



**Food Waste**  
Funder Circle

Deal Flow Report:  
*Investment Opportunities*  
ISSUE 22



**ReFED**

For more information, contact us

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### Investment Opportunities

As a member of the [Food Waste Funder Circle](#), you will receive this monthly Deal Flow Report, which provides an overview of companies in the food waste sector that are currently seeking investment capital (including equity, debt, guarantees, and PRIs). **This month's report includes 45 for-profit companies, 2 nonprofit organizations, and a total of USD \$103M in funding opportunities** (this information comes from self-reported data from solution providers who filled out our funding survey). The report also includes 9 new deals since our last report, which are **highlighted in green** in the summary table.

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

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










#### How to Read this Report:








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

























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






## Overview of Active Funding Opportunities

| Page | ReFED Action Area  | Organization                                       | Org Type   | Annual Revenue (USD) | Ask Amount (USD) | Capital Type   | Equity Round in Raise (if applicable) |
|------|--|--|------------|----------------------|------------------|--|---------------------------------------|
| 6.   |  Optimize the Harvest           | <a href="#">Harvest Local</a>                      | For-profit | \$1,500              | \$10,000         | Equity, Grants, Guarantees / letters of credit   | Seed                                  |
| 6.   |  Optimize the Harvest           | <a href="#">Hungry Harvest</a>                     | For-profit | \$20,000,000         | \$3,800,000      | Convertible Debt   | Series B                              |
| 7.   |  Optimize the Harvest           | <a href="#">Miyonga Fresh Greens</a>               | For-profit | \$523,139            | \$1,000,000      | Equity, Venture debt, Grants   | Series A                              |
| 7.   |  Enhance Product Distribution   | <a href="#">Clipp</a>                              | For-profit | N/A                  | \$1,000,000      | Equity, Convertible debt, Grants   | Pre-seed                              |
| 8.   |  Enhance Product Distribution   | <a href="#">FreshX</a>                             | For-profit | \$0                  | \$1,000,000      | Equity, Convertible debt, Grants, SAFE Note  | Pre-seed                              |
| 8.   |  Enhance Product Distribution   | <a href="#">IoT Logistics, LLC</a>                 | For-profit | \$35,000             | \$1,000,000      | Equity, Grants   | Pre-seed                              |
| 9.   |  Enhance Product Distribution  | <a href="#">Petdavella Foods [Nigeria Limited]</a> | For-profit | \$50,000             | \$2,000,000      | Equity, Convertible debt, Venture debt, Senior and subordinated debt, Grants, Guarantees / letters of credit | Seed                                  |
| 9.   |  Enhance Product Distribution | <a href="#">Rebound Technologies</a>               | For-profit | n/a                  | \$5,000,000      | SAFE Note  | Pre-series B                          |
| 10.  |  Refine Product Management    | <a href="#">GoodToEat</a>                          | For-profit | \$0                  | \$250,000        | Convertible debt, Grants   | Pre-seed                              |
| 10.  |  Refine Product Management    | <a href="#">Kigüi</a>                              | For-profit | \$86,000             | \$1,500,000      | Equity, SAFE Note, Grants  | Seed                                  |

| Page | ReFED Action Area  | Organization  | Org Type   | Annual Revenue (USD) | Ask Amount (USD) | Capital Type   | Equity Round in Raise (if applicable) |
|------|--|---|------------|----------------------|------------------|--|---------------------------------------|
| 11.  |  Refine Product Management      | <a href="#">Kitchen Operating System Ltd (F*** Waste)</a> | For-profit | \$100,000            | \$650,000        | Equity, Convertible debt, Grants, Guarantees / letters of credit               | Pre-seed                              |
| 11.  |  Refine Product Management      | <a href="#">Metafoodx</a>                                 | For-profit | N/A                  | \$4,000,000      | Equity   | Pre-Series A                          |
| 12.  |  Refine Product Management      | <a href="#">Orbisk</a>                                    | For-profit | \$2,000,000          | \$8,000,000      | Equity, Venture debt, Senior and subordinated debt, Grants                     | Series A                              |
| 12.  |  Maximize Product Utilization   | <a href="#">Clever Fruit Products Inc.</a>                | For-profit | \$200,000            | \$1,500,000      | Equity, Convertible debt, PRIs, Grants   | Pre-seed                              |
| 13.  |  Maximize Product Utilization   | <a href="#">FloVision Solutions</a>                       | For-profit | \$440,000            | \$2,000,000      | Equity, Convertible debt, Grants   | Seed                                  |
| 13.  |  Maximize Product Utilization   | <a href="#">GoodSport Nutrition</a>                       | For-profit | \$1,000,000          | \$5,000,000      | Equity, Grants   | Series A                              |
| 14.  |  Maximize Product Utilization  | <a href="#">Matriark Foods</a>                            | For-profit | \$1,000,000          | \$1,500,000      | Equity, Convertible debt   |                                       |
| 14.  |  Maximize Product Utilization | <a href="#">Mighty Cricket</a>                            | For-profit | \$50,000             | \$500,000        | Equity, Convertible debt, Grants   | Seed                                  |
| 15.  |  Maximize Product Utilization | <a href="#">Mixtape FoodCo</a>                            | For-profit | \$50,000             | \$500,000        | Equity, Convertible debt, Venture debt, PRIs, Grants                           | Seed                                  |
| 15.  |  Maximize Product Utilization | <a href="#">PureSite</a>                                  | For-profit | \$90,000             | \$500,000        | Equity, Convertible debt, Venture debt, Grants, Guarantees / letters of credit | Pre-seed                              |
| 16.  |  Maximize Product Utilization | <a href="#">Sempreverde</a>                               | For-profit | \$0                  | \$10,000         | Venture debt, PRIs, Grants, Guarantees / letters of credit                     | Pre-seed                              |

| Page | ReFED Action Area   | Organization                                      | Org Type   | Annual Revenue (USD) | Ask Amount (USD) | Capital Type   | Equity Round in Raise (if applicable) |
|------|---|---|------------|----------------------|------------------|--|---------------------------------------|
| 16.  |  Maximize Product Utilization  | <a href="#">Upcycled Foods, Inc.</a>              | For-profit | N/A                  | \$1,500,000      | Convertible debt   | Seed                                  |
| 17.  |  Maximize Product Utilization  | <a href="#">WAJU Water</a>                        | For-profit | \$125,000            | \$875,000        | Equity, Convertible debt, Venture debt, Grants                             | Seed                                  |
| 17.  |  Reshape Consumer Environments | <a href="#">2P1, LLC dba Stay Fresh Packaging</a> | For-profit | \$0                  | \$4,700,000      | Equity, Convertible debt, Grants   | Seed                                  |
| 18.  |  Reshape Consumer Environments | <a href="#">CutWaste LLC</a>                      | For-profit | \$0                  | \$250,000        | Equity, Convertible debt, Grants   | Seed                                  |
| 18.  |  Reshape Consumer Environments | <a href="#">KillerChef</a>                        | For-profit | \$0                  | \$1,000,000      | Equity, Venture debt, Grants   | Pre-seed                              |
| 19.  |  Reshape Consumer Environments | <a href="#">Michigan State University</a>         | Nonprofit  | N/A                  | \$50,000         | Grants, Guarantees / letters of credit                                     | N/A                                   |
| 19.  |  Strengthen Food Rescue        | <a href="#">4MyCiTy Inc.</a>                      | Nonprofit  | N/A                  | \$2,000,000      | Senior and Subordinated Debt, PRIs, Grants, Guarantees / letters of credit | N/A                                   |
| 20.  |  Strengthen Food Rescue       | <a href="#">Foodshare</a>                         | Nonprofit  | N/A                  | \$150,000        | Senior and Subordinated Debt, PRIs, Grants, Guarantees / letters of credit | N/A                                   |
| 20.  |  Strengthen Food Rescue      | <a href="#">Goodr</a>                             | For-profit | \$5,500,000          | \$7,000,000      | Convertible debt, Grants   | Series A                              |
| 21.  |  Strengthen Food Rescue      | <a href="#">Green Beverly</a>                     | Nonprofit  | N/A                  | \$25,000         | PRIs, Grants, Guarantees / letters of credit                               | N/A                                   |
| 21.  |  Strengthen Food Rescue      | <a href="#">Knead Tech</a>                        | For-profit | \$0                  | \$500,000        | Equity, Convertible debt, Venture debt, Grants                             | Pre-seed                              |

| Page | ReFED Action Area  | Organization                             | Org Type   | Annual Revenue (USD) | Ask Amount (USD) | Capital Type   | Equity Round in Raise (if applicable) |
|------|--|--|------------|----------------------|------------------|--|---------------------------------------|
| 22.  |  Strengthen Food Rescue       | <a href="#">Little John's Restaurant</a> | Nonprofit  | N/A                  | \$10,000,000     | Grants, Guarantees / letters of credit   | N/A                                   |
| 22.  |  Strengthen Food Rescue       | <a href="#">Nilus</a>                    | For-profit | \$3,250,000          | \$5,000,000      | Equity, Convertible debt, Senior and subordinated debt, Grants                             | Series A                              |
| 23.  |  Strengthen Food Rescue       | <a href="#">Replate</a>                  | Nonprofit  | N/A                  | \$1,000,000      | Senior and Subordinated Debt, PRIs, Grants, Guarantees / letters of credit                 | N/A                                   |
| 23.  |  Recycle Anything Remaining   | <a href="#">Chapul Farms</a>             | For-profit | \$500,000            | \$5,000,000      | Equity, Convertible debt, Venture debt, PRIs, Grants, Guarantees / letters of credit       | Series A                              |
| 24.  |  Recycle Anything Remaining   | <a href="#">Compost Nashville</a>        | For-profit | \$1,135,000          | \$500,000        | Equity, Venture debt, Grants   | N/A                                   |
| 24.  |  Recycle Anything Remaining   | <a href="#">Curbside Compost</a>         | For-profit | \$1,000,000          | \$500,000        | Equity, Convertible debt, Venture debt, Senior and subordinated debt, PRIs, Grants         | Seed                                  |
| 25.  |  Recycle Anything Remaining   | <a href="#">Food Recycling Solutions</a> | For-profit | \$250,000            | \$5,000          | PRIs, Grants, Guarantees / letters of credit   | N/A                                   |
| 25.  |  Recycle Anything Remaining  | <a href="#">Goterra</a>                  | For-profit | \$900,000            | \$15,000,000     | Equity, Venture debt, Senior and subordinated debt, Grants, Guarantees / letters of credit | Series A                              |
| 26.  |  Recycle Anything Remaining | <a href="#">Green Bucket Compost</a>     | For-profit | \$363,000            | \$750,000        | Equity, Convertible debt, Grants   | Seed                                  |
| 26.  |  Recycle Anything Remaining | <a href="#">Loop Closing</a>             | For-profit | \$31,000             | \$450,000        | Equity, Convertible debt, Venture debt, Grants   | Pre-seed                              |
| 27.  |  Recycle Anything Remaining | <a href="#">O-Town Compost</a>           | For-profit | \$500,000            | \$2,250,000      | Equity   | N/A                                   |

| Page | ReFED Action Area  | Organization  | Org Type   | Annual Revenue (USD) | Ask Amount (USD) | Capital Type   | Equity Round in Raise (if applicable) |
|------|--|---|------------|----------------------|------------------|--|---------------------------------------|
| 27.  |  Recycle Anything Remaining | <a href="#">SCP Alimentación Animal Ecológica SAS</a> | For-profit | \$13,000             | \$150,000        | Equity, Venture debt, Grants   | Pre-seed                              |
| 28.  |  Recycle Anything Remaining | <a href="#">Sinba</a>                                 | For-profit | \$750,000            | \$1,500,000      | Equity, Convertible debt, Grants   | Seed                                  |
| 28.  |  Recycle Anything Remaining | <a href="#">UNISCRAP PBC</a>                          | For-profit | \$250,000            | \$5,000,000      | Convertible debt, Grants   | Series A                              |
| 29.  |  Recycle Anything Remaining | <a href="#">Vivaria Ecologics LLC</a>                 | For-profit | \$0                  | \$300,000        | Grants, Guarantees / letters of credit, Low interest loans                 | Pre-seed                              |
| 29.  |  Recycle Anything Remaining | <a href="#">Wompost, LLC</a>                          | For-profit | \$425,000            | \$215,000        | Venture debt, Senior and subordinated debt, Grants, Promissory Note (debt) | N/A                                   |





Fayetteville, GA • Founded: 2023 • Time on Report: 1 Month  
**Contact:** Reginald Cason, CEO, [rcason@localharvesting.co](mailto:rcason@localharvesting.co)

[Harvest Local](#) is dedicated to transforming food access and waste. Their mission bridges farmers and consumers, delivering quality produce while boosting local economies. Through partnerships and tech solutions, they optimize distribution, minimizing waste from farm to fork. This benefits farmers' income, supports sustainability, and nurtures communities. Their commitment extends to social and environmental responsibility, fostering a resilient food system.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$1,500

**Org Type:** For-profit

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

**Timeline:** April 2024

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

**Product Stage:** Ready to launch

**Use of Funds:** With increased funding, Harvest Local will expand farm partnerships, optimize distribution, and educate communities. This approach aims to significantly reduce food waste, aligning with their mission and contributing to a more sustainable food system.

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



Landover, MD • Founded: 2014 • Time on Report: Just Added  
**Contact:** Evan Lutz, CEO & Founder, [evan.lutz@hungryharvest.net](mailto:evan.lutz@hungryharvest.net)

[Hungry Harvest](#) is building a future where a healthy planet nourishes every person, fighting food waste by sourcing 'upcycled' produce from farms and distributing it via eCommerce grocery subscription, Wholesale, and Food as Medicine themed Produce Prescription boxes.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

**Ask Amount:** USD \$3,800,000 (\$1.2M already committed to \$5M round)

**Timeline:** October 2023

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

**Product Stage:** Currently selling

**Use of Funds:** This round will be used to get the company back to breakeven in Q2 of 2024. Below are the use of funds and terms of the round: \$3.5M: Capital to achieve operational plan; Continue pipeline momentum and close larger, long-lead contracts for Food as Medicine; Expand geographic presence of Produce Prescriptions to additional states; Expand Wholesale sales to local, high-margin deliveries and reach \$10M+ run rate \$1.5M: Working Capital to fund intra-monthly fluctuations and fund special projects. With this funding round, they will reach the following milestones: Reach breakeven by mid-2024, with a target of \$30M+ in revenue; 2024 Scale Produce Prescriptions to 1000+ participants per week; Grow Wholesale revenues to \$1M+ per month. Their board is leading this round with an investment of \$1.2M.

**Capital Type:** Convertible debt

**Expected Impact of Funding:** Their sourcing model is composed entirely of upcycled produce and ingredients. To date, they have prevented 50 million pounds of produce from going to waste.





Nairobi • Founded: 2015 • Time on Report: 8 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 in turn increase the revenue for smallholders. It also ensures an all year round operation addressing the challenges caused by the seasonality of fruits while creating employment in rural Kenya.

#### Financial and Fundraising Details

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

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

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

**Expected Impact of Funding:** 900 jobs created, and 7200 additional farmers livelihoods improved. Currently Miyonga's impact is: 30% reduction in food waste. 9,600 lives improved in FY2022 with better education, nutrition, and access to health services. 25% increase in farmer's recurring annual income. 40% women report greater empowerment & respect in family and community.



Queens, NY • Founded: 2021 • Time on Report: Just Added  
**Contact:** Albert Ng, Co-founder, [albert@getclipp.com](mailto:albert@getclipp.com)

[Clipp](#) empowers food distributors to reduce food waste by 50% and sell up to 3x more ingredients. They do this by providing software to streamline order management, and AI and automation tools to sell ingredients.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** March 2024

**Product Stage:** Currently selling

**Use of Funds:** They plan to expand their staff of engineers by building out dedicated teams to focus on supplier and restaurant stakeholders and to build out their sales team.

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

**Expected Impact of Funding:** The company expects its product to reduce food waste at suppliers up to 80%, with a conservative estimate of 50%.



New York, NY • Founded: 2020 • Time on Report: 7 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. A beta version will launch in April 2023 and FreshX has already pre-signed up buyers and sellers for the launch.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** December 2023

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

**Product Stage:** Ready to launch

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

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

**Expected Impact of Funding:** Estimated waste reduction of 15-20% through faster transactions and more accurate forecasting (based on prior work in the industry)



Orlando, FL • Founded: 2018 • Time on Report: 8 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 has licensed a NASA technology for vertical farming that uses little to no water/ electricity to establish a network of food hubs that can provide necessary fruits and vegetables in food desert communities.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$35,000

**Org Type:** For-profit

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

**Timeline:** 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.

**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: 5 Months  
**Contact:** Oluwashola Andrey Jesuseitan, Founder/ Chief Responsibility Officer,  
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.



Commerce City, CO • Founded: 2012 • Time on Report: 2 Months  
**Contact:** Kimsoo Como, Program Director, kimsoo.como@rebound-tech.com

[Rebound Technologies](#) has developed an advanced refrigeration system designed to offer accelerated freeze times and save energy costs. The company's refrigeration system utilizes a new thermodynamic cycle to create dynamic cooling capacity that improves the effectiveness of cooling systems while also reducing energy consumption and overall costs, enabling supermarkets to avoid peak energy expenses and have more efficient cooling.

Financial and Fundraising Details

**Capital Type:** SAFE Note

**Org Type:** For-profit

**Ask Amount:** USD \$5,000,000 (30% already committed)

**Timeline:** December 2023

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

**Product Stage:** Currently Selling

**Use of Funds:** The SAFE is preparing the organization for a 2024 Series B raise and will allow them to grow engineering and production, engage third party manufacturing, and prepare to deploy additional units for client Lineage Logistics. The SAFE's terms are staged. If funds are received prior to a formal PO with Lineage, investors will receive a 30% discount to the Series B and will have warrant coverage. If funds are received afterward, there is a 20% discount to the Series B with no warrant coverage. See link to video for more information [here](#).



San Jose, CA • Founded: 2022 • Time on Report: 8 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.



Ciudad de México • Founded: 2021 • Time on Report: 1 Month

**Contact:** Mauricio Kremer, CEO, [mau@kigui.mx](mailto:mau@kigui.mx)

[Kigüi](#) reduces food waste in stores by encouraging consumers to buy products that are about to expire at considerable savings, which represents a \$170 billion global opportunity. With \$500k already committed toward the \$1.5M total round, they are seeking funding to further scale their solution, with plans to enter the United States.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$86,000

**Org Type:** For-profit

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

**Timeline:** October 2023

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

**Product Stage:** Currently selling

**Use of Funds:** Growth in México; further develop technology to help people find products; New vertical B2C SaaS, for consumer insights

**Capital Type:** Equity, SAFE Note, Grants

**Expected Impact of Funding:** Objective in the next year is to reduce ~900 tons of food waste, equivalent to 3,900 mTCO<sub>2e</sub>.



Newry, Northern Ireland, UK • Founded: 2022 • Time on Report: Just Added  
**Contact:** Neil Bradley, Founder/ CEO, [neil@foodsafesystem.com](mailto:neil@foodsafesystem.com)

[F\\*\\*\\* Waste](#) is revolutionizing the hospitality industry with their smart scale-based food waste prevention platform. Designed specifically for small to medium-sized restaurants, their technology tracks food wastage in real-time, providing actionable insights that blend sales, purchase, and staffing data. Beyond mere metrics, they empower restaurants to understand the "why" behind the waste. Their goal isn't just about reducing costs—it's about spearheading a sustainable shift in how restaurants operate. In an industry where margins are thin, their solution not only fosters profitability but also champions an eco-conscious ethos. To date, they have achieved a 50% waste reduction in partnered restaurants. With F\*\*\* Waste, they envision a future where food prepared with passion never goes to waste, contributing to both a sustainable environment and a resilient foodservice sector.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

**Ask Amount:** USD \$650,000

**Timeline:** March 2024

**Maturity Stage:** Pre-seed

**Product Stage:** Prototype

**Use of Funds:** They seek funding to accelerate F\*\*\* Waste's deployment across more restaurants, enhance the tech interface for real-time analytics, and expand their marketing efforts to raise industry awareness.

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

**Expected Impact of Funding:** The investment will result in F\*\*\* Waste being present in 500+ additional restaurants within a year, reducing an estimated 2,000 tons of food waste annually. This translates to a potential 20% food cost savings for these restaurants, positioning them for greater sustainability and profitability. Their system can decrease individual restaurant waste by 50%, positioning them as a pivotal force in the sustainable transformation of the hospitality sector.



San Jose, CA • Founded: 2021 • Time on Report: Just Added  
**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

**Ask Amount:** USD \$4,000,000 (\$1M committed of \$5M round)

**Org Type:** For-profit

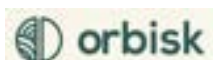
**Maturity Stage:** Pre-Series A

**Timeline:** December 2023

**Capital Type:** Equity

**Product Stage:** Currently selling





Utrecht, The Netherlands • Founded: 2019 • Time on Report: 5 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 2,000,000

**Org Type:** For-profit

**Ask Amount:** USD 8,000,000

**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.



Halifax, Nova Scotia, Canada • Founded: 2017 • Time on Report: 6 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. These are powders that can be used in functional foods or dietary supplements and as such provide a health benefit to consumers beyond basic nutrition. They have a targeted plan of gaining a long-term, guaranteed supply to the world's best fruit, often called superfruit. They plan to biotransform too-ugly-for-the-store fruit. They use a proprietary multi-fermentation technology to supercharge the goodness in fruit, increasing the fruit's potency. They have targeted ten superfruit, each of which is recognized by global health regulators for their 'historic' health benefits. Clever plans to lead the way, producing technology, thought leadership documentation and licensing to spread its value proposition.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$200,000

**Org Type:** For-profit

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

**Timeline:** September 2023

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

**Product Stage:** Currently selling

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

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





South Bend, IN • Founded: 2020 • Time on Report: 6 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:** September 2023

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

**Product Stage:** Currently selling

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

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

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



Evanston, IL • Founded: 2021 • Time on Report: 8 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, prevent millions of tons from going to waste and improve the value of the food system.

Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** December 2023

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

**Product Stage:** Currently selling

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

**Capital Type:** Equity, Grants

**Expected Impact of Funding:** Millions of tons of milk permeate are generated daily. Sports drinks are a \$10B+ industry with a household penetration of 54%. If GoodSport were to take just a small share of the category, they would make a huge impact on food waste. They expect to upcycle 1.6 million pounds annually as soon as 2024.





New York, NY • Founded: 2018 • Time on Report: 8 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. They have created a supply chain from large fresh-cut facilities, aggregators, and farmers with all the traceability and food safety requirements to be able to manufacture at a large commercial scale into Tetra ReCart as well as Scholle bags and drums. Their pipeline includes Foodbuy (the largest GPO in North America) that services Compass Group and 80,000 additional members (from restaurants to foodbanks).

#### Financial and Fundraising Details

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

**Org Type:** For-profit

**Ask Amount:** USD \$1.5M

**Timeline:** November 2023

**Product Stage:** Currently selling

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

**Capital Type:** Equity, Convertible debt

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St. Louis, MO • Founded: 2018 • Time on Report: 3 Months

**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: 3 Months  
**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 pop-tarts, 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 (oatmeal and brewer's grain) per month. ReFED estimates this to save ~54,000gal of water, 1200lbs of CO<sub>2</sub>, 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.



Reno, NV • Founded: 2020 • Time on Report: 1 Month  
**Contact:** David Linstrom, COO and Co-Founder, [david@puresite.com](mailto:david@puresite.com)

[PureSite](#) specializes in the production, installation, and upkeep of cutting-edge air purification systems tailored for the agricultural and hospitality sectors. The efficacy of PureSite's technology has been verified through laboratory testing, showcasing its capability to eradicate 95% of infectious diseases and various pathogens. Additionally, their technology extends the shelf life of fruits and vegetables, leading to enhanced financial returns for farmers and producers, while helping to solve the global problem of food waste.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$90,000

**Org Type:** For-profit

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

**Timeline:** December 2023

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

**Product Stage:** Currently selling

**Use of Funds:** 25% for Pilot Installations, 50% for Marketing/Staffing, 20% for Engineering 2.0, 5% for Patent processing.

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

**Expected Impact of Funding:** Puresite's advanced air purification technology can significantly extend the storage time and shelf life of roots, fruits and vegetables by effectively eliminating airborne contaminants, such as mold spores and bacteria, as well as eliminating ethylene gas – a natural compound that accelerates the ripening and deterioration of produce. Puresite's technology curtails the spread of pathogens and limits the interactions that lead to premature decay and is Generally Recognized as Safe (GRAS).



Provo, UT • Founded: 2023 • Time on Report: Just Added  
**Contact:** Jacob Zundel, Co-founder/ CEO, jacobzundel1@gmail.com

[Sempreverde](#) is preventing fresh produce from going to waste for restaurants and consumers. They have created a new technology that will extend the life of produce by 2X, even when not optimally stored.

#### Financial and Fundraising Details

**Current Annual Revenue:** \$0

**Org Type:** For-profit

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

**Timeline:** June 2024

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

**Product Stage:** Prototype

**Use of Funds:** They are planning to use much of the funds for prototyping and testing, including testing all of their unit economics, which will require data gathering, going to trade shows, talking to restaurants, and running tests. They also have a dedicated team that is currently prototyping their novel technology.

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

**Expected Impact of Funding:** ~1 million tons of food is thrown away every year due to spoilage in restaurants, with an additional 13 million tons of food wasted due to spoilage in America.



San Francisco, CA • Founded: 2017 • Time on Report: 7 Months  
**Contact:** Dan Kurzrock, Co-founder and CEO, dan@upcycledfoods.com

[Upcycled Foods, Inc.](#) powers the B2B upcycled food economy and has emerged as a leading ingredient tech venture. They utilize a patented food upcycling technology to valorize nutritious but overlooked materials like "spent" brewers' grains, creating nutrient-dense, low footprint ingredients that large consumer food brands are eager to innovate around.

#### Financial and Fundraising Details

**Current Annual Revenue:** N/A

**Org Type:** For-profit

**Ask Amount:** USD \$1,500,000 (\$4M already committed to larger \$6M round)

**Timeline:** September 2023

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

**Product Stage:** Currently selling

**Use of Funds:** The company has room for \$1.5M in a larger \$6M round that it is raising to monetize their extensive B2B pipeline, optimize and expand production capacity (incorporating additional waste streams, gluten-free ingredients, other R&D), integrating milling to optimize COGS, select key hires.

**Capital Type:** Convertible debt

**Expected Impact of Funding:** Annual U.S. impact potential includes 1.87M tons of food waste diversion, 4.85 metric tons CO2e emissions reduction, 446B gallons of water saving, 2.83k new jobs



White Plains, NY • Founded: 2021 • Time on Report: 7 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 12 Months. The result will be higher velocities, bolstering their sales story and helping increase demand from other major retailers as they look to grow their presence and accessibility to a larger audience. Additionally, they will invest in operational efficiency from production to delivery to store, ensuring that they are optimized to deliver their beverages effectively and consistently throughout the country.

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

**Expected Impact of Funding:** Their water has the potential to make a monumental impact by contributing to a sustainable ecosystem. Already, WAJU has upcycled over 40,000 liters of water that would have otherwise been discarded. By upcycling this sustainable and replenishable source, the WAJU brand alone will save upwards of 80 million liters of water per year.



San Francisco, CA • Founded: 2017 • Time on Report: 6 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



Menlo Park, CA • Founded: 2023 • Time on Report: 2 Months  
**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.



Dallas, TX • Founded: 2017 • Time on Report: Just Added  
**Contact:** Mahdi Schindelheim, CEO, [mahdi@killerchef.app](mailto:mahdi@killerchef.app)

[KillerChef.APP](#) "The Culinary of Things" ProChef AI cuts food waste by 70%, via an AI powered application aimed at households.

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

**Use of Funds Description:** The funding will be partially used to create the minimum viable product that will require minimal refinement, as we execute Customer paid "Proof of Value" pilots that will convert into full scale deployments. The other use of funds will be used as working capital for operations business expenses, such as payroll, travel, etc.

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

**Expected Impact of Funding:** The app will cut household food waste by 35% the first two weeks and 70% by month six though other ProChef A.I. functions, saving the average household \$995 in year 1- 184% ROI - and \$1,283 in year 2 - 238% ROI.



East Lansing, MI • Founded: 1855 • Time on Report: 6 Months  
**Contact:** Monireh Mahmoudi, Assistant Professor, [mahmou18@msu.edu](mailto:mahmou18@msu.edu)

[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.



Baltimore, MD • Founded: 2018 • Time on Report: 7 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.



Mountain View, CA • Founded: 2020 • Time on Report: 6 Months  
**Contact:** Tarlan Isaev, Founder, 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:** December 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



Atlanta, GA • Founded: 2017 • Time on Report: Just Added  
**Contact:** Grayson Stuart, Sustainability Analyst, grayson@goodr.co

[Goodr](#) is a social enterprise based out of Atlanta, GA that is leveraging technology and logistics to combat hunger and food waste.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$5,500,000

**Org Type:** For-profit

**Ask Amount:** USD \$7,000,000

**Timeline:** May 2024

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

**Product Stage:** Currently selling

**Use of Funds:** They are currently in the market looking for growth capital to 1) expand into these next key markets, 2) increase the network effects and virality of their technology, and 3) double their YOY revenue to break even.

**Capital Type:** Convertible debt, Grants

**Expected Impact of Funds:** They expect to be able to divert 50 million pounds of food from landfill by 2025 if given adequate capital to scale.





Beverly, MA • Founded: 2021 • Time on Report: Just Added  
**Contact:** Dean Berg, Executive Director, [dean@greenbeverly.org](mailto:dean@greenbeverly.org)

[Green Beverly](#) is a nonprofit that is focused on sustainability and food insecurity. Their main goal is to rescue food that can be delivered to people who are food insecure in Beverly. In Beverly, they have three major supermarkets, a number of smaller markets, ~150 restaurants, hundreds of catered events per year, one commercial farm, 4-5 community gardens, and hundreds of private gardens. Most of these food 'sources' have a regular or periodic need to donate edible food. On the consumer side, they estimate that approximately 3,100 people in Beverly are food insecure. These individuals are supported by 35+ meal programs that serve at least one prepared meal per day, halfway houses, houses of refuge, low income housing, food pantries, and various other organizations. Green Beverly becomes the bridge between the available food and those organizations that feed food insecure people.

#### Financial and Fundraising Details

**Org Type:** Nonprofit

**Ask Amount:** USD \$25,000

**Timeline:** June 2024

**Use of Funds:** Specifically, these funds would pay for a part-time manager to manage the logistics of an expanded program, explore innovations to further streamline the process and maintain and expand relationships on the supply and client sides. In addition, there are times Green Beverly will need to safely store perishable food for a day or two. They would use funds to cover the expense of setting up their own refrigeration. Other costs associated with an expanded food rescue program include the electricity to run the refrigerators, the insurance to operate with food, the rental space for the refrigeration, the fuel needed to transport the food and the cost to bring an accredited food safety training program to staff.

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

**Expected Impact of Funding:** The funding will allow them to build capacity for a full scale implementation, expanding their current program model to support another 200 people weekly, for an expected total impact of 500 people per week.



Calgary, Canada • Founded: 2022 • Time on Report: 7 Months  
**Contact:** Lourdes Juan, Founder & CEO, [lourdes@kneadtech.com](mailto: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:** October 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



Fitchburg, WI • Founded: 2018 • Time on Report: 3 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 our 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, Guarantees / letters of credit

**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.



Buenos Aires, Argentina • Founded: 2018 • Time on Report: 7 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.





San Francisco, CA • Founded: 2016 • Time on Report: 6 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. 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. 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



McMinnville, OR • Founded: 2020 • Time on Report: 6 Months  
**Contact:** Aly Moore, Chief Communications Officer, [aly@chapulfarms.com](mailto:aly@chapulfarms.com)

[Chapul Farms](#) designs, builds, and operates modular insect farms that turn industrial-scale organic waste into high-value animal feed and fertilizer products. Chapul Farms is a project development company that “solves” food waste for agri businesses by building a custom insect facility on-site, next to the waste stream for max efficiency. Insects eat would-be-waste and produce high-value, local animal feed and fertilizer products. They are set apart by their custom industrial facilities, their exclusive partnership with Nexus Program Management Groups, their team of top leaders from the insect industry, returning investors like Mark Cuban, their project pipeline of >\$1B, and their business model that solves waste at industrial scales and generates products for the multi-billion dollar markets of aquafeed, chicken feed, pet food, and biofertilizer ingredients. This fundraise gets them to their biggest inflection point: breaking ground on their first commercial insect facility.

Financial and Fundraising Details

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

**Org Type:** For-profit

**Ask Amount:** USD \$4-5M (to match \$4.9M grant)

**Timeline:** December 2023

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

**Product Stage:** Currently selling

**Use of Funds:** This fundraise allows them to break ground on their first commercial insect facility in North Dakota. The use of funds will be: 20% toward commercial project costs; 35% on workforce and team development; 10% on sales and marketing; 19% on R&D. Subsequently, they have a pipeline of > \$1B staged for additional capex. The first facility has programmatic potential, meaning if it goes well, the same customer is open to seven more.

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

**Expected Impact of Funding:** Their \$1B project pipeline is staged to build insect farms to replace landfills, with the potential to divert over 150M GHG per year, restore over 1M acres of soil per year, etc. A single insect facility has the potential to divert more CO2e in one year than all Tesla EVs that were sold in 2020.



Nashville, TN • Founded: 2014 • Time on Report: 7 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.

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Ridgefield, CT • Founded: 2015 • Time on Report: 7 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. They reduce emissions by taking advantage of the natural process of decomposition. 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 \$500,000

**Timeline:** December 2023

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

**Product Stage:** Currently selling

**Use of Funds:** Purchasing trucks, improving team and headquarters.

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

**Expected Impact of Funding:** 2,000 tons of food scraps recycled every year in perpetuity.



Rogers, AR • Founded: 2019 • Time on Report: 7 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: 4 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.



Plainfield, NJ • Founded: 2020 • Time on Report: 7 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

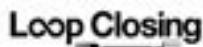
**Product Stage:** Currently selling

**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.

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Washington, DC • Founded: 2017 • Time on Report: 6 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 plan, finance, and install the right-sized composting machines and train and oversee operations. Using market-back pricing, clients pay what they currently spend to haul away food waste and are enabled to live their values and meet government mandates. In the long run, this saves clients money so they can keep their share of the \$11 billion currently spent hauling away food scraps while providing the needed composting capacity that centralized systems alone have not been able to provide; remediating smells, spills, and pests; reversing climate chaos; generating skilled green jobs; and dismantling structural inequities for regenerating soils, communities, and the environment.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$31,000

**Org Type:** For-profit

**Ask Amount:** USD \$450,000

**Timeline:** October 2023

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

**Product Stage:** Ready to launch

**Use of Funds:** Loop Closing seeks working capital for sales and then operations staff to implement their Go-To-Market strategy, to become revenue-supported. The working capital would first enable a sales hire to interface with their target audience of prospective clients to onboard 40 clients under contract.

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

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



Orlando, FL • Founded: 2020 • Time on Report: 4 Months  
**Contact:** *Charlie J Pioli, Owner/Founder, cpioli@o-towncompost.com*

[O-Town Compost](#) 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 \$2,250,000

**Timeline:** December 2023

**Use of Funds:** O-Town Compost is seeking \$2.25 million in the form of equity to build Central Florida's first compost site.

**Capital Type:** Equity



Chia, Cundinamarca, Colombia • Founded: 2018 • Time on Report: 1 Month  
**Contact:** *Juan Mira, Manager, scpalimentacion@gmail.com*

[SCP Alimentación Animal Ecológica](#) offers the service of adequate disposal of commercial discards, production residues and waste of milk and derivatives to milk processing companies, in such a way that the environmental footprint of companies in the handling of these materials is reduced through activities of circular economy. They produce a unicellular protein nucleus for the animal feed industry with a minimum content of 35% protein, high digestibility and an adequate balance of essential amino acids, at stable prices and quality. They produce an organic, liquid fertilizer for ecological agriculture and livestock with a high phosphorus and potassium content, high solubility and ease of application, which reduces production costs and guarantees yields in short-cycle or fruit crops.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$13,000

**Org Type:** For-profit

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

**Timeline:** December 2023

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

**Product Stage:** Ready to launch

**Use of Funds:** Set up a processing plant for 50 cubic meters of whey per month of dairy waste. Dispose of 1,000 liters a day (5 days a week) of whey from local quesilleras. Produce 1,500 Kg of wet unicellular protein / month and 9,000 Kg in six months. Produce 19,000 Liters of biofertilizer / Month and in 6 Months 114,000.

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

**Expected Impact of Funding:** The transformation of degraded pastures avoids the emission of 5.45 T CO<sub>2</sub>eq /ha/Year. The substitution of chemical fertilizers for organic fertilizers decreases the generation of N<sub>2</sub>O on farms and the reduction close to 2.54 tons of CO<sub>2</sub>eq per hectare per year. The use of local raw materials for animal feed decreases the carbon footprint of small-scale livestock production systems, while at the same time decreasing the water footprint of these systems. Reduction of 0.34 kg CO<sub>2</sub>/kg of meat.





Lima, Peru • Founded: 2016 • Time on Report: 7 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.



Wilmington, DE • Founded: 2014 • Time on Report: Just Added  
**Contact:** Pana Kollas, President & CEO, [p.kollas@uniscrap.co](mailto:p.kollas@uniscrap.co)

[UNISCRAP PBC](#) supports the conversion of food waste to compost through advanced drying methods.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$5,000,000

**Org Type:** Nonprofit

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

**Timeline:** May 2024

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

**Use of Funds:** Designing the ComboDrying Systems with their engineers in Worcester Polytechnic Institute. Creating the pilot product and development the commercialisation plan with exports inside. Their goal is to make exports in Greece, India and in Uganda, where they have agreements.

**Capital Type:** Convertible debt, Grants

**Expected Impact of Funding:** In each country, eliminating approximately 100,000 Metric tonnes of food waste.



Pine Brook, NJ • Founded: 2022 • Time on Report: 8 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, which controls and accelerates the composting process.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** December 2023

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

**Product Stage:** N/A

**Use of Funds:** Vivaria Ecologics is seeking to fund development costs for a 100,000 tons per year food scraps composting facility. The costs relate to consulting fees, legal fees, site development and equipment costs until the pilot site is operational and generating cash flow.

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

**Expected Impact of Funding:** At full capacity, the facility will divert approximately 35,000 tons per year of food waste from landfilling.



Aurora, CO • Founded: 2018 • Time on Report: 8 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 emissions.

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

**Expected Impact of Funding:** Funding will allow them to grow their compostable waste collection from approximately 50 tons per month to 80 tons per month. The electric truck will reduce emissions and employee exposure to diesel fumes.

## Appendix A: ReFED's Key Action Area Framework

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