



Food Waste
Funder Circle

Deal Flow Report:
Philanthropic Funding Opportunities
ISSUE 14

CO-FOUNDERS



For more information, contact us



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Philanthropic Funding Opportunities

As a member of the [Food Waste Funder Circle](#), you will receive this monthly Deal Flow Report, which provides an overview of organizations in the food waste sector that are currently seeking grant funding, including for-profit companies. **This month's report includes 21 for-profit companies, 20 nonprofit organizations, and a total of USD \$119M in funding opportunities** (this information comes from self-reported data from solution providers who filled out our funding survey).

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

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











How to Read this Report:











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























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

Overview of Active Funding Opportunities

Page	ReFED Action Area	Organization	Org Type	Annual Budget (USD)	Ask Amount (USD)	Capital Type
5.	 Optimize the Harvest	Miyonga Fresh Greens	For-profit	N/A	\$1,000,000	Equity, Venture debt, Grants
5.	 Optimize the Harvest	Yellow Farmhouse Education Center, Inc.	Nonprofit	\$352,500	\$20,000	Grants
6.	 Enhance Product Distribution	IoT Logistics, LLC	For-profit	N/A	\$1,000,000	Equity, Grants
6.	 Refine Product Management	Metafoodx	For-profit	N/A	3M	Convertible debt, Grants / Donations
7.	 Refine Product Management	Therma	For-profit	N/A	\$2,000,000	Equity, Grants
7.	 Maximize Product Utilization	EggTech Ltd.	For-profit	N/A	\$5,000,000	Equity, Convertible debt, Venture debt, Grants
8.	 Maximize Product Utilization	Matriark Foods	For-profit	N/A	\$195,000	Equity, Grants
8.	 Maximize Product Utilization	Nutraberry	For-profit	N/A	\$1,800,000	Equity, Convertible debt, Senior and subordinated debt, Grants
9.	 Maximize Product Utilization	Pulp Pantry	For-profit	N/A	\$1,800,000	Equity, Convertible debt, Grants, Guarantees / letters of credit
9.	 Maximize Product Utilization	SCO2	For-profit	N/A	\$2,500,000	Equity, Convertible debt, Grants

Page	ReFED Action Area	Organization	Org Type	Annual Budget (USD)	Ask Amount (USD)	Capital Type
10.	 Maximize Product Utilization	TBJ Gourmet	For-profit	N/A	\$2,200,000	Equity, Convertible debt, Venture debt, PRIs, Grants, Guarantees / letters of credit
10.	 Reshape Consumer Environments	Kitsain	For-profit	N/A	\$20,000	Grants
11.	 Reshape Consumer Environments	Silo	For-profit	N/A	\$2,500,000	Equity, Convertible debt, Venture debt, Grants
11.	 Reshape Consumer Environments	Urban School Food Alliance	Nonprofit	\$2,028,000	\$675,000	Grants
12.	 Strengthen Food Rescue	360 Eats	Nonprofit	\$157,000	\$115,000	Grants
12.	 Strengthen Food Rescue	Arizona Food Bank Network	Nonprofit	\$12,398,001	\$3,520,000	Grants
13.	 Strengthen Food Rescue	Basic Needs Inc. of South Washington County	Nonprofit	\$444,000	\$50,000	Grants
13.	 Strengthen Food Rescue	Bracken's Kitchen	Nonprofit	\$4,610,000	\$480,000	Grants
14.	 Strengthen Food Rescue	Chicago Bridge Project	Nonprofit	\$14,000	\$4,800	Grants
14.	 Strengthen Food Rescue	Farm to Pantry	Nonprofit	\$320,000	\$2,300	Grants
15.	 Strengthen Food Rescue	Food Rescue Inc	Nonprofit	\$82,000	\$53,000	Grants

Page	ReFED Action Area	Organization	Org Type	Annual Budget (USD)	Ask Amount (USD)	Capital Type
15.	 Strengthen Food Rescue	Gather	Nonprofit	\$2,500,000	\$1,683,700	Grants
16.	 Strengthen Food Rescue	Keep Austin Fed	Nonprofit	\$265,000	\$165,000	Grants
16.	 Strengthen Food Rescue	Let's Eat, Inc.	Nonprofit	\$20,000	\$30,000	Grants
17.	 Strengthen Food Rescue	Marion Institute	Nonprofit	\$1,185,149	\$352,409	Grants
17.	 Strengthen Food Rescue	Metro Food Rescue	Nonprofit	\$375,000	\$119,299	Grants
18.	 Strengthen Food Rescue	Miracle Food Network	Nonprofit	\$300,000	\$500,000	PRIs, Grants, Guarantees / letters of credit
18.	 Strengthen Food Rescue	Sharing Excess	Nonprofit	\$1,400,000	\$500,000	Grants
19.	 Strengthen Food Rescue	Society of St. Andrew	Nonprofit	\$4,089,098	\$9,000,000	Grants
19.	 Strengthen Food Rescue	The Farmlink Project	Nonprofit	\$7,000,000	\$5,400,000	Grants
20.	 Strengthen Food Rescue	Waste Not Food Taxi	Nonprofit	\$100,000	\$80,000	Grants
20.	 Recycle Anything Remaining	Advanced Resilient Biocarbon, LLC	For-profit	N/A	\$50,000,000	Convertible debt, Senior and subordinated debt, Grants, Guarantees / letters of credit

Page	ReFED Action Area	Organization	Org Type	Annual Budget (USD)	Ask Amount (USD)	Capital Type
21.	 Recycle Anything Remaining	Blue Earth Compost	For-profit	N/A	\$400,000	Equity, Convertible debt, Grants
21.	 Recycle Anything Remaining	California Safe Soil	For-profit	N/A	\$10,000,000	Equity, Venture debt, Grants
22.	 Recycle Anything Remaining	FreezeM	For-profit	N/A	\$12,000,000	Equity, Venture debt, PRIs, Grants
22.	 Recycle Anything Remaining	Harvest Nano	For-profit	N/A	\$250,000	Equity, Convertible debt, Venture debt, Grants
23.	 Recycle Anything Remaining	O-Town Compost Inc.	For-profit	N/A	\$120,000	Grants
23.	 Recycle Anything Remaining	Solana Center for Environmental Innovation	Nonprofit	\$1,079,900	\$250,000	Grants, Non-recourse project debt
24.	 Recycle Anything Remaining	Tommy's Compost Service	For-profit	N/A	\$42,000	Grants, Guarantees / letters of credit
24.	 Recycle Anything Remaining	Vivaria Ecologics LLC	For-profit	N/A	\$300,000	Grants, Guarantees / letters of credit, Low interest loans
25.	 Recycle Anything Remaining	Wompost, LLC	For-profit	N/A	\$215,000	Venture debt, Senior and subordinated debt, Grants, Promissory Note (debt)



Nairobi • Founded: 2015 • Time on Report: Just Added
Contact: Yvonne Otieno, Chief Executive Officer, yvonne@miyongafreshgreens.co.ke

[Miyonga Fresh Greens](#) grows and processes horticultural products for the export market. The product line includes: Fresh produce, fruit powder, dried fruit. Miyonga empowers smallholder farmers in reducing post-harvest waste and losses while providing wholesome products that meet international standards. Additionally, it uses innovative agro-processing technology to add value to horticultural products for export and local consumption. Miyonga’s innovation aims to decrease food waste which will increase revenue for smallholders.

Financial and Fundraising Details

Current Annual Revenue: USD \$523,139

Org Type: For-profit

Ask Amount: USD \$1,000,000

Timeline: July 2024

Equity Round in Raise (if applicable): Series A

Product Stage: Currently selling

Use of Funds: Funds would facilitate investment in factory equipment to expand capacity. The breakdown is as below, purchase of additional dryers and construction cost at \$579,773. Purchase a truck for fruits collection - \$ 16,781, Lease -\$3,524, Increased OPEX to prepare organization for scale - \$ 284,922 and \$ 65,000 as working capital.

Capital Type: Equity, Venture debt, Grants

Expected Impact of Funding: 900 jobs created, and 7,200 additional farmers livelihoods improved. Currently Miyonga's impact is: 30% reduction in food waste. 9,600 lives improved in FY2022 with better education, nutrition, and access to health services. 25% increase in farmer’s recurring annual income.



Stonington, CT • Founded: 2017 • Time on Report: Just Added
Contact: Laura Jackson, Director of Outreach, ljackson@yellowfarmhouse.org

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

Financial and Fundraising Details

Current Annual budget: USD \$352,500

Org Type: Nonprofit

Ask Amount: USD \$20,000

Timeline: May 2023

Use of Funds: Project- or Program-specific purposes

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

Capital Type: Grants

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



Orlando, FL • Founded: 2018 • Time on Report: Just Added
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.



San Jose, CA • Founded: 2021 • Time on Report: 1 Month
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



San Francisco, CA • Founded: 2014 • Time on Report: Just Added
Contact: Manik Suri, Co-founder and CEO, Manik@hellotherma.com

[Therma](#) fights food waste and climate change by creating a more efficient global cold chain. Therma° uses IOT-enabled temperature, humidity, and equipment performance monitoring and controls to prevent inefficiencies and product loss in commercial refrigeration. Their reach includes any customer with commercial refrigeration needs, from small businesses to major enterprises, and includes food service, food retail, education, hospitality, cold storage facilities and more.

Financial and Fundraising Details

Current Annual Revenue: USD \$1,997,747

Org Type: For-profit

Ask Amount: USD \$2,000,000

Timeline: January 2023

Equity Round in Raise (if applicable): Series A

Product Stage: Currently selling

Use of Funds: New funds will facilitate growth in two main aspects. 1) Therma will increase the reach of their monitoring product by expanding direct sales and marketing capacity, bringing their food waste reduction technology to a greater range of customers and verticals. 2) Therma will bring their cooling intelligence platform to market, which will allow the company to intelligently reduce and optimize the energy usage of commercial refrigeration.

Capital Type: Equity, Grants

Expected Impact of Funding: Based on customer testimonials and an analysis conducted by an external climate consulting firm, Impactable X, each location that deploys Therma saves an average of 1.52 metric tonnes of food waste per year. With the support of additional funding, Therma is expected to reach an additional 6,600 locations (2x current growth), preventing approximately 10,000 metric tonnes of additional food loss.



Toronto, Ontario, Canada • Founded: 2015 • Time on Report: Just Added
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.



New York, NY • Founded: 2018 • Time on Report: 2 Months
Contact: Anna Hammond, CEO, ahammond@matriarkfoods.com

[Matriark Foods](#) upcycles farm-surplus and fresh-cut remnants into healthy products for foodservice and retail. There is a bottleneck in the food system that prohibits the ability to transform and distribute surplus farm vegetables and freshcut remnants into shelf-stable, nutritious foodservice and retail food products, resulting in waste, environmental degradation, and a dearth of healthy processed vegetables for institutional markets and those most in need. Matriark Foods proposes an infrastructure design solution to transformative and large-scale customer adoption of upcycled products that addresses on-farm food loss, particularly from small and mid-scale underrepresented farmers. They are seeking funding to support their next step in the development of a systems solution to on-farm fresh produce loss & waste by designing a regional upcycled processing facility. Working with the nonprofit architecture firm, MASS Design Group, and other partners, they will build a replicable, open-sourced infrastructure solution to engage consumers in diverting waste through their purchasing. This includes centrally located wash & pack stations and a customized processing facility to support farm surplus.

Financial and Fundraising Details

Current Annual Revenue: USD 0.5M

Org Type: For-profit

Ask Amount: USD \$195,000

Timeline: March 2023

Maturity Stage: Growth Stage

Product Stage: Currently selling

Use of Funds: \$90K (46%) to design a prototypical design guidelines & pilot site concept design for a future facility starting in April 2023 [MASS Design Group]; Includes \$10k Concept Design cost estimate from Stuart Lynn; \$45K (23%) to develop the data, tracking & measurement protocols to measure the True Cost of Food starting in April 2023 [TMG]; \$30K (15%) to develop communications including video & impact reporting starting in April 2023 [Food Inspiration & Food for Climate League]; \$15K (8%) to further develop and secure grower relationships starting in April 2023 [Kitchen Table Advisors]; \$15K (8%) to support product R&D with additional crops starting in April 2023 [Matriark Foods]

Capital Type: Equity, Grants

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



Seattle, WA • Founded: 2014 • Time on Report: Just Added
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 'pomace', which 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





Los Angeles CA • Founded: 2015 • Time on Report: Just Added
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.



St Paul, MN • Founded: 2019 • Time on Report: Just Added
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.



Pottstown, PA • Founded: 2013 • Time on Report: Just Added
Contact: Michael Oraschewsky, CEO, mike@TBJGourmet.com

[TBJ Gourmet](#) makes specialty condiments and spreads from upcycled ingredients, starting with their trend-setting bacon jam made with upcycled bacon ends and pieces.

Financial and Fundraising Details

Current Annual Revenue: USD \$1,700,000

Org Type: For-profit

Ask Amount: USD \$2,200,000

Timeline: February 2023

Equity Round in Raise (if applicable): Series A

Product Stage: Currently selling

Use of Funds: They are building a food processing plant and distribution warehouse to increase production capacity of their product lines, as well as offering co-packing and 3PL services to other upcycled brands.

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

Expected Impact of Funding: They will increase their primary upcycled ingredients from 40 tons to 80 tons in the first year. Considering that their primary UIs are meat ends and pieces with a high carbon footprint and low relative weight compared to other more common UIs, they consider this impact massive.



Finland / Espoo • Founded: 2016 • Time on Report: Just Added
Contact: Ville Karinen, Founder, ville.karinen@iki.fi

[Kitsain](#) is a pre-startup concentrating on household food waste prevention with digital concepts, which are globally scalable. Kitsain suggests possible meals to prepare from ingredients already in your pantry, fridge or freezer. These recipes have realistic preparing time estimates and dynamic scaling to different portion sizes, as well as prep technique-tweaking hints. It reminds about products best before dates and suggests meals from those, preventing food waste.

Financial and Fundraising Details

Current Annual Revenue: USD \$0

Org Type: For-profit

Ask Amount: USD \$20,000

Timeline: June 2023

Series (if applicable): N/A

Product Stage: Prototype

Use of Funds: Grants would be fully used for paying to the software developers of the Kitsain Open Source app. E.g. for the students attending university/college software project courses.

Capital Type: Grants

Expected Impact of Funding: We are creating a scalable solution, which would work in home kitchens globally.



Tel Aviv and New York • Founded: 2016 • Time on Report: Just Added
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.

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: They expect Silo to help save an average of 4 lbs per week, reducing waste by 20%-50% per household.



Washington, DC • Founded: 2012 • Time on Report: Just Added
Contact: Dr. Kathryn T. Wilson, Executive Director, kwilson@urbanschoolfoodalliance.com

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

Financial and Fundraising Details

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

Org Type: Nonprofit

Ask Amount: USD \$675,000

Timeline: December 2023

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

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

Capital Type: Grants

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





Safety Harbor, FL • Founded: 2020 • Time on Report: Just Added
Contact: Cameron Macleish, Executive Director, Cameronm@360eats.org

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

Financial and Fundraising Details

Current Annual budget: USD \$157,000

Org Type: Nonprofit

Ask Amount: USD \$115,000

Timeline: December 2023

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

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

Capital Type: Grants

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



Phoenix, AZ • Founded: 1984 • Time on Report: Just Added
Contact: Terri Shoemaker, Vice President, External Relations, terri@azfoodbanks.org

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

Financial and Fundraising Details

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

Org Type: Nonprofit

Ask Amount: USD \$3,520,000

Timeline: June 2024

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

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

Capital Type: Grants

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





St Paul Park, MN • Founded: 1997 • Time on Report: Just Added
Contact: Vickie Snyder, Executive Director, execdir@basicneedsmn.org

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

Financial and Fundraising Details

Current Annual budget: USD \$444,000

Org Type: Nonprofit

Ask Amount: USD \$50,000

Timeline: August 2023

Use of Funds: Capacity building

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

Capital Type: Grants

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



Garden Grove, CA • Founded: 2013 • Time on Report: Just Added
Contact: Caterina Richards, Director of Operations, cat@brackenskitchen.org

[Bracken's Kitchen's](#) innovative approach provides nutritious meals made from surplus food supplies through their Rescued Food Program at no cost to the client. This program provides products rescued from purveyors of meat, fish, poultry, and produce throughout their region. This is coupled with their collaborative partnerships with Second Harvest Food Bank and OC Food Bank to augment supplies. Bracken's Kitchen has a unique approach to repurpose this recovered food and produces nutritious meals for 72 agency partners to combat rising food insecurity in our community. During the last two years, they produced and distributed almost 5 million meals by rescuing and repurposing over 600 tons of edible unused food that would have otherwise gone to waste.

Financial and Fundraising Details

Current Annual budget: USD \$4,610,000

Org Type: Nonprofit

Ask Amount: USD \$480,000

Timeline: March 2023

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

Use of Funds Description: 1. Expanding and renovating building space to increase and improve operation; 2.Purchasing a refrigerated truck to expand food rescue capabilities; 3.Expanding satellite kitchen concept to increase food production and culinary training opportunities.

Capital Type: Grants

Expected Impact of Funding: An additional 100+ tons of food will be redirected to their community feeding program.



Chicago, IL • Founded: 2017 • Time on Report: Just Added
Contact: *Lola Corcoran, Executive Director, finance@chicagobridgeproject.org*

[Chicago Bridge Project](#) is a food rescue organization working to reduce food waste and hunger in Chicago by redistributing resources.

Financial and Fundraising Details

Current Annual budget: USD \$14,000

Org Type: Nonprofit

Ask Amount: USD \$4,800

Timeline: June 2023

Use of Funds: Project- or Program-specific purposes

Use of Funds Description: They are seeking funding for their 'Free Meals on 3 Wheels' program that will allow them to meet the needs of more Chicagoans. They will be able to reach further into the parks and neighborhoods with an electric tricycle. The populations in tent communities have exploded during the pandemic and they can further reduce food waste while feeding more people.

Capital Type: Grants

Expected Impact of Funding: They expect to provide 50-100 meals per week.



Windsor, CA • Founded: 2008 • Time on Report: Just Added
Contact: *Kelly Conrad, Community Outreach & Development Director, kellynconrad3@gmail.com*

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

Financial and Fundraising Details

Current Annual budget: USD \$320,000

Org Type: Nonprofit

Ask Amount: USD \$2,300

Timeline: December 2023

Use of Funds: General operations/ unrestricted

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

Capital Type: Grants

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



Noblesville, IN • Founded: 2007 • Time on Report: Just Added
Contact: John Williamson, President/Executive Director, jw@foodrescue.net

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

Financial and Fundraising Details

Current Annual budget: USD \$82,000

Org Type: Nonprofit

Ask Amount: USD \$53,000

Timeline: December 2023

Use of Funds: General operations/ unrestricted

Use of Funds Description: General operations to support staff salaries

Capital Type: Grants



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

[Gather](#) has served the Seacoast for over 200 years by distributing nourishing food to people in need and taking a leadership role in building an equitable and sustainable regional food system. Gather redirects food that would go to waste through distributing, repurposing and gleaning. Their Fresh Rescue program takes food that retailers would throw out and distributes it to people in need through our pantry market and mobile markets. Their Cooking 4 Community program turns food that would go to waste into nutritious “to-go” meals for members who do not have the time, resources, or ability to make a home-made meal. Through their facilitation of NH Gleans, a network of 7 regional agencies that recover fresh produce and distribute it through organizations, they’ve rescued over 1.1MM lbs. of food since 2015. In addition to facilitating the network, Gather’s staff and volunteers glean produce from farms and accept drop offs by local producers.

Financial and Fundraising Details

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

Org Type: Nonprofit

Ask Amount: USD \$1,683,700

Timeline: June 2023

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

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

Capital Type: Grants

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



Austin, TX • Founded: 2013 • Time on Report: Just Added
Contact: Lisa Barden, Executive Director, lisa@keepaustinfed.org

[Keep Austin Fed](#) is a food rescue organization, providing the logistics and volunteer power to connect surplus food with people fighting food insecurity.

Financial and Fundraising Details

Current Annual budget: USD \$265,000

Org Type: Nonprofit

Ask Amount: USD \$165,000

Timeline: Q1 2023

Use of Funds: General operations/ unrestricted, Capacity building

Use of Funds Description: General operations and capacity building to serve a larger number of food insecure neighbors

Capital Type: Grants

Expected Impact of Funding: They rescued over 1 million pounds of food in 2022 and redistributed it for people to eat. They expect to grow this number in 2023.



Baltimore, MD • Founded: 2020 • Time on Report: Just Added
Contact: Catherine Anne Morneault, President, Letseatinc20@gmail.com

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

Financial and Fundraising Details

Current Annual budget: USD \$20,000

Org Type: Nonprofit

Ask Amount: USD \$30,000

Timeline: December 2023

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

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

Capital Type: Grants

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



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

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

Financial and Fundraising Details

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

Org Type: Nonprofit

Ask Amount: USD \$352,409

Timeline: September 2023

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

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

Capital Type: Grants

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



West Bloomfield, MI • Founded: 2021 • Time on Report: Just Added
Contact: Lea Luger, Grants Consultant, lea@metrofoodrescue.com

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

Financial and Fundraising Details

Current Annual budget: USD \$375,000

Org Type: Nonprofit

Ask Amount: USD \$119,299

Timeline: December 2023

Use of Funds: Capacity building

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

Capital Type: Grants

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



Ferndale, WA • Founded: 2015 • Time on Report: Just Added
Contact: Doug Robertson, President, drobertson@miraclefoodnetwork.org

[Miracle Food Network](#) connects thousands of people each week to surplus, recovered, repurposed food through a large volunteer pool. Their decentralized approach 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: Project- or Program-specific purposes, General operations/ unrestricted, Capacity building

Use of Funds Description: Hiring high-level skilled professionals to manage and deliver the MFNconnect prototype programing. This program will demonstrate the ability to connect people to surplus food in real time.

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



Philadelphia, PA • Founded: 2018 • Time on Report: Just Added
Contact: Nourhan Ibrahim, Development Director, nourhan@sharingexcess.com

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

Financial and Fundraising Details

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

Org Type: Nonprofit

Ask Amount: USD \$500,000

Timeline: June 2023

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

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

Capital Type: Grants

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



Big Island, VA • Founded: 1984 • Time on Report: Just Added
Contact: Lynette Johnson, Executive Director, lynette@endhunger.org

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

Financial and Fundraising Details

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

Org Type: Nonprofit

Ask Amount: USD \$9,000,000

Timeline: June 2025

Use of Funds: Capacity building

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

Capital Type: Grants

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



Los Angeles, CA • Founded: 2020 • Time on Report: Just Added
Contact: Jessica Nadeau, Director of Grants Management, jessica.nadeau@farmlinkproject.org

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

Financial and Fundraising Details

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

Org Type: Nonprofit

Ask Amount: USD \$5,400,000

Timeline: December 2023

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

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

Capital Type: Grants

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



Portland, OR • Founded: 2015 • Time on Report: Just Added
Contact: Susan Snortum, Chief Financial Officer, susie@wastenotfoodtaxi.org

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

Financial and Fundraising Details

Current Annual budget: USD \$100,000

Org Type: Nonprofit

Ask Amount: USD \$80,000

Timeline: December 2023

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

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

Capital Type: Grants

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



Cold Spring, NY • Founded: 2013 • Time on Report: Just Added
Contact: Marc Sabin, Chief Sustainability Officer, 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

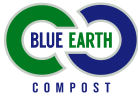
Equity Round in Raise (if applicable): N/A

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.



Hartford, CT • Founded: 2013 • Time on Report: Just Added
Contact: Samuel King, CFO, 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.



McClellan, CA • Founded: 2012 • Time on Report: Just Added
Contact: Dan Morash, CEO and Founder, 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.



Israel • Founded: 2018 • Time on Report: Just Added
Contact: Yuval, CEO, 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.



Ann Arbor, MI • Founded: 2022 • Time on Report: Just Added
Contact: Refael Aharon, CEO, 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.



Orlando, FL • Founded: 2020 • Time on Report: Just Added
Contact: Charlie J Pioli, Owner/Founder, cpiole@o-towncompost.com

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

Financial and Fundraising Details

Current Annual Revenue: USD \$500,000

Org Type: For-profit

Ask Amount: USD \$120,000

Timeline: August 2023

Series (if applicable): N/A

Product Stage: Currently Selling

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

Capital Type: Grants

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



San Diego, CA • Founded: 1983 • Time on Report: Just Added
Contact: Jessica Toth, Executive Director, jessica.toth@solanacenter.org

[Solana Center for Environmental Innovation](#) showcases the feasibility of regionwide closed loop capability through partnerships between government, food-sellers, and agricultural producers. Examples of models designed for widespread replication include: demonstration use of bokashi for compost pre-processing resulting in common use of bokashi as a solution for retarding food waste putrefaction; on-farm composting of restaurant food scrap resulting in County ordinance to permit farm-to-business-to-farm pathways for food waste; creation of the first mid-scale composting demo center and training curriculum resulting in over 100 practitioners with skills to manage larger composting systems.

Financial and Fundraising Details

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

Org Type: Nonprofit

Ask Amount: USD \$250,000

Timeline: August 2023

Use of Funds: Project- or Program-specific purposes

Use of Funds Description: They aim to close a gap in anaerobic digestion (AD) solutions being adopted across the country to manage food waste. After biogas is extracted, AD operators are left with digestate, the primary byproduct, which amounts to as much as 95% of the incoming feedstock volume. Using impact-first funding, Solana Center will establish composting on closed landfill sites using AD digestate. The potential benefits of composting digestate and land-applying it on closed landfills will be financially evaluated, including: (1) cost savings to AD operators, (2) GHG avoided and sequestered, and (3) regained access to community assets.

Capital Type: Grants, Non-recourse project debt

Expected Impact of Funding: The San Diego County based AD operator can process 180,000 tons of organic waste feedstock per year. Today, 100 tons of digestate is generated daily from the facility. The impact and implications will have qualifiable value proportional to the amount of AD processing across the US.



Pittsfield, MA • Founded: 2021 • Time on Report: Just Added
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: Just Added
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. The U.S. EPA Waste Reduction Model (WARM) results suggest that composting that food waste at the Vivaria site would produce a total GHG emissions savings of 8,357.4 MT of carbon dioxide-equivalent.



Aurora, CO • Founded: 2018 • Time on Report: Just Added
Contact: Carolyn Pace, General Manager, team@wompostcoop.com

[Wompost, LLC](#) is a compostable waste hauler. Their vision is to provide compost collection to every single person in Colorado who wants it.

Financial and Fundraising Details

Current Annual Revenue: USD \$425,000

Org Type: For-profit

Ask Amount: USD \$215,000

Timeline: December 2023

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

Product Stage: Currently selling

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

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

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

Appendix A: ReFED's Key Action Area Framework

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