



**Food Waste**  
Funder Circle

Deal Flow Report:  
*Investment Opportunities*  
ISSUE 16



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 51 for-profit companies, 5 nonprofit organizations, and a total of USD \$169M in funding opportunities** (this information comes from self-reported data from solution providers who filled out our funding survey). The report also includes 14 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)
7.	 Optimize the Harvest	<a href="#">FarmMatch</a>	For-profit	\$7,500,000	\$3,000,000	Equity, SAFE	Seed
7.	 Optimize the Harvest	<a href="#">Miyonga Fresh Greens</a>	For-profit	\$523,139	\$1,000,000	Equity, Venture debt, Grants	Series A
8.	 Optimize the Harvest	<a href="#">Nilus</a>	For-profit	\$3,250,000	\$5,000,000	Equity, Convertible debt, Senior and subordinated debt, Grants	Series A
8.	 Optimize the Harvest	<a href="#">Transnational Technologies Pty Ltd</a>	For-profit	\$1,000,000	\$8,000,000	Equity	Series A
9.	 Enhance Product Distribution	<a href="#">FreshX</a>	For-profit	\$0	\$1,000,000	Equity, Convertible debt, Grants, SAFE	Pre-seed
9.	 Enhance Product Distribution	<a href="#">Glassdome</a>	For-profit	\$1,000,000	\$8,000,000	Equity, Convertible debt, Venture debt, Senior and subordinated debt, Grants	Series A
10.	 Enhance Product Distribution	<a href="#">Hwy Haul</a>	For-profit	\$2,000,000	\$1,000,000	Equity	Series A
10.	 Enhance Product Distribution	<a href="#">IoT Logistics, LLC</a>	For-profit	\$35,000	\$1,000,000	Equity, Grants	Pre-seed
11.	 Refine Product Management	<a href="#">Foodshare Club</a>	For-profit	\$0	\$250,000	Equity, Convertible debt, Venture debt, Senior and subordinated debt, PRIs, Grants, Guarantees / letters of credit	Pre-seed
11.	 Refine Product Management	<a href="#">GoodToEat</a>	For-profit	\$0	\$250,000	Convertible 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)
12.	 Refine Product Management	<a href="#">Kigüi</a>	For-profit	\$14,000	\$500,000	Equity, SAFE Note	Pre-seed
12.	 Refine Product Management	<a href="#">Metafoodx</a>	For-profit	\$10,000	\$3,000,000	Convertible debt, Grants / Donations	Pre-seed / Seed
13.	 Maximize Product Utilization	<a href="#">Beer Crisps</a>	For-profit	\$260,000	\$1,500,000	Equity, Convertible debt, Venture debt, Grants	Pre-seed
13.	 Maximize Product Utilization	<a href="#">Bygg Foods</a>	For-profit	\$0	\$1,500,000	Convertible debt	Seed
14.	 Maximize Product Utilization	<a href="#">CIRCLY</a>	For-profit	\$60,000	\$100,000	Equity, Convertible debt, Venture debt	Seed
14.	 Maximize Product Utilization	<a href="#">Circular Food Co.</a>	For-profit	\$70,000	\$950,000	Equity, Convertible debt, Venture debt	Seed
15.	 Maximize Product Utilization	<a href="#">Clever Fruit Products Inc.</a>	For-profit	\$200,000	\$1,500,000	Equity, Convertible debt, PRIs, Grants	Pre-seed
15.	 Maximize Product Utilization	<a href="#">EggTech Ltd.</a>	For-profit	\$0	\$5,000,000	Equity, Convertible debt, Venture debt, Grants	Seed
16.	 Maximize Product Utilization	<a href="#">FloVision Solutions</a>	For-profit	\$440,000	\$2,000,000	Equity, Convertible debt, Grants	Seed
16.	 Maximize Product Utilization	<a href="#">GoodSport Nutrition</a>	For-profit	\$1,000,000	\$5,000,000	Equity, Grants	Series A
17.	 Maximize Product Utilization	<a href="#">Matriark Foods</a>	For-profit	0.5M	\$1,500,000	Equity, Convertible debt	

Page	ReFED Action Area	Organization	Org Type	Annual Revenue (USD)	Ask Amount (USD)	Capital Type	Equity Round in Raise (if applicable)
17.	 Maximize Product Utilization	<a href="#">NETZRO_SBC</a>	For-profit	\$250,000	\$1,250,000	Convertible debt	Seed
18.	 Maximize Product Utilization	<a href="#">Nutraberri</a>	For-profit	\$70,000	\$1,800,000	Equity, Convertible debt, Senior and subordinated debt, Grants	Seed
18.	 Maximize Product Utilization	<a href="#">Pulp Pantry</a>	For-profit	\$1,000,000	\$1,800,000	Equity, Convertible debt, Grants, Guarantees / letters of credit	Seed
19.	 Maximize Product Utilization	<a href="#">Revival Cacao</a>	For-profit	\$150,000	\$300,000	Equity, Convertible debt	Seed
19.	 Maximize Product Utilization	<a href="#">SAVRpak</a>	For-profit	\$1,000,000	\$5,000,000	Equity	Series A
20.	 Maximize Product Utilization	<a href="#">SCO2</a>	For-profit	\$500,000	\$2,500,000	Equity, Convertible debt, Grants	Seed
20.	 Maximize Product Utilization	<a href="#">Upcycled Foods, Inc.</a>	For-profit	N/A	\$2,000,000	Convertible debt	Seed
21.	 Maximize Product Utilization	<a href="#">WAJU Water</a>	For-profit	\$125,000	\$875,000	Equity, Convertible debt, Venture debt, Grants	Seed
21.	 Maximize Product Utilization	<a href="#">Willa's Organic Oat Milk</a>	For-profit	\$1,000,000	\$1,500,000	Equity, Convertible debt, Venture debt, Senior and subordinated debt, Grants	Seed
22.	 Maximize Product Utilization	<a href="#">Wize Tea</a>	For-profit	\$500,000	\$250,000	Equity, Convertible debt, Grants	Seed
22.	 Reshape Consumer Environments	<a href="#">2P1, LLC dba Stay Fresh Packaging</a>	For-profit	\$0	\$4,700,000	Equity, Convertible debt	Seed

Page	ReFED Action Area	Organization	Org Type	Annual Revenue (USD)	Ask Amount (USD)	Capital Type	Equity Round in Raise (if applicable)
23.	 Reshape Consumer Environments	<a href="#">Michigan State University</a>	Nonprofit	N/A	\$50,000	Grants, Guarantees / letters of credit	N/A
23.	 Reshape Consumer Environments	<a href="#">Silo</a>	For-profit	\$0	\$2,500,000	Equity, Convertible debt, Venture debt, Grants	Series A
24.	 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
24.	 Strengthen Food Rescue	<a href="#">Foodshare</a>	Nonprofit	N/A	\$150,000	Senior and Subordinated Debt, PRIs, Grants, Guarantees / letters of credit	N/A
25.	 Strengthen Food Rescue	<a href="#">Knead Tech</a>	For-profit	\$0	\$500,000	Equity, Convertible debt, Venture debt, Grants	Pre-seed
25.	 Strengthen Food Rescue	<a href="#">Miracle Food Network</a>	Nonprofit	N/A	\$500,000	PRIs, Grants, Guarantees / letters of credit	N/A
26.	 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
26.	 Recycle Anything Remaining	<a href="#">Advanced Resilient Biocarbon, LLC</a>	For-profit	\$0	\$50,000,000	Convertible debt, Senior and subordinated debt, Grants, Guarantees / letters of credit	N/A
27.	 Recycle Anything Remaining	<a href="#">Another Earth LLC</a>	For-profit	\$0	\$1,200,000	Equity, Convertible debt, Venture debt, Senior and subordinated debt, PRIs, Grants, Guarantees / letters of credit	Seed
27.	 Recycle Anything Remaining	<a href="#">Blue Earth Compost</a>	For-profit	\$1,250,000	\$400,000	Equity, Convertible debt, Grants	Series A
28.	 Recycle Anything Remaining	<a href="#">Chapul Farms</a>	For-profit	\$552,000	\$10,000,000	Equity, Grants	Series A

Page	ReFED Action Area	Organization	Org Type	Annual Revenue (USD)	Ask Amount (USD)	Capital Type	Equity Round in Raise (if applicable)
28.	 Recycle Anything Remaining	<a href="#">Compost Nashville</a>	For-profit	\$1,135,000	\$500,000	Equity, Venture debt, Grants	N/A
29.	 Recycle Anything Remaining	<a href="#">California Safe Soil</a>	For-profit	\$3,695,693	\$10,000,000	Equity, Venture debt, Grants	Series A
29.	 Recycle Anything Remaining	<a href="#">Curbside Compost</a>	For-profit	\$1,000,000	\$1,000,000	Equity, Convertible debt, Venture debt, Senior and subordinated debt, PRIs, Grants	Seed
30.	 Recycle Anything Remaining	<a href="#">Food Recycling Solutions</a>	For-profit	\$250,000	\$5,000	PRIs, Grants, Guarantees / letters of credit	N/A
30.	 Recycle Anything Remaining	<a href="#">FreezeM</a>	For-profit	\$50,000	\$12,000,000	Equity, Venture debt, PRIs, Grants	Series A
31.	 Recycle Anything Remaining	<a href="#">Green Bucket Compost</a>	For-profit	\$363,000	\$750,000	Equity, Convertible debt, Grants	Seed
31.	 Recycle Anything Remaining	<a href="#">Harvest Nano</a>	For-profit	\$0	\$250,000	Equity, Convertible debt, Venture debt, Grants	Seed
32.	 Recycle Anything Remaining	<a href="#">Loop Closing</a>	For-profit	\$31,000	\$450,000	Equity, Convertible debt, Venture debt, Grants	Pre-seed
32.	 Recycle Anything Remaining	<a href="#">Sinba</a>	For-profit	\$750,000	\$1,500,000	Equity, Convertible debt, Grants	Seed
33.	 Recycle Anything Remaining	<a href="#">Tommy's Compost Service</a>	For-profit	\$32,400	\$42,000	Grants, Guarantees / letters of credit	N/A
33.	 Recycle Anything Remaining	<a href="#">Vivaria Ecologics LLC</a>	For-profit	\$0	\$300,000	Grants, Guarantees / letters of credit, Low interest loans	Pre-seed

Page	ReFED Action Area	Organization	Org Type	Annual Revenue (USD)	Ask Amount (USD)	Capital Type	Equity Round in Raise (if applicable)
34.	 Recycle Anything Remaining	<a href="#">WATS</a>	For-profit	\$0	\$1,000,000	Equity, Grants	Pre-seed
34.	 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



Viroqua, WI • Founded: 2016 • Time on Report: 1 Month

**Contact:** Max Kane, Owner, [contact@farmmatch.com](mailto:contact@farmmatch.com)

[FarmMatch](#) is an online marketplace that drives business to farmers so they can sell their food, instead of it rotting in their field.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** May 2023

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

**Product Stage:** Currently selling

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

**Capital Type:** Equity, SAFE

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



Nairobi • Founded: 2015 • Time on Report: 2 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.



Buenos Aires, Argentina • Founded: 2018 • Time on Report: 1 Month  
**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 \$5,000,000

**Timeline:** June 2023

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

**Product Stage:** Currently selling

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

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

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



Malanda, Australia • Founded: 2020 • Time on Report: 2 Months  
**Contact:** Amit Thakur, Co-founder - Finance & Strategy, [at@trasatec.com](mailto:at@trasatec.com)

[Transnational Technologies Pty Ltd](#) works on post harvest loss reduction food process technologies with on-farm and industrial models. They specialize in digitalized refrigeration based low-temperature food dehydration systems, build (proprietary technology) and also serve as system integrators and turnkey solution providers for other contemporary and emerging food processing technologies. TrasaTEC has helped food business operators to unlock niche innovative dehydrated products otherwise impossible with the existing technologies in the air-drying class.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** March 2023

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

**Product Stage:** Currently selling

**Use of Funds:** Market Expansion to Americas, Africa & Asia

**Capital Type:** Equity

**Expected Impact of Funding:** Funding will help to reduce the post harvest loss. They have two major processes: a low-carbon footprint food dehydration system (and generating water as a byproduct) and a scaled-down integrated thermal processing system. Both of the process systems reduce material loss and also reduce the carbon footprint incurred during centralized processing.



New York, NY • Founded: 2020 • Time on Report: 1 Month  
**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)



Camas, WA • Founded: 2019 • Time on Report: 1 Month  
**Contact:** Joshua Charnin-Aker, Co-Founder, [josh@glassdomeinc.com](mailto:josh@glassdomeinc.com)

[Glassdome](#) helps food manufacturers optimize their energy efficiency and reduce waste. They also help EV battery manufacturers comply with carbon footprint and EU labor regulations.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** March 2023

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

**Product Stage:** Currently selling

**Use of Funds:** We are contracted with 20% of the global EV battery market to build Life Cycle Assessment software. This investment will allow us to fully integrate the hundreds of upstream vendors (as we have expenses that lead realized revenue by ~12 months). They will also be using the funding to launch in North America, where we'll serve F&B customers as we do in Korea.

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



Santa Clara, CA • Founded: 2018 • Time on Report: 1 Month  
**Contact:** Syed Aman, CEO / Founder, aman@hwyhaul.com

[Hwy Haul](#) is a next generation Digital Freight Platform for Fresh Produce. Their vision is to eliminate food wastage throughout the supply chain while in transit from farm to table.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$2,000,000

**Org Type:** For-profit

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

**Timeline:** March 2023

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

**Product Stage:** Currently selling

**Use of Funds:** Raising a bridge round to Series B to invest in Sales & Marketing as well as R&D. Goal is to get the net revenue of the Company to >5m by the end of 2023.

**Capital Type:** Equity

**Expected Impact of Funding:** \$15b worth of food gets wasted during transportation in the USA alone. Hwy Haul's vision is to eliminate this food waste by digitalizing the entire value chain.



Orlando, FL • Founded: 2018 • Time on Report: 2 Months  
**Contact:** Paige Donner, Owner, paigedonner@gmail.com

[IoT Logistics, LLC](#) provides emerging technology solutions and project management for public, private and nonprofit entities. Their focus areas are EdTech, Blockchain, Supply Chain, AgTech. Aerospace, Environment, Strategic & Crisis Communications, Interdisciplinary Collaboration, Technology Transfer & Commercialization. IoT reduces, minimizes and even eradicates food waste in the supply chain. They have licensed a NASA technology for vertical farming that uses little to no water/ electricity to establish a network of food hubs that can provide necessary fruits and veg in food desert communities.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** April 2023

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

**Product Stage:** Ready to launch

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

**Capital Type:** Equity, Grants

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



Dorset, UK • Founded: 2020 • Time on Report: 2 Months

**Contact:** [amerlanium@gmail.com](mailto:amerlanium@gmail.com)

[Foodshare Club Limited](#) is a simple and easy-to-use cross-platform mobile and web platform. The app allows users to post about food that could potentially go to waste and facilitates other users to pick it up for free. The scope of this extends to expiring, before-day and by-day food from local shops, even excess vegetables or baked goods from the local bakeries. To make a post about a product you want to share, just open the app, add a picture, a description, and when and where the product will be available for pick-up.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** July 2023

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

**Product Stage:** Currently selling

**Use of Funds:** It would help the startup to build a team with key people with IT expertise, volunteering coordinators and an advisor.

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



San Jose, CA • Founded: 2022 • Time on Report: 2 Months

**Contact:** [Amrutha Ragavan, Founder, amrutha@good2eat.us](mailto:Amrutha Ragavan, Founder, amrutha@good2eat.us)

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

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** Q12023

**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.



Mexico and Argentina • Founded: 2021 • Time on Report: Just Added

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

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

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$14,000

**Org Type:** For-profit

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

**Timeline:** July 2023

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

**Product Stage:** Currently selling

**Use of Funds:** Growth in México; Develop technology, similar to Waze, to help people find products; New vertical B2C SaaS, for consumer insights; Reach \$100 K MRR

**Capital Type:** Equity, SAFE Note

**Expected Impact of Funding:** Expected impact in the next 12 months: 1.000 Tn food-waste, 3.000.000 Tn reduction foodprint CO2, 2.120.000 M3 reduction foodprint water, 30% community food savings



San Jose, CA • Founded: 2021 • Time on Report: 2 Months

**Contact:** Fengmin Gong, CEO and Co-Founder, fengmin.gong@metafoodx.com

[Metafoodx](#) is a seed-stage Silicon Valley startup that helps foodservice businesses to prevent food waste and optimize production planning through an AI-powered SaaS solution. The leadership team shares the passion to help foodservice businesses and has great insights into food production challenges and AI amenability to solving the challenges. They remove the data gap between back-kitchen production and true consumption through an industry-first real-time consumption tracking. They deliver customer values by providing planning tools with actionable insights and by helping staff with automatic alerts and reminders. They intend to bring customers 10X ROI in cost saving from reducing food waste, lowering COGS, and increasing efficiencies. Today, they already have 1 signed LOI, 3 active POCs, and a pipeline of over 100 vetted contacts in university & corporate dining services.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD 0.01M

**Org Type:** For-profit

**Ask Amount:** USD 3M

**Timeline:** December 2022

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

**Product Stage:** Ready to launch

**Use of Funds:** Official launch, 3 light-house customers in University and Corp dining, and \$600K ARR within 10 months

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



Athens, Georgia • Founded: 2018 • Time on Report: 1 Month  
**Contact:** Christo Worst, Managing Director, [christo@beercrisps.com](mailto:christo@beercrisps.com)

[Beer Crisps](#) revolutionizes the world of beer and spent grain. They don't just upcycle, we create commercially viable, modern and of course delicious snack products. Not only is the product better than the rest, their strategy and partnerships are also. They actually partner with the brewery that the grains originated from, and brand the crisps under their existing, iconic brands. This is why the clients are quickly engaged and know exactly what the product is and where it comes from.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** March 2023

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

**Product Stage:** Ready to launch

**Use of Funds:** Majority of funding is capital equipment as they plan to build their own production line. They also plan to cover ingredient stock holding, packaging material, designs, civil/mechanical/electrical work

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

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



Petaluma, CA • Founded: 2022 • Time on Report: 1 Month  
**Contact:** Smári Ásmundsson, Founder & CEO, [s@byggfoods.com](mailto:s@byggfoods.com)

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

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** June 2023

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

**Product Stage:** Prototype

**Use of Funds:** Finalize R & D and launch 3 SKUs

**Capital Type:** Convertible debt

**Expected Impact of Funding:** Each 32 oz container takes 3 lbs. of spent grain out of landfill or from animal feed.



Germany • Founded: 2019 • Time on Report: Just Added  
**Contact:** Oliver Kremer, Co Founder, okremer@foodignity.eu

[CIRCLY](#) creates certified upcycling natural cosmetics made from used materials (facial care, body care and lip care).

Financial and Fundraising Details

**Current Annual Revenue:** USD \$60,000

**Org Type:** For-profit

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

**Timeline:** June 2023

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

**Product Stage:** Currently selling

**Use of Funds:** New Products and Marketing Staff

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



Tullamore, Offaly, Ireland • Founded: 2020 • Time on Report: 1 Month  
**Contact:** Ruairi Dooley, Co-Founder, ruairi@biasol.ie

[Circular Food Co](#) gives food brands the opportunity to achieve their sustainability targets by using upcycled food ingredients.

Financial and Fundraising Details

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

**Org Type:** For-profit

**Ask Amount:** USD \$950,000

**Timeline:** June 2023

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

**Product Stage:** Currently selling

**Use of Funds:** Grow the team (Food Technologist, Sales) 65%, R&D / IP 25%, Marketing (Trade shows) 10%. The key commercial milestone is to reach 100k MRR by year 3

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



Halifax, Nova Scotia, Canada • Founded: 2017 • Time on Report: Just Added

**Contact:** Sean Sears, Founder & CEO, 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. We have a targeted plan of gaining a long-term, guaranteed supply to the world's best fruit, often called superfruit. They plan to biotransform too-ugly-for-the-store fruit. They use a proprietary multi-fermentation technology to supercharge the goodness in fruit, increasing the fruit's potency. They have targeted ten superfruit, each of which is recognized by global health regulators for their 'historic' health benefits. Clever plans to lead the way, producing technology, thought leadership documentation and licensing to spread its value proposition. This year it is sponsoring a study, funded by a national government, to study the impact of fermentation on the sustainability and ecology of their key fruit industries.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** May 2023

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

**Product Stage:** Currently selling

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

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



Toronto, Ontario, Canada • Founded: 2015 • Time on Report: 2 Months

**Contact:** Mark Toman, Founder, mtoman@theshellproject.com

[EggTech Ltd.](#) has developed a patented process and utilizes an existing wastestream from a particular type of food processing operation in order to offset our need to mine for raw material and manufacture highly pure forms of calcium and membrane/collagen that have been tailored for supply into the human ingestible markets, including nutraceuticals/natural health, pharmaceuticals, food fortification, cosmetics and personal care. The material is an upcycled, eco-friendly, and sustainable alternative to the traditional mined resource material that is being used across these sectors currently.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** July 2023

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

**Product Stage:** Ready to launch

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

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

**Expected Impact of Funding:** The technology would alter the landscape of the poultry and egg industry and the calcium nutritional marketplace, and provide a solution that is scalable and viable for global liquid-egg processing operations.



South Bend, IN • Founded: 2020 • Time on Report: Just Added  
**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:** May 2023

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

**Product Stage:** Currently selling

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

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

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



Evanston, IL • Founded: 2021 • Time on Report: 2 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 we use to make GoodSport. By rescuing and upcycling this nutrient-rich part of the milk called milk permeate, we reduce the environmental impact of its disposal, prevent millions of tons from going to waste and improve the value of the food system.

Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** May 2023

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

**Product Stage:** Currently selling

**Use of Funds:** They recently launched in over 1,000 Walmart stores. They are raising capital to support their growth and expanding retailer partnership opportunities. Funding will be used to support sales and marketing with a focus on in-store activations and sampling. They expect the outcome to grow our 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: 2 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 0.5M

**Org Type:** For-profit

**Ask Amount:** USD 1.5M

**Timeline:** March 2023

**Maturity Stage:** Growth Stage

**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



Minneapolis, MN • Founded: 2019 • Time on Report: 2 Months  
**Contact:** Sue Marshall, CEO, [sue@netzro.us](mailto:sue@netzro.us)

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

#### Financial and Fundraising Details

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

**Org Type:** For-profit

**Ask Amount:** USD \$1,250,000

**Timeline:** August 2023

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

**Product Stage:** Ready to launch

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

**Capital Type:** Convertible debt

**Expected Impact of Funding:** Eggshell waste recovered from one egg producer equals 121 million pounds per year of upcycled calcium and collagen which diverts eggshell waste from being inappropriately land applied.



Seattle, WA • Founded: 2014 • Time on Report: 2 Months  
**Contact:** David Wishnick, Co-Founder, david@nutraberriinc.com

[Nutraberri](#) is a natural functional ingredient manufacturer of berry seed flours and oils. Consumers have a preference for seedless purées, and Nutraberri's business is built around making beneficial use of both berry seeds created during the production of seedless purées and juicing. One side stream, from seedless fruit purees, is referred to as 'seed cake' and the second is referred to as pomace that is a solid side stream of fruit seeds and skins created from the juicing process (i.e. Upcycling).

#### Financial and Fundraising Details

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

**Org Type:** For-profit

**Ask Amount:** USD \$1,800,000

**Timeline:** March 2023

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

**Product Stage:** Currently selling

**Use of Funds:** Nutraberri is seeking funding to further develop its capabilities, primarily including a real estate purchase and facility upgrade & relocation. This specific initiative will allow Nutraberri to scale production of its current operation and better combat food waste. Nutraberri has self-funded the build-out of its current manufacturing plant over the past ten years and has seen the food waste initiative grow.

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

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Los Angeles CA • Founded: 2015 • Time on Report: 2 Months  
**Contact:** Kaitlin Mogentale, Founder, CEO, kaitlin@pulppantry.com

[Pulp Pantry](#) creates value by transforming low-cost, produce-centric upcycled inputs into premium-priced, high-margin foods at scale. Their flagship product is a line of real veggie chips made from organic produce with meaningful nutrition.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

**Ask Amount:** USD \$1,800,000

**Timeline:** May 2023

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

**Product Stage:** Currently selling

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

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

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



Villahermosa, Tabasco, Mexico • Founded: 2017 • Time on Report: 1 Month  
**Contact:** Alejandro Zamorano, co-founder, [info@euroamericancacao.com](mailto:info@euroamericancacao.com)

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

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** May 2023

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

**Product Stage:** Currently selling

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

**Capital Type:** Equity, Convertible debt

**Expected Impact of Funding:** By processing 3.5 million cacao fruit pods during one year, over 170 smallholder families would benefit. 50 tons of fruit pulp would be processed into several B2B (ingredients) and B2C food products. 120 tons of cocoa beans would be processed into chocolate. 180 tons of dried fruit husk would be turned into nutrient-rich compost, pectin gel (using their patented technology) for the food and pharmaceutical industry and gluten-free flour. Millions of tons of pulp and husk are wasted around the world.



San Juan Capistrano, CA • Founded: 2021 • Time on Report: 1 Month  
**Contact:** Scott Nelson, President, [scottnelson@savrpak.com](mailto:scottnelson@savrpak.com)

[SAVRpak](#) leverages physics and the principles of thermodynamics to combat condensation, keeping food fresher, longer. They stop waste before it happens.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** May 2023

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

**Product Stage:** Currently selling

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

**Capital Type:** Equity

**Expected Impact of Funding:** For berries alone, we believe we can save \$200M annually, equating to 72 million pounds.



St Paul, MN • Founded: 2019 • Time on Report: 2 Months

**Contact:** Michael Sigel, CEO, michael@sco2.com

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

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** March 2023

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

**Product Stage:** Ready to launch

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

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

**Expected Impact of Funding:** SCO2 Extraction Tech can scale to industrial size, processing 70 tons of material per hour which is unlike any other supercritical CO2 extraction capability. This means SCO2 can divert millions of tons of food waste from landfills and reduce transportation and handling impact.



San Francisco, CA • Founded: 2017 • Time on Report: 2 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 \$2,000,000

**Timeline:** February-March 2023

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

**Product Stage:** Currently selling

**Use of Funds:** Monetizing extensive B2B pipeline, optimize and expand production capacity (incorporating additional waste streams, gluten-free ingredients, other R&D), integrating milling to optimize COGS, select key hires.

**Capital Type:** Convertible debt

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



White Plains, NY • Founded: 2021 • Time on Report: 1 Month

**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:** June 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.



Brooklyn, NY • Founded: 2018 • Time on Report: 1 Month

**Contact:** Christina Dorr Drake, CEO, Co-Founder, [christina@willaskitchen.com](mailto:christina@willaskitchen.com)

[Will's Organic Oat Milk](#) is on a mission to create plant based milk that tastes as good as it is for people and the planet. Willa's is the only oat milk to use the whole entire oat. It is well documented other oat milks discard 20-30% of the oat material, typically into landfills. They filter out the healthiest parts of the oat! Willa's use of the whole oat means nothing good is wasted. It gives Willa's a smooth taste, makes it lower in sugar, and maintains the benefits of oats (protein & prebiotic fiber).

Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** April 2023

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

**Product Stage:** Currently selling

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

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

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



Vancouver, BC, Canada • Founded: 2013 • Time on Report: 1 Month  
**Contact:** Arnaud Petitvallet, COO, [arnaud@drinkwize.com](mailto:arnaud@drinkwize.com)

[Wize Tea](#) uses modern tea techniques to enhance the taste and unlock the true health potential of coffee leaf tea. After discovering the health benefits behind arabica coffee leaves the co-founders of Wize realized their use wasn't common and that they were mostly overlooked and wasted in most parts of the world. In the economical cycle of a coffee farm, the farmers would actually only harvest the coffee beans for roughly 3 months of the year, and not have any other source of income once this season would be over. Worse, the coffee prices fluctuate a lot and never guarantee a stable income for farmers. Once the harvesting season is over, farm workers would also have to migrate to find off-season work. They realized the coffee leaves could be used as a way to offset this seasonality, and create additional revenue for coffee farmers.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** April 2023

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

**Product Stage:** Currently selling

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

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

**Expected Impact of Funding:** They are looking to reduce coffee farm waste by 30,000 kg of coffee leaves, while being able to generate 32,000 work hours over 100+ jobs on their co-founder's farm in Nicaragua. This will help generate \$90,000 in direct revenue for the farmers, while helping to reduce the seasonal migration during the off-season.



San Francisco, CA • Founded: 2017 • Time on Report: Just Added  
**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:** June 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

## MICHIGAN STATE UNIVERSITY

East Lansing, MI • Founded: 1855 • Time on Report: Just Added  
**Contact:** Monireh Mahmoudi, Assistant Professor, 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 our 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.

## silo

Tel Aviv and New York • Founded: 2016 • Time on Report: 2 Months  
**Contact:** Tal Lapidot, Founder & CEO, tal@heysilo.com

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

### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** April 2023

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

**Product Stage:** Ready to launch

**Use of Funds:** The funds will be used to bring the product to market, including manufacturing and distribution efforts. This will allow the company to start selling products, validate the product-market fit, and develop and improve new and existing features. Funding will also help the company expand its reach and to continue developing the technology

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

**Expected Impact of Funding:** Silo will help save an average of 4 lbs per week, reducing waste by 20%-50% per household.



Baltimore, MD • Founded: 2018 • Time on Report: 1 Month  
**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 our 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.



Dorset, UK • Founded: 2020 • Time on Report: Just Added  
**Contact:** Tarlan Isaev, Tarlan Isaev, [tamerlanium@gmail.com](mailto:tamerlanium@gmail.com)

[Foodshare](#)'s goal is to fight food waste and hunger through an easy-to-use mobile app that lets people share food and other items for free. Their app is available on both the App Store and Google Play, and it's designed to be user-friendly and straightforward. Users can share items by posting a photo, description, location, and availability. They also have a unique "World's Foodbanks" section that provides information on organizations working to address food insecurity worldwide, as well as a "Street Fridges" section for public refrigerators where people can donate and take food. They've already launched their app and website, and they're currently on Product Hunt and Climate Action Slack communities to increase visibility and get feedback from users.

#### Financial and Fundraising Details

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

**Org Type:** Nonprofit

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

**Timeline:** July 2023

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

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

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



Calgary, Canada • Founded: 2022 • Time on Report: 1 Month  
**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:** March 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



Ferndale, WA • Founded: 2015 • Time on Report: 1 Month  
**Contact:** Doug Robertson, President, [drobertson@miraclefoodnetwork.org](mailto:d Robertson@miraclefoodnetwork.org)

[Miracle Food Network](#) connects thousands of people each week to surplus, recovered, repurposed food through a large volunteer pool. Their decentralized approach working from food hubs and through their collaborators allows them to operate anywhere where they find the core essentials to sustainably function. They currently impact 4 counties in Western Washington, Northern Los Angeles, and soon in Ohio. MFN is piloting food distribution on 3 college campuses. It is also creating technology solutions to connect more people to food sources in real time, including AI predictions of where & how much food should be staged to meet distribution point loads.

#### Financial and Fundraising Details

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

**Org Type:** Nonprofit

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

**Timeline:** June 2023

**Use of Funds:** Use of funds will be dedicated to hiring high-level skilled professionals to manage and deliver the MFNconnect prototype. This program will demonstrate the ability to connect people to surplus food in real time.

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

**Expected Impact of Funding:** The impact on food waste reduction from MFNconnect programming will allow massive amounts of time-sensitive perishable food to connect with hungry people before the food is no longer fit for human consumption.



San Francisco, CA • Founded: 2016 • Time on Report: Just Added  
**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. We 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. We operate with the belief in harnessing technology and partnerships to better serve communities. Replate prevents food waste and improves food insecurity through an innovative online product and food rescue partnerships designed to address system constraints. The core focus is inspired by the potential to generate scaled impact through influencing businesses to take action for the intersectional benefit to climate and communities. Replate differs from other approaches in that we leverage a fee-based model for the capability to invest in scaling solutions through collaborations and tech tools.

**Financial and Fundraising Details**

**Current Annual Budget:** USD \$2,300,000

**Org Type:** Nonprofit

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

**Timeline:** December 2023

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

**Use of Funds Description:** Replate is fundraising \$1 million to create food systems change by influencing corporate practices in order to more easily and impactfully reduce food waste while mitigating food insecurity. Activities include educating businesses, supporting community-based food recovery for reduced food waste and improved access to quality food, forming operational partnerships for increased capacity and scaled impact, and improving our data collection process to easily replicate impact measurement with a variety of partners. This funding will be allocated as follows: business education and outreach (25%), food rescue services (25%), technology development (25%), operational partnerships (15%), and G&A (10%).

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



Cold Spring, NY • Founded: 2013 • Time on Report: 2 Months  
**Contact:** Marc Sabin, Chief Sustainability Officer, [msabin@advancedresilientbiocarbon.com](mailto:msabin@advancedresilientbiocarbon.com)

[Advanced Resilient Biocarbon's](#) (ARB) clean technologies transform organic and inorganic waste into carbon-negative, environmental remediation-centered products. ARB creates joint ventures with local partners. Their partnerships address climate restoration and climate repair as triple-bottom-line businesses that provide a fair return on investment; quantitatively reduce environmental impacts—by improving soil health, reducing GHG emissions and cleaning water bodies; and quantitatively improve social impacts by creating well-paying green jobs, improving health facilities to their JV communities, and sponsoring higher education for JV employees. Their scalable, clean technologies deployed through their joint ventures meet 14 of the 17 UN Sustainable Development Goals, turning current “brownfield” operations into “greenfield” companies.

**Financial and Fundraising Details**

**Current Annual Revenue:** N/A

**Org Type:** For-profit

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

**Timeline:** March 2023

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

**Product Stage:** Ready to launch

**Use of Funds:** ARB has received a confirmation of fit for a 500M EU Climate Bond. They are seeking a pre-issuance credit enhancement guarantor prepared to provide cash or cash equivalent of 50M EU for six months.

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

**Expected Impact of Funding:** ARB processes all forms of municipal waste into Elemental Chars™. In the case of organic waste, the processing generates biochar that can be used for soil enhancements and filtration media.



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

[Another Earth](#)'s Earth Mart plans to build a financially stable circular market for food production, distribution and the conversion of compostable waste to fertilizer for urban farms; completing the transformation back to food production. Earth Mart plans to convene locals by allowing the closest neighboring farms and gardeners to connect with one another to share ideas, markets, and providing an onramp to grower's success. By supplying readily available compost, Earth Mart hopes to convert fallow backyards to productive gardens just as Uber has done with personal vehicles.

Financial and Fundraising Details

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

**Org Type:** For-profit

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

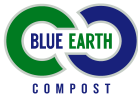
**Timeline:** July 2023

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

**Product Stage:** Prototype

**Use of Funds:** Lease of land and initial capital expenditures

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



Hartford, CT • Founded: 2013 • Time on Report: 2 Months  
**Contact:** Samuel King, CFO, [sam@blueearthcompost.com](mailto:sam@blueearthcompost.com)

[Blue Earth Compost, Inc.](#) exists to close the loop on food waste by providing food scrap collection services for homes, businesses, and municipalities in the communities they serve. The company is also an agent for change through helping consumers get high-quality soil and fertilizer products and by being an advocate on waste issues.

Financial and Fundraising Details

**Current Annual Revenue:** USD \$1,250,000

**Org Type:** For-profit

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

**Timeline:** March 2023

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

**Product Stage:** Currently selling

**Use of Funds:** To build more capacity to divert food scraps away from landfills and incinerators and towards a better use. Funds will be used to purchase collection vehicles, hire drivers, and purchase equipment.

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

**Expected Impact of Funding:** Every \$100,000 of investment equals about 1,000 tons of food scraps composted per year.



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

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

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$552,000

**Org Type:** For-profit

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

**Timeline:** June 2023

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

**Product Stage:** Currently selling

**Use of Funds:** Chapul Farms is initiating a \$10M Series A Reg D 506(c) fundraising round to accelerate the staged development of its > \$1B project pipeline, break ground on its first commercial facility, invest in new research and development opportunities, and sales and marketing growth within the multi-\$B opportunity of insect agriculture. A Regulation D 506(c) allows for private companies like Chapul Farms to advertise private placements to raise money from accredited investors (net worth over \$1M or annual income over \$200k) instead of waiting for traditional sources of capital (we spoke about our frustration with the short-term lens of capital recently on Agfunder here) [Commercial Project Investment & Development - 20%] [Team Development - 35%] [Sales & Marketing - 10%] [Research & Development - 9%] [Technical Training & Trials - 10%] [Chapul Innovation Facility Capex - 5%] [Working Capital- 8%] [Transaction Expenses- 3%]

**Capital Type:** Equity, Grants

**Expected Impact of Funding:** Chapul Farms closes the loop on food production by re-integrating insects and their ecosystem services. A single insect facility processing organic waste has the potential to save 7M metric tons of GHGs each year. For comparison, that's more than 70k homes converting to solar, or, a single facility has the potential to divert more CO<sub>2</sub>e in one year than all Tesla electric vehicles sold in 2020. Eventually, their total project pipeline has the potential to divert 150M metric tons of GHG per year.



Nashville, TN • Founded: 2014 • Time on Report: 1 Month  
**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.



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

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

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$3,695,693

**Org Type:** For-profit

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

**Timeline:** June 2023

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

**Product Stage:** Currently selling

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

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

**Expected Impact of Funding:** For every ton of food waste that CSS recovers, CSS reduces GHG 1.3X. Today, CSS upcycles 5,000 tons per year. With additional investment CSS will reduce 30,000 tons of food per year in food waste by upcycling that food and converting to valuable fertilizer and pet ingredients.



Ridgefield, CT • Founded: 2015 • Time on Report: 1 Month  
**Contact:** Nick Skeadas, Owner, [nick@curbcompost.org](mailto:nick@curbcompost.org)

[Curbside Compost](#) recovers food scraps and delivers living soil. They built the company to restore the nutrient and carbon cycle to CT and NY soil. When composted, the abundant nutrients and organic matter in food scraps are captured and applied to land where they help build and conserve healthy soils. They collect from homes, schools, offices, healthcare, markets, cafes, restaurants, and events in an effort to compost all food remains, including dairy, meat, fish and bones.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** December 2023

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

**Product Stage:** Currently selling

**Use of Funds:** Use of funds will be for truck equipment and truck terminal. They plan to divert 5000 tons of food waste per year from disposal with these funds.

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

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



Rogers, AR • Founded: 2019 • Time on Report: Just Added  
**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 our 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.



Israel • Founded: 2018 • Time on Report: 2 Months  
**Contact:** Yuval, CEO, [yuval@freeze-em.com](mailto:yuval@freeze-em.com)

[FreezeM](#) is developing novel technologies that enable the creation of first-time stocks of ready-to-use suspended neonates and frozen eggs – a solution corresponding to agriculture seed production.

#### Financial and Fundraising Details

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

**Org Type:** For-profit

**Ask Amount:** USD \$12,000,000

**Timeline:** March 2023

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

**Product Stage:** Currently selling

**Use of Funds:** The funds will be used to demonstrate their technology at scale by setting up a first-of-its-kind Black Soldier Fly (BSF) decentralized breeding hub and to support ongoing technology developments in genetics and breeding related solutions

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

**Expected Impact of Funding:** Their 1st generation facility will enable the upcycling of 330,000 tons of organic waste per year into 26,000 tons of sustainable insect protein.



Plainfield, NJ • Founded: 2020 • Time on Report: 1 Month  
**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.



Ann Arbor, MI • Founded: 2022 • Time on Report: 2 Months  
**Contact:** *Refael Aharon, CEO, [raharon@protonmail.com](mailto:raharon@protonmail.com)*

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

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** April 2023

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

**Product Stage:** Prototype

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

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

**Expected Impact of Funding:** Food waste will be converted to valuable, profitable products that will benefit human and earth health.



Washington, DC • Founded: 2017 • Time on Report: Just Added  
**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. We addressed why distributed on-site composting has yet to scale and replicate. We 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. We align regulators and manage the finished compost, which is essential for soil health. 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. Then, these contracts would help to secure the debt to finance the capital costs of the needed composting machines. They would then hire the operations staff to install, train, commission, and oversee the use of the composting machines. Once 30 units are successfully deployed, they would reach a revenue support position, demonstrating the business model's product/market fit and feasibility. Based on lessons learned, they would refine the business model to then pursue a subsequent round of funding to scale and replicate.

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

**Expected Impact of Funding:** Here is an example to appreciate the potential impact: 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.



Lima, Peru • Founded: 2016 • Time on Report: 1 Month  
**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 our facilities to recycle 16,000 metric tons of organic waste per year, an estimated CO2 emissions reduction of 20,000 tons CO2 eq.



Pittsfield, MA • Founded: 2021 • Time on Report: 2 Months  
**Contact:** Mary Stucklen, Owner & Operator, Hello@tommyscompost.com

[Tommy's Compost Service](#) provides an outlet for food waste for donation, animal feed, and composting for both residences and businesses.

#### Financial and Fundraising Details

**Current Annual Revenue:** USD \$32,400

**Org Type:** For-profit

**Ask Amount:** USD \$42,000

**Timeline:** April 2023

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

**Product Stage:** Currently selling

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

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

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



Pine Brook, NJ • Founded: 2022 • Time on Report: 2 Months  
**Contact:** Christina PioCosta-Lahue, President, christina@vivaria.eco

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

#### Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** March 2023

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

**Product Stage:** N/A

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

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

**Expected Impact of Funding:** At full capacity, the Vivaria Ecologics Blau Road Farm Composting Facility will be diverting approximately 17,124 tons/year of food wastes from landfilling.



New York • Founded: 2022 • Time on Report: 1 Month

**Contact:** Meredith Danberg-Ficarelli, Co-Founder and CEO, [meredith@getwats.com](mailto:meredith@getwats.com)

[WATS](#) (Waste Administration + Tracking Software) helps buildings achieve waste reduction by quantifying the carbon footprint of the materials they discard, and automatically delivering action oriented steps to reduce impact. Their female founding team brings more than 20 collective years of experience at the intersection of commercial waste and sustainability. They have pilots live with Vornado Realty Trust's 25-site NYC portfolio, In-N-Out Burger's 400 sites, and two additional commercial office portfolios through their intermediary partner pilots with ThinkZero (a zero waste consultant based in NYC), and WastePlace (a digital waste broker based in Austin TX).

Financial and Fundraising Details

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

**Org Type:** For-profit

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

**Timeline:** March 2023

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

**Product Stage:** Prototype

**Use of Funds:** With \$1M they will have a solid 16 month runway within which they can continue to grow the engineering team while we focus on further building out the product and developing case studies based on the experience of their early customers. They will also launch their sales process, and redesign the website. Revenue, beginning later this quarter, will supplement the raise and extend their runway.

**Capital Type:** Equity, Grants



Aurora, CO • Founded: 2018 • Time on Report: 2 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

<b>Action Areas</b>   <b>OPTIMIZE THE HARVEST</b> Avoid over-production, then harvest as much as possible. For wild caught products, source only what is needed.   <b>ENHANCE PRODUCT DISTRIBUTION</b> Leverage technology to create smart systems that help efficiently move products to maximize freshness and selling time.   <b>REFINE PRODUCT MANAGEMENT</b> Align purchases with sales as closely as possible and find secondary outlets for surplus. Build out systems and processes for optimal on-site handling.   <b>MAXIMIZE PRODUCT UTILIZATION</b> Design facilities, operations, and menus to use as much of each product as possible. Upcycle surplus and byproducts into food products.   <b>RESHAPE CONSUMER ENVIRONMENTS</b> Drive consumers towards better food management and less waste by creating shopping, cooking, and eating environments that promote those behaviors. Shift culture to place more value on food and reduce waste.   <b>STRENGTHEN FOOD RESCUE</b> Further the rescue of high-quality, nutritious food by increasing capacity, addressing bottlenecks, and improving communication flow.   <b>RECYCLE ANYTHING REMAINING</b> Find the highest and best use for any remaining food or food scraps in order to capture nutrients, energy, or other residual value.	 <b>OPTIMIZE THE HARVEST</b>	 <b>ENHANCE PRODUCT DISTRIBUTION</b>	 <b>REFINE PRODUCT MANAGEMENT</b>	 <b>MAXIMIZE PRODUCT UTILIZATION</b>	 <b>RESHAPE CONSUMER ENVIRONMENTS</b>	 <b>STRENGTHEN FOOD RESCUE</b>	 <b>RECYCLE ANYTHING REMAINING</b>
	Buyer Spec Expansion	Decreased Transit Time	Assisted Distressed Sales	Active & Intelligent Packaging	Meal Kits	Donation Coordination & Matching	Centralized Anaerobic Digestion
	Gleaning	First Expired First Out	Decreased Minimum Order Quantity	Manufacturing Byproduct Utilization (Upcycling)	Buffet Signage	Donation Education	Community Composting
	Imperfect & Surplus Produce Channels	Intelligent Routing	Dynamic Pricing	Manufacturing Line Optimization	Consumer Education Campaigns	Donation Storage Handling & Capacity	Centralized Composting
	Partial Order Acceptance	Temperature Monitoring (Pallet Transport)	Enhanced Demand Planning	Edible Coatings	K-12 Lunch Improvements	Donation Transportation	Co-digestion at Wastewater Treatment Plants
	Field Cooling Units	Reduced Warehouse Handling	Increased Delivery Frequency	Improved Recipe Planning	Package Design	Donation Value-Added Processing	Home Composting
	In-Field Sanitation Monitoring	Advanced Shipment Notifications	Markdown Alert Applications	In-House Repurposing	Portion Sizes	Blast Chilling to Enable Donations	Livestock Feed
Modeled Solutions  Unmodeled Solutions  Best Practices	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				