a larger scale facility.

**Capital Type:** 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.



Plainfield, NJ • Founded: 2020 • Time on Report: 5 Months  
**Contact:** Isaiah Green, CEO, [Isaiah@GreenBucketCompost.com](mailto:Isaiah@GreenBucketCompost.com)

[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.

Financial and Fundraising Details

**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.



Brooklyn, NY • Founded: 2009 • Time on Report: 2 Months

**Contact:** Alexandria Gross, Development and Communications Associate,  
alexandria@greencityforce.org

[Green City Force \(GCF\)](#) trains young leaders from low income communities in NYC to power a green, inclusive economy through service. During 6-10 month AmeriCorps terms, GCF Corps Members (CMs) develop a passion for sustainability, lead community change, and are equipped with tools to access quality green jobs. They transform their own lives by driving environmental justice initiatives in public housing and other frontline communities. At GCF Eco-Hubs in NYCHA (NYC Housing Authority), CMs build and maintain farms and compost systems where they educate residents about food waste, transforming resident food scraps into healthy soil used to grow organic produce. Residents receive this food in exchange for compostable waste or volunteer time. Trained by Compost Power, a GCF alumni-led Social Enterprise, the teams enable communities disproportionately impacted by climate change and inequity to access a community-led food-waste solution while preparing BIPOC youth for zero-waste jobs.

#### Financial and Fundraising Details

**Current Annual Budget:** USD \$7,071,563

**Org Type:** Nonprofit

**Ask Amount:** USD \$574,546

**Timeline:** June 2024

**Use of Funds:** Project- or Program-specific purposes, Capacity building

**Use of Funds Description:** Funds would specifically support the site resources and compost training of GCF CMs at Eco-Hubs with GCF's alumni Social Enterprise team Compost Power as they build-out and lead closed-loop compost systems and experiential learning sites across NYCHA, including additional GCF Eco-Hubs in the coming years.

**Capital Type:** Grants

**Expected Impact of Funding:** Funding to support GCF & Compost Power would contribute to ~75,000+ lbs of food and other organic waste diverted and repurposed as compost for urban farms in NYC public housing over the course of a year, in addition to food waste and related environmental education for 5,000+ New Yorkers from these frontline communities, and ~2,000 hrs of training for the young adults leading these initiatives.



Bethel, New York • Founded: 2009 • Time on Report: 5 Months

**Contact:** Jessica Weiss, Executive Director, GrowingSOULorg@gmail.com

[GrowingSOUL — Sustainable Opportunities for Universal Learning](#) is a community building zero waste program model for the Catskills region incorporating food production, preservation, distribution and recycling via composting in order to divert organics from filling landfills to filling bellies, and growing the healthy soil in which good food and strong communities grow and thrive creating green jobs centered on mission-driven outcomes.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$250,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$180,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, Capacity building, Capital improvements

**Capital Type:** Grants



Kansas City, MO • Founded: 2019 • Time on Report: 5 Months  
**Contact:** Kristan Chamberlain, Executive Director, [kristan@kccancompost.com](mailto:kristan@kccancompost.com)

[KC Can Compost](#) is an innovative enterprise committed to improving the social and environmental landscapes of Kansas City. Their mission is to advance a systematic infrastructure and method for organics management and diversion that can be implemented across commercial and residential sectors. Their mission includes a commitment to environmental justice and facilitating equity for all members of their community through education, job training, and job creation for underserved members of their community.

#### Financial and Fundraising Details

**Current Annual Budget:** USD \$581,120

**Org Type:** Nonprofit

**Ask Amount:** USD \$241,907

**Timeline:** December 2023

**Use of Funds:** \$100,000 would enable them to hire an additional service sales team member and new driver, both of which facilitate greater regional food waste diversion. They have also initiated a collection infrastructure that is intended to be expanded regionally. They are integrating very new food waste kiosk technology that will make residential composting more readily accessible and incredibly easy. They are excited to expand the model to cities regionally and hopefully, nationally.

**Capital Type:** PRIs, Grants



Washington, DC • Founded: 2017 • Time on Report: 4 Months  
**Contact:** Jeffrey Neal, CEO and Founder, [jeffrey@loopclosing.com](mailto:jeffrey@loopclosing.com)

[Loop Closing](#) deploys and supports a network of commercially available food scrap composting machines engineered for on-site use. They addressed why distributed on-site composting has yet to scale and replicate. 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. They align regulators and manage the finished compost, which is essential for soil health. This saves clients money so they can keep their share of the \$11B currently spent hauling away food scraps while providing the needed composting capacity that centralized systems alone have not been able to provide.

#### 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. Then, these contracts would help to secure the debt to finance the capital costs of the needed composting machines. They would then hire the operations staff to install, train, commission, and oversee the use of the composting machines. Once 30 units are successfully deployed, they would reach a revenue support position, demonstrating the business model's product/market fit and feasibility.

**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.



Orlando, FL • Founded: 2020 • Time on Report: 6 Months  
**Contact:** Charlie J Pioli, Owner/Founder, [cpoli@o-towncompost.com](mailto:cpoli@o-towncompost.com)

[O-Town Compost Inc.](#) is a community composter that's looking to extend the life of the Orange County landfill and help the City of Orlando achieve zero waste.

Financial and Fundraising Details

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

**Org Type:** For-profit

**Ask Amount:** USD \$120,000

**Timeline:** August 2023

**Series (if applicable):** N/A

**Product Stage:** Currently Selling

**Use of Funds:** Purchase a vehicle, hire a new driver, and wage a marketing campaign in the Kissimmee and Lake Nona areas of Central Florida. This would roughly give 500K people access to curbside composting that previously didn't have access.

**Capital Type:** Grants

**Expected Impact of Funding:** They expect to have close to 150-200 residential customers, and 10-20 commercial customers, diverting the equivalent of about 11 pounds of food waste for each resident, and 250 pounds of food waste per business. In addition, this funding would help get a foot in the door with the local municipality, Osceola County, to begin that relationship that could one day lead to a municipal partnership recycling food waste.



Peoria, AZ • Founded: 2012 • Time on Report: 4 Months  
**Contact:** Bill Krahel, President & CEO, [billkrahel@aol.com](mailto:billkrahel@aol.com)

[OnSite Waste Solutions](#) is a national distributor of dehydration technology and equipment that reduces food waste, on-site, by ~ 90% in volume and weight. Additionally, it eliminates odors, pests and leaching issues in the food waste generator's trash collection area. Lastly, it generates two viable, pathogen-free by-products that can be reused / recycled by the food waste generator / local farms / community gardens, etc. As a result, it diverts food waste from landfills and reduces a food waste generator's carbon footprint. Thus, when the food waste generator reuses / recycles the two by-products it generates, it provides a "Closed Loop" solution to food waste.

Financial and Fundraising Details

**Current Annual Revenue:** USD \$1,000,000

**Org Type:** For-profit

**Ask Amount:** USD \$250,000

**Timeline:** Q3 2023

**Use of Funds:** Primarily trying to locate Grant funding sources for clients that want to enhance their sustainability initiatives or comply with existing city, county, state, or federal mandates to divert food waste from landfills and reduce their carbon footprint. The funds would be used to purchase the dehydrators, including shipping and installation expenses but excluding any operational expenses.

**Capital Type:** Grants



Chicago, IL • Founded: 2011 • Time on Report: 5 Months  
**Contact:** Jonathan Pereira, Executive Director, [jonathan@plantchicago.org](mailto:jonathan@plantchicago.org)

[Plant Chicago](#) is a nonprofit with a mission to cultivate local circular economies. They operate out of a former firehouse on the southwest side of Chicago. Their food waste work involves increasing food waste diversion from residents and small businesses of the southwest side by offering free food scrap drop off. In 2023, they are partnering with the city to pilot a new community based food scrap drop off model.

Financial and Fundraising Details

**Current Annual budget:** USD \$544,000

**Org Type:** Nonprofit

**Ask Amount:** USD \$200,000

**Timeline:** December 2023

**Use of Funds:** Project- or Program-specific purposes, General operations/ unrestricted, , Capital improvement

**Use of Funds Description:** They are currently diverting 7 tons of food scraps per year. They would like to triple this in the coming year. Their project is a pilot site to guide the city to be able to implement more community based drop off sites to aggregate residential food waste.

**Capital Type:** Grants



Lima, Peru • Founded: 2016 • Time on Report: 5 Months  
**Contact:** Pipo Reiser, CEO, [pipo@sinba.pe](mailto:pipo@sinba.pe)

[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.



San Diego, CA • Founded: 1983 • Time on Report: 6 Months  
**Contact:** Jessica Toth, Executive Director, [jessica.toth@solanacenter.org](mailto:jessica.toth@solanacenter.org)

[Solana Center for Environmental Innovation](#) showcases the feasibility of regionwide closed loop capability through partnerships between government, food-sellers, and agricultural producers. 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 resulting in County ordinance to permit farm-to-business-to-farm pathways for food waste; creation of the first mid-scale composting demo center and training curriculum resulting in over 100 practitioners with skills to manage larger composting systems.

#### Financial and Fundraising Details

**Current Annual budget:** USD \$1,079,900

**Org Type:** Nonprofit

**Ask Amount:** USD \$250,000

**Timeline:** August 2023

**Use of Funds:** Project- or Program-specific purposes

**Use of Funds Description:** They aim to close a gap in anaerobic digestion (AD) solutions being adopted across the country to manage food waste. After biogas is extracted, AD operators are left with digestate, the primary byproduct, which amounts to as much as 95% of the incoming feedstock volume. Using impact-first funding, Solana Center will establish composting on closed landfill sites using AD digestate. 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. The impact and implications will have qualifiable value proportional to the amount of AD processing across the US.



Pittsfield, MA • Founded: 2021 • Time on Report: 6 Months  
**Contact:** Mary Stucklen, Owner & Operator, [Hello@tommyscompost.com](mailto:Hello@tommyscompost.com)

[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:** August 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.



Pine Brook, NJ • Founded: 2022 • Time on Report: 6 Months  
**Contact:** Christina PioCosta-Lahue, President, [christina@vivaria.eco](mailto:christina@vivaria.eco)

[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 focuses on establishing food waste composting facilities utilizing aerated static pile technology, a forced air fan system that controls and accelerates the composting process.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$0

**Org Type:** For-profit

**Ask Amount:** USD \$100,000 - \$200,000

**Timeline:** September 2023

**Use of Funds:** The establishment of a 2,500 ton per year aerated static pile demonstration site in collaboration with a leading New Jersey-based environmental sustainability non-profit (details may be disclosed to interested parties confidentially) in conjunction with a multi-year research project investigating the impact of compost usage. Vivaria Ecologics is responsible for project design and management, technical support, data analysis and reporting, and the development of the research component of the project.

**Capital Type:** Grants

**Expected Impact of Funding:** (1) Promote awareness of the environmental benefits of composting in reducing greenhouse gas emissions and improving the quality of soils. (2) Showcase cutting edge composting technology to regulators, public officials, solid waste professionals and the public. (3) Build a body of key operational data on the composting process to better inform policy and regulatory change. (4) Grow public knowledge of the impacts of usage of compost through research and dissemination.



Aurora, CO • Founded: 2018 • Time on Report: 6 Months  
**Contact:** Carolyn Pace, General Manager, [team@wompostcoop.com](mailto:team@wompostcoop.com)

[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 hauling 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 reduce employee exposure to diesel fumes.



Philadelphia, PA • Founded: 2014 • Time on Report: 5 Months

**Contact:** Rachel Sherman, Project Manager, [rms548@drexel.edu](mailto:rms548@drexel.edu)

[Drexel University Food Lab](#) is a faculty-mentored interdisciplinary food product design and culinary innovation research lab solving real-world problems in sustainability, health promotion and access. Their research looks at reducing food waste on both consumer and organizational levels.

Financial and Fundraising Details

**Current Annual budget:** USD \$500,000

**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, Capital improvements

**Use of Funds Description:** Many of their clients focus on upcycled food products. They also work with large companies to combat food waste they already have. Money to expand their services would allow them to continue to address food waste on both the consumer and larger business levels.

**Capital Type:** Grants

## 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)	Buffer 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
	Innovative Grower Contracts	Early Spoilage Detection (Hyperspectral Imaging)	Minimized On-Hand Inventory	Precision Food Safety	Small Plates	Donation Reverse Logistics	Waste-Derived Agricultural Inputs
<b>Modeled Solutions</b>  <b>Unmodeled Solutions</b>  <b>Best Practices</b>	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)
	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				
			Optimized Walk-In Layouts				